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THE

CIRCULATES IN
EVERY PROVINCE

CANADIAN GROCER

AND
GENERAL
STOREKEEPER**SELL
ONLY
THE
BEST!**In Competition with the World
we have received the**Highest Awards
Made . . .**These substantiate our claim
that : : : : :**Colman's
Mustard****IS THE BEST IN THE WORLD****NOT LIKE OTHER BISCUITS.****CARR & CO.'S**ORIGINAL**CAFE NOIR**has a flavor and delicacy all its own. Your customers want it, and
you cannot afford to let them buy it elsewhere.**FRANK MAGOR & CO.,**

Canadian Agents.

16 St. John Street, MONTREAL

C. E. JARVIS & CO., Vancouver, Agents for B.C.

THE CANADIAN GROCER



MILLAR'S PARAGON CHEESE

IS AS COMMENDABLE AS IT IS PROFITABLE.

You can command the trade of your locality by selling high-grade articles as

MILLAR'S PARAGON CHEESE.

Manufactured by

THE T. D. MILLAR PARAGON CHEESE CO.,
INGERSOLL, ONT.

AGENTS—W. H. Dunn & Co., Montreal. A. E. Richards & Co., Hamilton. Joseph Carman, Winnipeg. Robertson, Vancouver and Victoria, B.C.



THE ACME CAN WORKS

Manufacturers of ALL KINDS OF CANS
for

Meats, Fish, Fruit, Vegetables,
Spices, Syrups, etc

WE MAKE A SPECIALTY OF

Key Opening Cans

USING THE LATEST AND BEST SYSTEMS.

Write us for prices
on anything you
require in our line.

Office and Factory, Ontario St., MONTREAL

COLEMAN'S

Established 1868.

SALT

"Educate your customers in regard to quality."

This is especially true with regard to Salt. You want your customers to buy Salt that will bring them in a good return—by producing the finest butter and cheese. You likewise desire to sell Salt to housekeepers that will not set hard in the salt cellar or dredger, and that possesses the pure, sparkling, white color that first-class Salt alone can have.

Educate them thoroughly by advising them to buy Coleman's or Rice's Salt, and the results will give them confidence in your judgment forever after. **These Salts are pure—they do not cake—certain to please.**

RICE'S

Address :

R. & J. RANSFORD
Clinton, Ont.

SALT



Highest Quality !

So little are the words "highest quality" understood that they have lost their true value, especially as relating to the permanency of a grocer's trade. We use them ourselves *advisedly*, and not as words to be lightly trifled with. What we say we prove. What we prove you cannot gainsay. Let "highest quality" speak for itself in the four articles we name below in the increased permanent trade they bring to grocers who sell them. First

Stower's Lime Juice.

Have you put that sign up in the store yet: "Maypole Soap Dyes sold here"? It shows to economical women that

Maypole Soap Dyes

are sold by you to help them to economize. Brilliant, fast, quick, safe, sure. They wash and dye at one operation. All colors—they dye to any shade.

It's a good thing to have the women "on your side," especially when you sell them table delicacies.

"Thistle" Brand of Canned Haddies

represent the highest quality of rich, clean, delicate Haddies, which are caught, cured and packed right at the water side at Little River, N.S.

Codou's Macaroni is made from Russian wheat, the only suitable wheat for fine Macaroni.

Codou's Fine Macaroni

is white, delicate, tender. It represents the highest type of the art in Macaroni making.

Sold by leading wholesalers everywhere.

AGENTS :
A. P. TIPPET & CO.

8 Place Royale,
Montreal.

23 Scott Street.
Toronto.

JONAS' FLAVORING EXTRACTS

ARE WORTH RECOMMENDING.

THE MERCHANT HANDLING JONAS' FLAVORING EXTRACTS

enjoys particular advantages. He is always in a position to satisfy the existing demand in the kitchen of the busy housewife for an extract that can absolutely be depended upon—that possesses a rich, natural, delicate flavor—that is economical. The dealer's opportunities to foster and encourage the patronage of those women whose patronage is worth having are multiplied when Jonas' Extracts are sold. It is well worth your while to establish a reputation for your store. You can readily and profitably do so with **Jonas' Flavoring Extracts**—they are worthy of the recommendation of every grocer in Canada.

IF YOU ARE AFTER

TRADE INCREASESERS

adapted particularly for Summer trade

BUY Olives.

We have green olives from Spain, in pint and quart bottles; also in half-gallon and one-gallon kegs. They are delicious.

BUY French Capers. In bottles, half-gallon and one-gallon kegs.

BUY Salad Oils. Pure Virgin Salad Oils, from France, in pint and quart bottles. Warranted to be extra choice.

BEFORE YOU turn to your next order of business write us for quotations on any of the above goods.

**HENRI JONAS & CO.,
MONTREAL.**

MANUFACTURERS OF EXTRACTS AND DEALERS IN GROCERS' SUNDRIES.

Help for the Expense Acc't

Ten
cents
a day
profit
means
\$31.20
earned

in a year—how much is your yearly light bill for the store? It's no trouble at all to sell two or three Cigars from opening to closing-up time, and you help the "expense account" out wonderfully with the profit you make—two or three **good Cigars a day** will do it. Think it over, and while thinking drop a postal to J. Bruce Payne for some interesting figures about

Payne's Cigars.

J. Bruce Payne, Mfr.,

The "Pharaoh" for a 10c. line
The "Pebble" for a 5c. line.

Granby, Que.

The Demand is for

Lime Fruit Juice Lime Juice Cordial Raspberry Vinegar.

Mid-summer heat and mid-summer outing means a large call for these goods, and the wide-awake grocer will see that his shelves are well stocked with the famous "STERLING" BRAND summer cordials. They ever give satisfaction to the customer—and what better advertisement for the grocer than a satisfied customer?

—Done up in Imperial quarts—
—Reputed quarts—Imperial
Tall pints—Reputed pints—
Reputed half-pints.

T. A. LYTLE & CO.,

124-128 Richmond St. W.,

—Ask your
—Wholesaler
—for Quotations.

—TORONTO.

FOOD FADS

The claims that these preparations are "the most natural food for mankind"—"the great nerve and muscle builder," are exaggerations, but we are so used to over-statements of facts in advertisements that probably no one is deceived by them.

This food claims to be "composed entirely of pure gluten, and is one of the healthiest foods known." This claim is false and should be criminal.

The above extracts are from a recent bulletin of the Maine Agricultural Experiment Station, of investigation of some of the food fads now on the market.

About Molina Rolled Wheat, we make a plain, simple statement. It is made from Wheat which has been thoroughly cleaned and scoured—it is dried by intense heat and makes a wholesome breakfast dish. Its reputation doesn't rest upon false claims. It is sold in barrels of 100 lbs. and in kegs of 50 lbs. It's a good thing for the grocer and still better for his customer.

THE TILLSON CO., Limited,

Tilsonburg, Ont.



ABSOLUTELY BEST AND PUREST

QUALITY ALWAYS THE SAME.

BRUNNER, MOND & CO'S

**BICARBONATE OF SODA
CON'TRATED SAL SODA
AND
SODA CRYSTALS**

**WINN & HOLLAND
MONTREAL
SOLE AGENTS FOR CANADA**

IMPERIAL
CREAM TARTAR

BAKING POWDER
PUREST, STRONGEST, BEST.

Contains no Alum, Ammonia, Lime, Phosphates, or any Injurious.

E. W. GILLET, Toronto, Ont.

A Wonderful Success

IVORY GLOSS STARCH

ONE POUNDS—

With new labels of British Generals.

SIX POUNDS—

Handsome embossed tin, with hinged cover.

SELLS WELL.

IS PROFITABLE.

The St. Lawrence Starch Co.

Manufacturers

Limited

PORT CREDIT, ONT.

THE LIGHT
— OF —
EIGHT OIL LAMPS

— FOR THE —
COST OF TWO.

100 CANDLE POWER
FOR

50 cents a month with
gasoline at 40 cents a
gallon.

Satisfaction guaranteed or money
refunded.

THE AUER GASOLINE LAMP

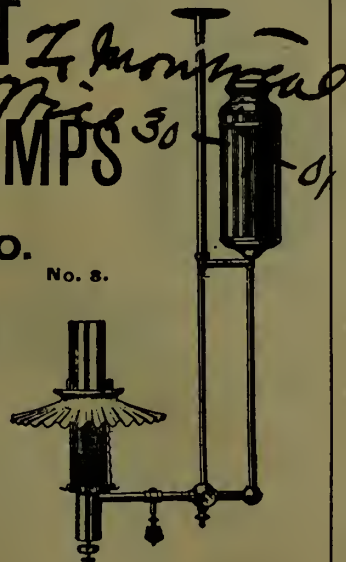
CHEAPER BRIGHTER } THAN { ANY OTHER LIGHT

Write for Catalogue

AUER LIGHT CO.

1682 Notre Dame, - - - MONTREAL

E. SIMPSON & CO., MOOSE JAW, Agents for the Territories



Symington's

**"Edinburgh"
Coffee
Essence**

Is the Purest and therefore Best and Cheapest !

Refuse imitations said to be "just as good" as Symington's, and recollect that the careful process by which Symington's Essence is made eliminates all unpleasant properties.

ANYONE CAN DRINK IT.

THOS. SYMINGTON & CO.,

EDINBURGH and LONDON.

Agents, W. B. Bayley & Co., Toronto

GREEN CEYLONS

At from 15 to 22 cents.



They knock the spots off Japans at the same money. What is the matter with you pleasing your customers, and, at the same time, making a handsome profit yourself?

Japans are high and it is really difficult to get a good Japan to sell at 25c. and make a good margin. Why not look into this? It is worth your while. Our travellers have samples.

W. H. GILLARD & CO.,

Wholesale Grocers,

Hamilton



Rowat's Pickles, and Rowat's Worcester Sauce

The most popular in Canada.

Agents **A. G. Snowdon,** 10 Lemoine Street, **Montreal.**
 " **F. H. Tippet & Co.,** 10 Water Street, **St. John. N. B.**
 " **C. E. Jarvis & Co.,** Holland Block, **Vancouver, B.C.**



**HIGH
LOW**

**QUALITY.
PRICE.**

*The unanimous verdict
of users of*

Paterson's Sauce.



Rose & Laflamme,

Agents,

MONTREAL

Batty & Co.

ESTABLISHED 1874

LONDON.



**OLIVES
AND
PURE
OLIVE
OILS.**



**INDIAN
CURRIES
AND
CHUTNIES.**

Makers of High-class

**PICKLES
OF
ALL KINDS.**



**SAUCES
OF
ALL KINDS.**

This Journal is the only one of its kind in Canada circulating extensively among Grocers and General Merchants in the Provinces of Nova Scotia, New Brunswick, Prince Edward Island, Newfoundland, Ontario, Quebec, Manitoba, British Columbia and the Territories. In using THE GROCER you cover the field.

PUBLISHED EVERY
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CANADIAN GROCER

AND GENERAL STOREKEEPER

VOL. XV.

MONTREAL AND TORONTO, JULY 5, 1901

NO. 27

AN ILLUSTRATION OF A PERSONAL THEORY OF ACCOUNTS.

BY JOSEPH HARDCASTLE, C. P. A.

THE purchase of a commercial business is a common operation; it is easier, more certain, and needs less knowledge than the purchase of a corporation.

Let us suppose that an old merchant, whose business is in full prosperity, wishes to retire from commercial affairs and that he sells it to a young capitalist. At the moment of transfer the seller has disposed of his mercantile effects, and the buyer has assumed the payment of the liabilities, paying for the equity of the old merchant, \$16,000. The buyer purchases the goodwill for an additional \$4,000, making in all \$20,000.

The merchant desiring to withdraw from the business makes a fictitious liquidation, for, in spite of the transfer, the business continues its regular routine without interruption. By a fictitious operation we mean an operation destroyed the instant after by an opposed operation, the merchandise is theoretically delivered to a person, who will give it back again immediately after, but between these two instants there will be passed an important act: the business will have changed hands, and these two operations will have been made by different owners.

Let the old merchant draw up his balance sheet, which, on the personalistic theory, we will suppose contains the following elements, and it is in the following form:

FINAL BALANCE SHEET OF A BUSINESS SOLD.

ASSETS.	
Cash, amount in bank and bills received.....	\$ 4,600
Merchandise.....	19,400
Sundry debtors.....	21,000
	\$45,000
LIABILITIES.	
Capital.....	\$16,000
Sundry creditors.....	28,000
Bills payable.....	3,000
	\$45,000

In this balance sheet the assets and the liabilities, being equal, amount to \$45,000; it is then easy to suppose that the old merchant sells his merchandise fictitiously, and that he causes to be paid by his debtors, banker, bills receivable, certain amounts to the purchaser, since he pays fictitiously his creditors and his bills payable; the rest, his merchandise, representing his investment, \$16,000, is sold to his successor, who takes it fictitiously to himself, and gives a fictitious discharge to all his employees, keeping only in his possession his books.

The business is thus liquidated, all the debts are paid, the merchandise sold and taken away, the employees dismissed, there remains nothing, neither values active (assets), nor passive (liabilities), nor individuals—there is an entire void. But the business is not destroyed for all that; it is indeed reduced to a condition for which the purchaser pays, under the name of good-will, \$4,000.

What does the capitalist then buy?

A legal right upon the effects, exists by an act;

A name advantageously known, a trademark, a sign;

An acquaintance with purchasers and sellers;

The secrets of the business;

An assemblage of tried employees, etc.;

Finally, the power of making money from the start. These are the advantages and these the rights, which do not exist, when one founds a business, for which the buyer pays \$4,000, but which may be worth more or less.

Some define a business: A merchant surrounded by his effects, his merchandise, his employees, these forming an indivisible whole, an entity.

But then the buyer would buy the employees of his predecessors at the same time as the rights and merchandise. The

unexpected consequence shows clearly that the point of view is inadmissible; the business capable of being bought and sold is a value transferable, which cannot include living persons. Empiricism creates a being of two different characters, which is opposed to reason. If the business represents the proprietor, how shall the relations between them be established? The capital enters into business at the same time as the merchant enters into his store. He cannot then deliver it, and to credit the capital does not represent any delivery; it is an empty amount, being neither an asset nor a liability, placed to bring about an equilibrium of the assets and liabilities.

From the definition arise some accounts, which are neither assets (active accounts) nor liabilities (passive accounts): some debtors who will never pay anything (expense account), some creditors who will never reclaim the amount to their credit (reserve account).

Separate, on the other hand, the proprietor from the business, shareholders from their company, leave to each the proper function, the proprietor has the exclusive right of purchasing and selling and possessing the effects of the business, and these effects are objects to which he bears relations, while other accounts not assets and liabilities merely record the condition and progress of the business. Under this view the proprietor becomes a manager, whose duty it is to receive and turn in the equivalent as regularly as an ordinary agent, and to pay out proper claims made against the business. With this view all the accounting becomes perfectly lucid, and all the deductions of the personal theory of accounts become mathematical varieties.

The business is represented by a manager carrying on the business, a superior employee, who has not an accounting existence, who does not possess any of the merchandise deposited in the storeroom, but who disposes of it, and the proprietor becomes a correspondent who delivers and receives as others do, and "Credit Capital" says that the proprietor, under the pseudonym of Mr. Capital, has delivered some values to the business; then all these accounts are an incumbent in flesh and



RISING SUN
STOVE POLISH and
CAKES
WELL KNOWN AND RELIABLE.



SUN PASTE
STOVE POLISH
IN TINS
GUARANTEED TO THE TRADE



Our packages are larger and more attractive in style than any others.
The quality of our goods is superior to anything else on the market.

MORSE BROS., Proprietors, Canton, Mass.

For sale by all Wholesale Grocers; also the McClary Mfg. Co., London, Montreal, Winnipeg, Vancouver and Toronto.

blood, who can be designated by this name; all the debtors will pay, and all the accounts, without exception, become personal, for the proprietor formerly delivered into the business an amount called capital, which is still found in the assets, and has allowed sums called profits accumulating by the operations of business either to remain in the assets or has withdrawn them from the business for his own use and others of these profits he has allowed to remain in the assets under the name of reserves, for all of which he has taken credit.

Certain accountants say that a business under a proprietor and one under a manager differ. It is certain that a proprietor can add to his function, those of the manager who carries on the business, but of how little importance the business may be, the distinction is forcibly realized. A proprietor cannot do everything and be always present. He causes many things to be done by his principal employe, who becomes a sharer of his labors. If the proprietor is sick, travelling, detained by any cause whatever, the employe takes his place and becomes the manager of the business, for a business can not remain without a director. But the proprietor, although absent, conserves the ownership of the business, the right to the profits and losses, the right of giving orders to his manager, who is accountable for his acts, and the proprietor on his return resumes his functions which he had for a time abandoned.

In companies by shares, the separation of these powers is imposed; the shareholders, very numerous, cannot direct all of their enterprises themselves. They name a manager, but in their general meetings they exercise their right of ownership in confirming or replacing the manager; in approving or disapproving his acts, in impressing on the affairs a progress conformable to their wishes, or in repressing while there is still time, the vagaries of the manager who deviates from the way laid out in the by-laws, articles of association, and the statutes.

The entries by double entry separate always the business accounts, by some called nominal accounts; by some fictitious accounts; by some representative accounts, and by others economic accounts, from those of the proprietor, sometimes called assets and liabilities, active and passive accounts, real accounts, and specific accounts. If the accountant confounds them in his imagination he does not proceed in accord with the science, and further, does not comprehend it.

After this digression we return to the purchase.

The seller has liquidated his business, the purchaser recomposes it on the same basis.

The fictitious operations are annulled by the opposite operations, each debtor, each creditor, retakes his first position, and the new proprietor who has received the merchandise from his predecessor, contributes it as his capital in the business: all the employes refund their desks as if nothing had occurred, and the accounts retake their place by journal entry along with the good-will. The good-will is a merchandise, since it was bought, but a merchandise impalpable, immaterial, and nevertheless susceptible of being placed in an imaginary storage.

BALANCE SHEET OF NEW BUSINESS.

ASSETS.	
Good-will.....	\$ 4,000
Cash in bank and bills receivable.....	4,600
Merchandise.....	19,400
Sundry debtors	21,000
	\$49,000
LIABILITIES AND CAPITAL.	
Sundry creditors.....	\$26,000
Bills payable.....	3,000
	\$29,000
Proprietor's capital.....	20,000
	\$49,000
The entries in the journal will be as follows:	
Sundries, debtor to capital	\$49,000
Good-will	\$ 4,000
Cash in bank and bills receivable ..	4,600
Merchandise.....	19,400
Sundry debtors	21,000
Capital to Sundries.....	29,000
Sundry creditors.....	26,000
Bills payable	3,000
(Showing the net capital to be \$20,000.)	

Each of these accounts is open in the new ledger, the corresponding sums are carried to the debits or credits, as the case may be, and the journal and the ledger are ready to receive the entries of the business which may be transacted by the proprietor.

The empiric school defines the capital the excess of the assets over the liabilities (the balance of the situation). It attributes to this excess the power of distributing the debts and the credits, a power which it will not even be possible to practically confer on a man.

Is, then, the capital a liability? No. For we have seen that the assets and liabilities are proprietor's accounts, for the former show those values from outside of himself, due to him, or belonging to him, whether in his possession or not, and the latter the obligations under which he is placed to others. What is it, then? It is credited to him because it shows the proprietor delivered that value into the business, and it is entered among the accounts not only to show his contribution to the business, but to put the accounts in equilibrium.—Business, New York.

BOUGHT TOMATOES IN NEW YORK.

The following appeared in The Maritime Merchant of June 20:

To the Editor of The Maritime Merchant:

Sir,—In your issue of The Merchant of June 6, I read an interview with a gentleman from Barbadoes regarding the development of trade between the two countries. I notice he said that he found it impossible to obtain 200 cases of tomatoes from Toronto jobbers and as a consequence his order went to New York.

I think there surely must have been a misunderstanding, as immense stocks of tomatoes are held not only in Toronto, but in almost every jobbing centre in Canada at the present time, in fact, an article from The Monetary Times in the same number as contains your interview, proposes to remedy existing conditions by reducing the Canadian output.

We should certainly be able to sell the Barbadoes importer all the tomatoes he wants, and I hope our canners will look carefully into the prospects of the market.

Yours truly,
EXPORTER.

[NOTE.—The price of tomatoes in Halifax to-day is 87½c. to jobbers. Mr. McIvor purchased his at 65c., New York. Brokers here say that stocks in first hands are not excessive and that there is no intention on the part of the few who hold them to cut prices. To sell tomatoes and other canned goods in the West India Islands, Canadian packers must sell equal quality at the same price as New York. We are not surprised that Toronto jobbers were indisposed to do business with Mr. McIvor on the basis of his New York quotation; there wouldn't be much money in selling canned goods at 65c. delivered New York, when they were costing in the vicinity of 80c. from first hands Toronto.—Editor Maritime Merchant.]

TEA EXPORTS FROM CALCUTTA.

The exports of Indian tea from Calcutta during the past three seasons, to the under-mentioned countries, were as follows:

	1900-01.	1899-0.	1898-9.
	Lb.	Lb.	Lb.
Australia and New Zealand.....	10,350,715	8,340,665	6,293,950
America	4,229,236	6,249,729	3,232,027
Other places....	10,997,164	8,172,299	9,136,740
Total outside the U.K....	25,577,115	22,762,693	18,662,717
U't'd Kingdom.....	160,487,154	149,330,050	135,402,527
Total	186,064,269	172,092,743	154,065,244

TO THE RETAIL TRADE:

This notice will not appear again, so kindly cut it out for reference.

Make **73 McNab St. North** your headquarters during the big trade sales to be held next week. Have your letters addressed in our care.

LUCAS, STEELE & BRISTOL, WHOLESALE GROCERS, **Hamilton, Ont.**

Office Phone, 288; Sample Room, 747.

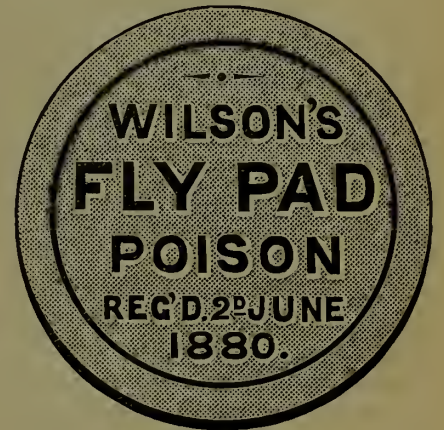
I manufacture for the wholesale trade.

My goods can be recommended as superior to all others.

The sale is well established and grows yearly.

My goods ALWAYS give satisfaction.

I employ no travellers, but allow the jobber such a large profit that it pays HIS customers to push the sale of my goods.



Archdale Wilson, . . . Hamilton

When making up cars of CANNED GOODS
do not overlook

Johnson's Sliced Pineapple

Johnson's Grated Pineapple

WE HAVE THESE GOODS FOR YOU AT RIGHT PRICES.

James Turner & Co., Wholesale Grocers, **Hamilton**

COFFEE

Increase your sales and also
your profits by handling

COFFEE

Crown Blend Coffee

COFFEE

Tins 10, 25
and 50 lb.

Crown	X	retails at	25c.
"	XX	"	35c.
"	XXX	"	45c.

SOLE AGENTS

THOS. KINNEAR & CO.,

Wholesale Grocers,
49 Front St. E., TORONTO.

THE QUALITY OF BREAKFAST FOODS.

A BULLETIN of the Maine agricultural experiment station at Orono, contributed by C. D. Woods and L. H. Merrill, gives interesting results of their exhaustive investigations into the food value of the principal cereal breakfast foods now on the market. The bulletin is in part as follows:

The general use at the present time, of cereals on the breakfast table is largely due to the improved condition in which these goods are now offered. Twenty years ago uncooked decorticated oats (sold under the name of oatmeal), graham flour, cornmeal and hominy, all of which required long cooking, made up nearly the entire list of breakfast cereals available to the average housekeeper. To day it is possible to purchase at a moderate price cereal foods which have been previously thoroughly cooked, and subsequently dried so that they will keep indefinitely. These are ready for the table without further cooking, or, if wanted hot, can be prepared in a few minutes' time. The process of manufacture is hygienic and cleanly and will bear the closest inspection. Starting from the elevator the foods are cleaned, milled, cooked, evaporated and packed by machinery. It

is very gratifying to find that this class of goods is free from adulteration and careless preparation. The processes differ in different factories and many of them are covered by patents. Some goods may be better prepared than others, just as one flour is better than another; but there is no preparation on the market, so far as the writers know, but that is better prepared than anything known to the generation which preceded us.

CORN GOODS.

The average of nineteen samples of granular cornmeal as compiled in Bulletin 28 of the office of experiment stations shows that one pound contains .125 pound of water; .092 pound of protein; .019 pound of fat; .754 pound of carbohydrates and .01 pound of ash. The only claim that the manufacturers make concerning Crown Flakes, Hecker's Hominy and H.O. Company's Hominy is that they are carefully prepared from the best quality of corn and are thoroughly kiln-dried, so as to keep well. The low percentage of fat indicates that all of these goods were made from corn from which the germ was more or less removed. The Mazama people make an unwarranted claim on the package. They

say a package "provides, when cooked and ready for the table, 23 pounds of unsurpassed food, sufficient to sustain in health and vigor a family of seven for twenty-four hours." Assuming that the family of seven consists of a man, his wife and five children, from two to ten years of age, they would require for their nourishment for one day $1\frac{1}{2}$ pounds protein and enough fats and carbohydrates to furnish altogether 17,000 calories. A package of Mazama carries a little more than .2 of a pound of protein, and has a fuel value of a little less than 4,500 calories.

PREPARED OATS.

Hecker's partly cooked oatmeal and Hecker's rolled white oats differ in price, and, so far as these two samples are concerned, in composition. The former carries a third more protein than the latter. Hornby's H.O. carries about the average percentage of protein, although on this package there is an analysis which claims 17.63 per cent. instead of 13.4 per cent. which the sample examined has. The same analysis gives all of the ash as phosphates ("brain and nerves"), which is of course not strictly in accord with fact. The American Cereal Co. puts its goods up under three names and in four forms. Quaker Oats are sold only in package, Buckeye Oats in



Beware of the Jobbers

who substitute inferior goods in place of

UPTON'S
Jams, Jellies and Marmalade

which never fail to give your customers satisfaction.

A. F. MacLAREN IMPERIAL CHEESE CO., Limited

SALMON.

We are offering choice of several of the best packs in Sockeye and Fraser River fish for future delivery at lowest possible figures.

WE HAVE INVARIABLY DELIVERED EVERY CASE OF "FUTURES" SOLD. LAST SEASON WE DELIVERED EVERY CASE OF "HORSE SHOE" BOOKED BY US.

THE DAVIDSON & HAY, LIMITED

36 YONGE STREET - - TORONTO.

package and barrel, and American Cereal Co's oats in bulk. The only apparent difference in the four kinds is the price. The Buckeye Oats in bulk retailed in Bangor at 3½c. per pound, the American Cereal Co.'s rolled oats in bulk at 4c. The Buckeye oats in package cost in Bangor 5.3c., and the Quaker Oats 6.9c. a pound. They are all good quality rolled oats, and there seems to be no reason why one should pay 6.9 a pound when apparently just as good goods, made by the same company, sell for less than half that price. All of the rolled oats are good goods from the chemical standpoint, and there are no greater differences in composition than one would expect. The goods of different companies differ no more than different samples from the same companies probably would.

PREPARATIONS OF WHEAT.

Judging from the protein contents of the different wheat preparations it would appear that they are nearly all made from the soft starch wheats. This is an excellent way to utilize wheat relatively low in gluten, which will, in consequence, not make strong flour. For bread flours no wheats are so good as the hard wheat of high gluten content. For one restricted to a diet of wheat products, the hard wheats are more desirable, but in a mixed diet there are other sources of

protein, and the use of the softer wheat in mushes and the like is to be encouraged.

Fruen's wheat wafers at 6.9c. a pound and Fruen's rolled wheat at 4c. are apparently the same goods, one put up in paper, and the other in barrels. The claims that these preparations are "the most natural food for mankind," "the great nerve, brain and muscle food," etc., are exaggerations, but we are so used to overstatement of facts in advertisements that probably no one is deceived by such claims.

Foulds' wheat germ meal "is made from the glutinous portion of choice wheat." If this statement means (and it is evident that it was intended to convey this meaning) that in its manufacture the starchy part of wheat is excluded, it is not true. Although made by a patented process, the resulting preparation chemically resembles ordinary white-wheat preparations in starch and in protein content.

Ralston Breakfast Food, "a perfect food made from selected wheat rich in gluten," is also apparently made from a soft winter wheat. The sample examined carries 10.7 per cent. of protein, and hence could not have been made from a "wheat rich in gluten." It is a well-made preparation, but its cost of 8c. a pound is too high.

There is probably no other cereal food on the market so widely and extensively advertised as Shredded Wheat Biscuit. For the most part its advertising matter is free from exaggerated statements. Its chemical composition is that of a good-quality winter wheat. It is the highest in price of all the wheat preparations, costing nearly 15c. a pound.

Grape Nuts, manufactured by the Postum Cereal Co., is "made by special treatment of entire wheat and barley." These goods have nearly the same proximate composition as the wheat foods. Part of the starch has been changed into dextrine and grape sugar. The claims of the makers are preposterous. Grape nuts "are a condensed food." "Four heaping teaspoons grape nuts are sufficient for the average meal." "The system will absorb a greater amount of nourishment from one pound of grape nuts than from ten pounds of meat, wheat, oats or bread." A man at moderate work needs per day about .28 pound of protein and sufficient fats and carbohydrates in addition to make the potential energy of the day's food 3,500 calories. Four heaping teaspoonfuls of grape nuts weigh about one ounce. The protein and energy needed for one meal (one-third of one day) and that furnished by four heaping teas-



VICTORY

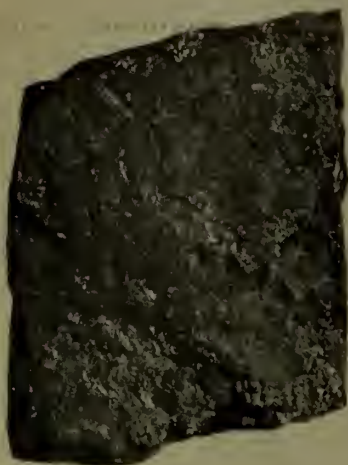
is not gained by using poor ammunition.

The Grocer who handles cheap or inferior goods cannot expect to come out victorious.

Beware of Imitators.



A Striking Sentence.



"Coal in truth stands not beside but entirely above all other commodities. It is the material energy of the country—the universal aid—the factor in everything we do. With coal almost any feat is possible or easy; without it we are thrown back into the laborious poverty of early times."
—*Jevons.*

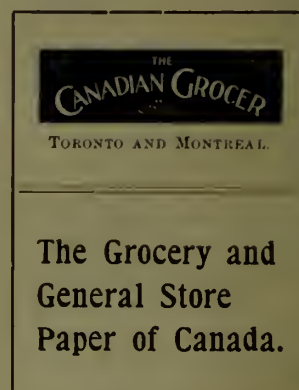
A Striking Parallel.

What coal is to the material world advertising is to the commercial world—the universal aid—the factor in everything we do.

With both the great object is to produce the greatest result with the least outlay. In advertising this is accomplished by the use of good trade newspapers.

The trade press offers a field which is absolutely unrivalled for the obtaining of results by the expenditure of a comparatively small amount of money.

We would like to give you some facts about advertising your products in **The Canadian Grocer**—it is one of the good trade papers referred to.



The MacLean Publishing Co., Limited
MONTREAL. TORONTO.

IT'S HOT !

'T WILL BE HOTTER !

FOR SULTRY DAYS WE HAVE TWO LINES THAT SELL "AT SIGHT."

CALEY'S
LEMONADE
CRYSTALS

AND

"SOVEREIGN"

"SPLITS" CASES 4 DOZ.

Lime Juice
" " Cordial
Raspberry Vinegar
Fruit Syrups

THE DEMAND INCREASES AS THE MERCURY RISES.

THE **EBY, BLAIN CO.,** LIMITED

WHOLESALE GROCERS, ETC.

TORONTO.

poonfuls of grape nuts are compared in the following table :

	Protein, lb.	Fuel value, calories.
Needed for one-third day by man at moderate work090	1,175
Furnished by four heaping teaspoonfuls, 1 oz., of grape nuts...	.077	117

It would require .77 pound of grape nuts (three fourths of a package) to furnish one-third of a protein needed for one day for a man at moderate work ; the energy needed would be afforded by .63 pounds.

The nutrients of beef are more completely digested and absorbed than those of vege-

table foods. There is no reason for thinking grape nuts would be more completely digested than rolled oats, wheat flour or wheat bread. About 85 per cent. of the protein and of fuel value of vegetable foods is digested and rendered available to the body. While there is no question that grape nuts is a good cereal food, it is difficult to understand why the manufacturers should make claims so absurd and contrary to fact.—The Roller Mill.

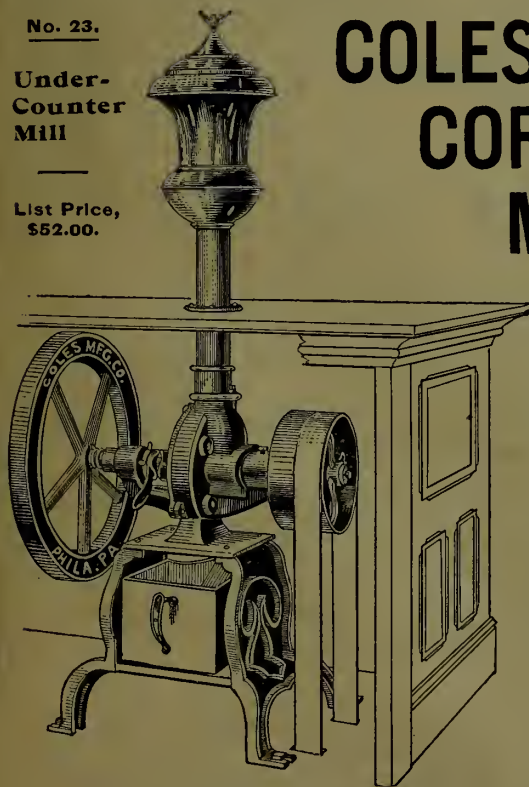
Charlebois Bros. are opening a grocery store at Penetanguishene, Ont.

THE PRESCOTT STARCH WORKS.

Owing to the dispute between the expert representing the starch company and the contractor over the quality of the material that is being used in the construction of the factory of the Imperial Starch Works at Prescott, Ont., work is at a standstill. The chief difficulty appears to be over the cement floor and the long tables used in the starch-making process.

Mrs. Dulmage has sold her general store in Grimsby, Ont., to a Hamilton merchant.

No. 23.

Under-
Counter
MillList Price,
\$52.00.**COLES
COFFEE
MILLS**

None better for
Granulating or
Pulverizing.

Our mills will
Pulverize with-
out heating Coffee.

Every Coles
Coffee Mill has a
Breaker that
breaks the Coffee
before it enters the
grinders, thus re-
ducing wear of
grinders.

A GREAT
LABOR-SAVER.

Our Grinders
wear longest.

Agents
TODHUNTER, MITCHELL & CO., Toronto.
DEARBORN & CO., St. John, N.B.
FORBES BROS., Montreal.
GORMAN, ECKERT & CO., London, Ont.

COLES MANUFACTURING CO., PHILADELPHIA, PENN'A.**Rowntree's****Chocolates and Pastilles**

The "Court Circular" says of the Chocolates :

"Unexcelled for purity, delicacy of flavor, and daintiness. They compete with, if not surpass, the finest French chocolates made."

"Grocery" says :

"One thing in which Messrs. Rowntree & Co. excel is undoubtedly their Gums. The secret lies in the quality of the Gum, the excellence of the flavoring, and the carefulness in manufacturing."

Two excellent lines of confections made by
the manufacturers of

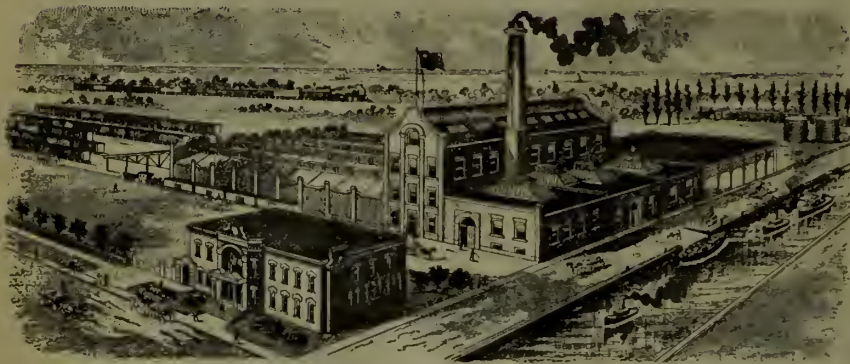
Elect Cocoa and Elect Lemonade.

Agents for Canada :

For Quebec, Ontario and the Maritime Provinces:
MR. CHAS. GYDE, 20 St Francois Xavier St., MONTREAL.
For Manitoba, Northwest Territories and British Columbia:
THE HUDSON'S BAY CO., WINNIPEG.

ARE YOU READY

SUNLIGHT SOAP



THE HOME OF SUNLIGHT SOAP TORONTO

MADE IN CANADA.

FOR THE DEMAND?



Lever Brothers, Limited, have pleasure in announcing that their Canadian Works for the manufacture of SUNLIGHT Soap are already in full operation.

SUNLIGHT Soap may now be had in "OCTAGON" shape as well as in "DOUBLET".

The specialties of Lever Brothers, Limited, now selling are :

SUNLIGHT SOAP
Doublet.

SUNLIGHT SOAP
Octagon.

LIFEBUOY Royal
Disinfectant SOAP.

MONKEY BRAND
(Brooke's Soap).

LEVER'S DRY SOAP.

Y. Wise Z SOAP
Head POWDER
(Royal Disinfectant).

The later specialties will take the same premier position in their class as that now held by "SUNLIGHT" amongst Laundry Soaps.

Price list on application to
LEVER BROTHERS, LIMITED,
TORONTO.





President,
JOHN BAYNE MacLEAN,
Montreal.

THE MacLEAN PUBLISHING CO. Limited.

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, North-West Territories, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

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WHEN WRITING ADVERTISERS
PLEASE MENTION THAT YOU SAW
THEIR ADVERTISEMENT IN THIS PAPER

LOCAL MARKET DAYS.

THE retail trade of Canada did not take long to recognize in the departmental stores, with their extensive newspaper and catalogue advertising, their cash system of business and their numerous "bargain" days, a new competitive force which was bound to cause a revolution in business, or drive dozens, if not hundreds, of merchants out of business.

But, though the trade was quick to realize the danger, they were slow in meeting it. At first there was but an outcry against the power of the young giant, then time, thought, energy and influence were spent in endeavoring to cripple him or at least lessen his power by means of the excitement of public prejudices and by legislative enactment.

Every trick of business, no matter how dishonorable, was ascribed to the departmental; cunningly devised laws were prepared and introduced to compel it to pay special taxes because of its very size and strength; and in various ways it was sought to prevent further encroachments on

the fields of the "natural distributors," the local retailers.

The direct results of this agitating and legislating have been small, for the departmentals seem to be flourishing to day "like a green bay tree"; but the indirect results have been good, for the average buyer has received an education in the selection of goods, while everywhere throughout the country merchants have realized that the best way to meet the departmental is to beat him at his own game—to buy closely, so as to be able to sell at the smallest margin possible; to make the store attractive, and, at the same time, keep the expense account down to the lowest possible figure; and to sell so carefully that the loss from "bad debts" shall not necessitate an addition to the general selling price. It is safe to say that there is a greater proportion of close buyers, more attractive stores and more cautious sellers now than at any time in the history of Canadian retailing.

Of late, retail merchants throughout the country have awakened to the fact that by uniting their energies in certain directions they are able to meet their big competitor in the open market, and buy just as cheaply, do business just as economically and to sell as cheaply and, at the same time, give better results to customers than can the departmental.

Last month the Toronto Retail Grocers' Association united to make a purchase of paper bags. By buying 300,000 bags they secured a discount of 50 and 3 per cent., whereas the discount on 20,000 or less was but 40 and 3 per cent. Other purchases of a similar nature will probably be made.

Now the proposal is made in some quarters that the old-fashioned, time-honored market day be revived under new century conditions. It is suggested that the merchants in a municipality agree to recognize one day each week or each fortnight as a special market day; that the early part of the day be devoted to a short programme of amusement that will interest and attract buyers and that the afternoon and evening be devoted to business, or, as an alternative, that the day be devoted to business and the evening to pleasure.

This proposition seems entirely practical. Many towns have already market days, cheese board days, live stock delivery

days, etc. These, or such of them as are possible, might be combined, care being taken to secure the presence of buyers of standing for the different lines. Few towns have local wheat markets where the farmer could depend on competition securing to him the highest price for his product. But, if such a market is feasible in the large cities every business day the year round, it should be possible once every week or two in towns surrounded by good farming land. Unity on the part of merchants in any up-to-date town situated in the agricultural sections of Canada should be able to make a weekly or fortnightly market day a practical and profitable business institution. Here is a suggestion for local boards of trade.

A BUSINESS MAN SHOULD BE APPOINTED.

THE death of Senator J. Villeneuve removes a shrewd business man from our upper federal chamber. It is, then, to be hoped, that when the Governor-in-Council is choosing an occupant for the position that he will let a business man have first call.

The Senate should essentially be a body composed of business men, tried, tested and found successful, men who have stamina, who are of a sound and trained mind. It is a checking body, and who is more fit to be a member of it than an experienced business man? Unfortunately, the number of such in the Senate is too small.

And now that we have lost a man of this class the Government should see to it that his place is taken by one of the same class. Le Journal, of Montreal, has announced the following likely ones for the position: Thos. Brossoit, C. R. de Beauharnois, Dr. Lachapelle, M. R. Prefontaine, M. Wilfrid Mercier and L. E. Geoffrion, president of the Chambre de Commerce and manager of L. Chaput, Fils & Cie; four lawyers, one doctor and one business man. It is to be hoped that the odds against the business man getting the position are not what they seem—5 to 1.

It would seem very fitting that Mr. Geoffrion should get the position, if he could be induced to accept it, for a wholesale grocer would then be succeeded by a wholesale grocer.

CANADA MISSES A GOLDEN OPPORTUNITY.

ONE of the defects of party Government as it is constituted to-day is its lack of practical business instinct. No matter which party is in power this defect is in evidence. In a business sense, the Government in power is repeatedly doing those things what it ought not to do and leaving the things undone that it should do.

It is generally admitted that the Government of Sir Mackenzie Bowell made a big mistake from a commercial standpoint when it rejected the terms upon which Newfoundland was willing to enter Confederation. One of the best proofs of the mistake is the unlikelihood of anything like as favorable terms again being offered. Newfoundland, at that time, was financially weak, while now she is in a prosperous condition and the richness of her natural resources have come into greater prominence.

The present Government did a good stroke of business for Canada when it gave a preference to British products. But it has made several blunders, commercially speaking, since then. And now to its others must be added the Australian Commonwealth blunder, for which there can be no possible excuse.

The proceedings there at the opening of the first Parliament of the Australian Commonwealth were such as were never experienced before and are never likely to be experienced again for bringing the Dominion of Canada into prominence before the people of the sister colony that was following in the footsteps that Canada made thirty-four years ago. But the opportunity was not grasped.

When Canada was invited to participate in the auspicious ceremonies a unanimous demand went up that this country should be represented in a manner becoming to its importance. It was held, and properly so, that there was no man in the Dominion, on account of his striking personality and eloquence of speech, that was so well qualified to represent this country at the inaugural proceedings, as Sir Wilfrid Laurier, for we all had in mind his extraordinary success in this respect at the Diamond Jubilee celebration in London in 1897. But he ignored the wishes of the people.

Hon. Wm. Mulock, who was sent to represent the Dominion, is one of the best Departmental administrators in the Laurier Cabinet. And his administration of the Post Office Department has been attended with signal success. He has been progressive, as the business men of this country are aware. But he is lacking in the qualities which are essential to the proper representation of the Dominion of Canada at such a function as that of launching a new Commonwealth on its Parliamentary career.

Even, however, had he been a Sir Wilfrid Laurier in striking personality and in gift

of speech, he would have been placed at a great disadvantage on account of the way in which he was sent forth. Had he been the representative of a commercial concern he scarcely could have gone forth in a more penurious manner.

Canada is a democratic country, and we have not much sympathy with fuss and feathers, but a small body of men representative of the various arms of the Canadian militia should have accompanied him, not for the mere purpose of show, but for the purpose of giving Canada due prominence in the proceedings at Melbourne. It was business common sense that demanded it; it was lack of business common sense that denied it.

Eight years ago the Dominion Government voted a subsidy for a steamship line between Canada and Australia. While the trade between the two countries has increased since 1893, yet it is still small and disappointing, for during the last five years our export trade with the Antipodes in home products has been practically at a standstill. The first steamer running between Canada and Australia arrived at Vancouver on June 8, 1893. In that year the exports of Canadian products were \$250,061. Last year they were \$1,648,926. But when it is remembered that the figures during the past four years have remained almost stationary, as will be seen from a glance at the following table, the satisfaction that is engendered from a comparison of the figures of 1893 and 1900 is somewhat diminished:

1897	\$1,413,754
1898	1,644,506
1899	1,520,016
1900	1,648,926

The amount of the steamship subsidy paid last year was \$121,666.

Lost — At the inauguration of the Australian Parliament, through the lack of business foresight, a golden opportunity of attracting the attention of the new Commonwealth toward the Dominion of Canada. No reward is offered, for, like yesterday, it is irrecoverable.

The Government was awake at the Diamond Jubilee; why was it asleep at the birth of the Australian Parliament?

LEMONS ARE ADVANCING.

The extreme heat of the past fortnight, but particularly of the past week, has given an astonishing impetus to the demand for lemons. In fact, sales have been so great that, though stocks at the beginning of the season were almost, if not entirely, as large as customary, there are not now much more than one-quarter as many as were held at this time last year.

This is true, too, in spite of the great

popularity of other drinks, particularly ice cream soda, this summer. The demand for lemons has been general throughout Ontario, where the heat wave has been most depressive, and prices have been forced up fully \$1 per box, the range now being \$4 to \$4 50. A continuance of hot weather for another week will result, wholesale dealers assert, in a further advance of at least 50c. per box.

THE NEW FRUIT ACT.

THE fruit trade, from the grower to the retail distributor, should become thoroughly acquainted with the Fruit Marks Act passed at the last session of the Dominion Parliament, and which went into force on Monday. The intention of the Act is to prevent the dishonest packing and marking, which has done so much injury to the Canadian, and especially the Ontario, fruit industry in the past year.

Section 4 provides: "That all such packages must be plainly marked: (a) With the initials of the Christian names and the full surname and address of the packer; (b) with the name of the variety or varieties; and (c) with a designation of the grade of the fruit."

But responsibility does not end with the packer, for section 5 enacts: "No person shall sell or offer, expose or have in his possession for sale, any fruit packed in a closed package intended for sale, unless such package is marked as required by the next preceding section."

Section 6 reads: "No person shall sell, or offer, expose, or have in his possession for sale, any fruit packed in a closed package upon which package is marked any designation which represents such fruit as of finest, best, or extra good quality, unless such fruit consists of well-grown specimens of one variety, sound, or nearly uniform size, of good color for the variety, or normal shape, and not less than 90 per cent. free from scab, worm holes, bruises, and other defects, and properly packed."

"Section 7 enacts: "No person shall sell, or offer, or expose, or have in his possession for sale any fruit packed in any package in which the faced or shown surface gives a false representation of the contents of such package; and it shall be considered a false representation when more than 15 per cent.

of such fruit is substantially smaller in size than, or inferior in grade to, or different in variety from, the faced or shown surface of such package."

The retail trade are made, by these provisions, equally responsible with the packer, for any false packing or marking in fruit offered for sale by them. It should be remembered, furthermore, that this enactment does not merely apply to large fruits, such as apples, peaches, etc., but is equally directed to such fruits as strawberries, raspberries, etc.

THE COFFEE ESSAY CONTEST.

THE CONDITIONS.

1. No essay shall exceed 2,500 nor be less than 1,500 words.
2. Each essay must be signed by a nom de plume. Both the proper name and nom de plume of the writer must be written on a sheet of paper and placed in a sealed envelope across which must be written the nom de plume. This envelope, which will not be opened until the judges have made their award, can be placed within the envelope containing the essay or in another envelope and addressed to THE CANADIAN GROCER, 10 Front street east, Toronto.
3. The judges will be disinterested merchants.
4. Competition shall close on July 20, by which date all manuscripts must be in this office.
5. There must be two or more essays sent in by different competitors or no prize will be given; three or more essays or no second prize; four or more or no third prize.
6. The envelope in which each essay is mailed should have written across the corner the words, "Essay Competition."
7. All prize essays shall be the property of THE CANADIAN GROCER.

The subject, it will be remembered, is "The Buying, Handling and Selling of Coffees." The 1st prize will be \$15; 2nd, \$10 and 3rd \$5. Besides this, to each of the five essayists whose productions rank next to those winning the cash prizes will be awarded a copy of THE CANADIAN GROCER for one year.

ADULTERATED EXTRACTS.

Dealers sometimes adulterate their fruit extracts and essences with fixed oils, alcohol or turpentine. Adulteration by fixed oils is detected by pouring a few drops of the essence on a sheet of paper and heating it. Upon the evaporation of the essence a greasy spot will remain. Alcohol is detected by pouring a few drops of the essence into a glass tube in which a small quantity of chloride of lime has been dissolved. The tube is then heated and well shaken, and, upon its being allowed to settle, the essence will float on the denser liquid. To detect turpentine, pour a few drops of the essence on writing paper, and a strong smell of turpentine will remain after the essence has evaporated. The essence of sour orange, mixed with the essence of lemon, produces an aroma similar to that of the essence of bergamot; the latter is much used by confectioners.—World.

PERSONAL MENTION.

Mr. Milton Carr, general storekeeper, Powassan, and Liberal candidate for the Legislature to represent Parry Sound district, was in Toronto a few days ago.

TRADE IN COUNTRIES OTHER THAN OUR OWN.

MAIL advices from London reporting on Valencia raisins state: "Advices are highly satisfactory, the vines never appearing in a more healthy condition, and in the Petregues districts, which usually produce the finest fruit, the prospects of an abundant yield were never better. This state of affairs is causing holders to be more anxious to dispose of their old fruit and quarter boxes of good selected quality are offering at 24s., showing a decline of several shillings. Very little definite information has been received as to the coming crop of Sultanias and latest news points to a much smaller yield than for many years."

CANNED GOODS IN BALTIMORE.

Reporting on canned goods, Thos. J. Meehan & Co., Baltimore, have the following: "There is very little that is new to report about the Baltimore canned goods market this week. Business was active only in spots, the principal activity being in tomatoes, for both spot and future deliveries, and they show strong signs of improving prices. Corn and new string beans were in fair demand, and they are cheap enough to justify liberal purchases. The packing of peas is about ended in this section. The pack is light, comparatively, but the quality is very much above the average. Some attractive lots are offered at lower prices than prevailed last week, and they are worth attention. The demand for all grades of pineapples, berries and cherries was satisfactory, and the orders came from all sections. Raspberries and strawberries are quite strong and look like advancing."

LEMONS HIGHER IN NEW YORK.

Referring to the situation in lemons, a dealer said to day: "Notwithstanding last week's auction sales aggregated 80,700 boxes, the market at the close showed a material advance over that ruling the week previous. The same has been directly attributable to the hot weather which has increased the consuming outlet.

"Quite a few Verdelli lemons are now arriving on this market. This fruit is hard, long-keeping and will stand shipment a long distance. The Verdelli lemons are practically all 300s. The quantity of 360s of this variety arriving is infinitesimally small and they are taken at high prices.

"As Thursday is July 4 it is probable we shall not have any further sales. Should the hot wave continue, however, it is possible that the importers will put in another boat on Friday. Owing to the fact that up to the present time we have had very little hot weather it is natural to expect a con-

tinuation of the present warm spell, and should this be the case, we are bound to see a continued heavy demand for fruit, with probably some increase in prices."—N. Y. Journal of Commerce, July 2.

CURRENTS IN NEW YORK.

At the moment we report no important change in the currant situation. Orders for small parcels are being filled from time to time on the quoted basis. From some interior markets there are noted inquiries for several round lots. Sales aggregating about two carloads were reported on the basis of quotations for Amalias. It is expected if the further business pending goes through the spot market will be advanced in some quarters. So far as can be learned no stock is now offering ex Pocahontas. We learn that several small lots may be shipped from Greece by way of the Continent on purchases made subsequent to the sailing of the last direct steamer. The outlook for the growing crop is reported in late advices to be favorable, and estimates up to 135,000 tons have been made.—New York Journal of Commerce.

ALEX. HILL GOING HOME.

Alex. Hill, who has for the past twenty years or so represented John Sloan & Co., Toronto, in part of Middlesex and Waterloo counties leaves on Thursday for a trip to his birthplace, near Belfast, Ireland, where his mother and other relatives are still living.

On Saturday last in the offices of the company Mr. Hill was made aware of the appreciation and good-will felt towards him by his employers and fellow employees, when he was presented with a gold locket and travelling grip, after A. H. Lawson had in a brief speech expressed the sincere good-wishes of all toward him, and their regret at his retirement, after thirty-three years on the road, of which fully a score had been spent with John Sloan & Co.

Mr. Hill intends, while away, to keep in close touch with what is going on in the trade in Canada, so has requested that his copy of THE CANADIAN GROCER be sent to his home in Ireland while he is there. "If I read it," declared he, "I'll keep posted on what's going on all right."

WANTS TO ACT AS AGENT.

The travelling representative in Scotland of a Liverpool grocery house writes THE GROCER that he would like to act as agent for some firm of Canadian confectioners or others in the grocery line. His firm writes THE GROCER recommending him. He has had a long experience and has a large connection all over Scotland, and thinks he would have no difficulty in doing a good business for a good house. Any Canadians, merchants or manufacturers, who would like to extend their business in Scotland can be put in touch with this gentleman by addressing the Editor of THE CANADIAN GROCER.

HOW DO I MANAGE MY BUSINESS?

From The Scottish Trader.

AFTER 25 years' commercial experience—buying and selling—one may surely venture to offer a few suggestions to young men beginning business. While the older merchants may think that such hints are somewhat crude and superfluous, I have a conviction, founded on experience, that no more important question can be asked than—"How do I manage my business?" The answer is of supreme importance to the wholesale merchant, as well as to the members of the allied trades. For more money has been lost, and good names blasted from mismanagement than from any other cause.

There was a book which had a large circulation in the last generation, to whose precepts many of our present-day merchants attribute their success. They acted upon its precepts, and followed them out to their natural conclusion, which was final success. The book referred to was entitled, "Samuel Budget, the Successful Merchant."

Business life is governed by laws as rigid and unbending as any of the laws which govern the science of mathematics. Don't tell me your business is too small, for I have observed that it is the small businesses which suffer most from remissness or forgetfulness. In every shop there should be a substantial writing desk, carefully and conveniently fitted up, a good ink bottle with a cover, which the boy must keep clean without fail, and the blotting pad of the finest blotting paper. Oh! it is disgusting to see a man use the blot leaf of a pass book, or worse still, a "pickle o' sawdust," to dry a receipt, when it could be so easily avoided by a little good management. A large, substantial diary, which shall lie open on the desk for memoranda of the most common-place nature, is also a valuable auxiliary. "It will take up too much time" you say. Nothing is further from the truth; it will save you a very great deal of precious time, as well as give you a great deal of pleasure, and save you any amount of money. The pencil jottings in this diary must be of the very simplest kind. It is not for a moment to be supposed that this diary is to take the place of bookkeeping; it is simply an aid to good management.

I have often seen a customer enter a grocer's shop and give a small order. She said she had "forgotten her purse." It was only 4½d., but she would pay it next time. "Oh! all right," the grocer will remember it. To try to remember it "is bad management." Put it down in the diary—a mere pencil jotting. The most trivial things should be recorded, and after

they are recorded dismiss them from your mind, and let your undivided attention be given to your business. The following morning make it a duty to go over the diary, and it will surprise you the information that diary will give you, and it will save you pounds of money in a year. The process of transferring items to the next day should also be adopted. Of course, if you have got to look for the diary and the blotting paper, instead of having a good desk—to which you are justly entitled—then the whole arrangement will turn out futile, and you will always be in a muddle.

The young merchant may be deterred from adopting this system on account of the trouble and expense, but when he has got used to it, he will be so convinced of its advantage that he will continue to work on the lines indicated.

If you go out, leave instructions that whoever calls upon you their names are to be jotted down, and their "business." "Oh," says the shopman, "I'll remember." He has no right to remember to tell you. If the call is recorded in the diary you don't require to be told, you can see the entry for yourself.

How do you manage your business? Do you let things take their chance, and trust to luck to carry you through somehow? Are you working on a system so that you can tell how your stock stands, and what you are worth? Too much trouble! Well, now, I know a firm in Glasgow who pay in wages £5,000 a week, and if the bell rings from the private room the governor can tell next morning how the firm stands as regards stock, finance, orders, etc., to within a margin of five per cent., all because of the adoption of a rigid supervision of their affairs, not a mere guess.

Put it down in black and white. If the balance is on the wrong side, face it like a man; if the balance is favorable, do not let it lessen your efforts to push ahead. Another simple thing is to copy from your diary the goods you are out of, make a list of them, and when you go to the city to call on your merchants you will do your business in half the time, and your merchant will look up to you with respect, and if they have a "good line" in the market you will certainly not be overlooked. As a rule, the members of the grocery and allied trades are quick witted, and possess a good knowledge of human character; they know the value of paying promptly, but in all these things every man will be guided by the circumstances with which he is surrounded, and no one can advise him; but

these little business failings referred to, which are very common, create a bad impression, and, by adopting the simple suggestions here offered, readers may avoid them.

TEA DEMONSTRATIONS.

DEMONSTRATIONS as a means of introducing food products to consumers have become quite a feature in modern business methods. One of the Canadian firms that has lately been making a feature of this method is the packer of Ross' tea. This firm has given demonstrations in the leading stores of such cities and towns as Port Hope, Belleville, Lindsay, Peterboro', Kingston, Brockville and Ottawa.

In carrying out these demonstrations the Ross people have spared neither money nor pains. The booth in which the demonstrations are made is both unique and handsome, being Oriental in design and drapery. The young lady in charge of the booth is a graduate of the School of Domestic Science.

Excellent results are being obtained from the demonstrations and in Ottawa in one week one store in which the demonstrations were being carried on sold nearly \$200 worth of tea.

HAMILTON BOARD OF TRADE.

The following officers were elected by acclamation by the Hamilton, Ont., Board of Trade on Tuesday:

President—John Bruce.

Vice-President—F. C. Fearman.

Secretary-Treasurer—Chas. Stiff.

Council—J. B. Fairgrieve, William Hendrie, James Turnbull, John Proctor, Senator A. T. Wood, George E. Bristol and W. D. Long.

Board of Arbitration—J. M. Young, R. T. Steele, George Hope and Ald. C. K. Domville.

PRODUCE COMPANY RETIRES,

The Imperial Produce Co., organized in 1890, with \$100,000 subscribed capital, of which \$25,000 was paid up, and with Hon. Charles Drury as president; John Stark, vice-president and treasurer; J. K. Leslie, 2nd vice-president, and Arthur Jones, secretary, have decided to go into voluntary liquidation, and have discontinued business. A recent heavy loss on a cheese deal in Quebec has assigned as the cause. The consignment of cheese was destroyed by fire on the day on which the company purchased it. The company held that the cheese had not been delivered, but the courts ruled otherwise. Ordinary creditors will be paid in full, it is anticipated.



Royal is the baking powder of highest character and reputation, the favorite among housekeepers. The cheapest to consumers, the most profitable for dealers to handle.

Those grocers who are most successful in business---who have the greatest trade, highest reputation, the largest bank accounts---are those who sell the highest quality, purest, best known articles.

It is a discredit to a grocer to sell impure, adulterated and unwholesome goods; nor is the sale of such goods, even though the profits on a single lot may be larger, as profitable in the long run as the sale of pure, wholesome, high-class articles at a less percentage.

Trade is won and held by the sale of the best, the highest grade, the most reliable goods.

GETTING VACATION TRADE.

A NEW Jersey grocer tells in The Grocery World how he holds and gets trade during the summer vacation as follows.

We have always been bothered a good deal by the falling off in our business during the summer. We sell mostly to all well-to-do people, who either go to the country or seashore in the summer, and that has always made us very dull all summer.

I have always accepted this as a matter of course, and blame myself for never having given much thought to the matter before last year. In May, 1900, I got hold of a Philadelphia newspaper, and my eye was attracted, by an advertisement of one of the large grocers there—if I remember rightly, Hanscom Bros. It was only a small advertisement, but it brought out the idea of following vacation customers to their summer homes and continuing to supply them with groceries throughout the summer.

I hate to think that to make me see anything it is necessary to hit me with a stuffed club, but I honestly had never thought of this before with reference to my own business. I at once went to work, however. That very night I made a list of our customers who usually went out of town during the summer. The next day I got a table of freight rates—it seldom pays to send such things by express, I find—and then I started out to canvass. I called on every customer who usually spent the heated months out of town, and asked permission to keep on supplying them with goods during the summer. I had my table of freight rates with me, and in most cases it was safe for me to offer to deliver free of charge inside of 50 miles, although we seldom had to go that far. In a few cases I agreed to deliver by express, but I found that unless the package is small and the distance short, freight is far cheaper and just as satisfactory.

During the summer of 1900 we did fully 50 per cent. more business than we had ever done during any previous summer. With a few hitches, the scheme worked perfectly. Every Saturday evening I would send a postal card to my out-of-town customers as a memory jogger. It would reach them Monday morning, and the order for the week would usually reach me on Tuesday or Wednesday morning. As a rule, I could not ship green stuff or perishable goods, but such things as olives, bakers' goods, and all of the regulation dry groceries went forward without any trouble whatever. We have good freight service in this part of the country, and the goods usually reached the customers within two days after I received it, sometimes in one day. As I took care

that they should order ahead, this was very satisfactory.

The free delivery by rail cut into my profits a little, but we argued that we would rather make 8 per cent. than nothing, so we have pushed the plan even harder this year. The season is backward, and fewer people have left town, but from present indications we shall do considerably more than we did last year.

FANCY DECORATED LAMPS.

A STRIKING characteristic of the industrial development of Canada of late years has been the recognition by manufacturers and the mercantile world generally that in many lines, formerly imported, there can be produced at home goods fully equal in appearance, quality and value to the imported article.

Gowans, Kent & Co., Toronto, have done much to force recognition of this fact as regards fancy earthenware and glass-



ware. Not long since they established a plant to manufacture cut glass, and have been eminently successful in competing with foreign makers of this line of goods.

Another line in which they have begun to compete with the outside houses is fancy decorated lamps.

The only part of these which have to be imported are the opal globes and bottoms. The globes and bottoms which are brought in undecorated from Germany bear a duty of only 30 per cent. into Canada, as compared with 60 per cent. into the United States. As the large makers in both countries get their stocks from Germany, this gives the Canadian maker a big advantage at the start in buying his raw material.

The plant for decorating and "firing" installed by Gowans, Kent & Co., is thoroughly up-to-date. The decorations are of three classes, hand painted, pattern printed, and the dry tint process. In all cases, the lamp has a "fired" or burnt in decoration which cannot be scraped or washed off. The decorations are bright and well finished, while the bases and brass connections used are now of the best quality and with the best gilt finish, making a vast improvement in the whole appearance of the lamps over inferior bases formerly used.

The accompanying cut shows one of the dainty designs made by Gowans, Kent & Co. Further particulars can be secured from the catalogue which has just been issued, and which gives several illustrations of the newest shapes and designs. The trade is invited to visit the firm's warehouse and factory while in the city.

Lime Juice!

INSIDE
PRICES.

WARREN BROS. & CO.

TORONTO.

Lemons, Lemons.

Prices Getting Higher Daily.

You can depend on us having them when wanted in a hurry.

All fruit thoroughly repacked, and our prices as low as the lowest.

If not already getting our weekly quotations, send us your name on a post card.

WHITE & CO., ...TORONTO

"Chief Keokuk"

Pickles and Condiments.

"Montrose"

Tomatoes, Peas and Vegetables.

SOLD ON THEIR MERITS.

KEOKUK PICKLE CO.

KEOKUK, IOWA, U.S.A.

"SUPERIOR GLUTEN FLOUR"

a life-giving portion to all suffering from Dyspepsia, Diabetes, Obesity, Constipation, etc., because it contains only the elements in the wheat that assist nature.

Samples and prices on application to

E. A. SHOEBOOTHAM

CANADIAN AGENT,

St. James' Park, LONDON, Canada.

COWAN'S

Hygienic Cocoa

Royal Navy Chocolate

AND

Famous Blend Coffee

are the favorites with all grocers.

THE COWAN CO., LIMITED, TORONTO

A Century Ago

our forefathers were forced to use some pretty poor stuff called vinegar---but they got the best at that time---and to-day consumers are looking for the best---not that yellowish-tinted, back number article that is sometimes sold to inexperienced grocers, but--well---

Have you handled IMPERIAL? It represents the acme of up-to-date vinegar manufacture. It is pure spirit white wine---clear, sparkling, delightful in flavor---a sure pickle-keeper, and uniform strength. IMPERIAL once sold, your vinegar trade is assured.

Only one IMPERIAL WHITE WINE VINEGAR---that the best---consumers say so.



THE WALKERVILLE MATCH CO., LIMITED

Manufacturers of the Celebrated

Maple Leaf, Crown,
Knight and Imperial
Parlor Matches



The well and favorably-known

Hero and Jumbo
Sulphur Matches

Our Leaders that give the dealers a big profit: { Imperial Parlor, 1,000 matches, to retail for 5 cents.
Jumbo Sulphur, 1,000 " " " 5 "

Our goods are put up in neat and attractive packages, and are for sale by all first-class grocers.

A QUICK MEAL

can be made from a can of "Kent" Baked Beans. They are perfectly cooked, seasoned sufficiently, and can be eaten hot or cold. If you have not already stocked them, order a case from your wholesaler and start them.

THE KENT CANNING CO. - - Chatham, Ont.

If you cannot believe the evidence of your own senses of taste and hearing, what the cup results are, and what it has done and is still doing in the way of bettering the world's tea trade, then you need take no notice of this ad. But, if your case is otherwise,

"SALADA" CEYLON TEA

Black or Green (The rival of Japan)

is worthy of earnest and special attention.

TORONTO. MONTREAL. BOSTON. BUFFALO. PITTSBURGH. DETROIT. CLEVELAND. TOLEDO. PHILADELPHIA.

CELLULOID STARCH

is a COLD WATER Starch—quickly and easily prepared. It is very even and imparts a brilliant and lasting gloss fully equal to that of work done by Steam Laundries. Do your work at home—save expense and get equal results—Celluloid Starch insures this.

The Brantford Starch Works, Limited,  BRANTFORD, ONT.

POP CORN FRITTERS.

HERE IS SOMETHING FOR YOUR SUMMER TRADE.

EVERYBODY LIKES THEM.

~~~~~  
**THE CANADA BISCUIT COMPANY, *L*imited**

King and Bathurst Streets, Toronto.

# MARKETS AND MARKET NOTES

## INFORMATION FOR BUYERS.

If any reader wishes to know where any article can be purchased in Canada or abroad, a letter to the Editor will probably place him in communication with the seller.

## ONTARIO MARKETS.

Toronto, July 4, 1901.

### GROCERIES.

WITH the holiday and the warm weather, the wholesale grocery trade during the past week has been somewhat languid, and there is a general complaint all around. The situation in canned goods is without material change, business still being light and prices unchanged. Coffees are meeting with a fair request. The only line in which increased activity can be noted is sugar, in which a fair business is now being done. Syrups and molasses are still dull. Very little interest is being shown in teas, although the market is fairly steady all around, as far as prices are concerned. There is a decidedly firm feeling in regard to pepper. Currants are still firm, although the London market is not as strong as that in Patras. Valencia raisins are still dull and weak. Prunes are meeting with a fair demand. In other lines of dried fruits, the market is quiet and featureless.

### CANNED GOODS.

The feature of the week has been a freer business in canned strawberries, the wholesalers having bought rather freely. Although the crop of strawberries is large, packers complain that the berries become so soft before they can be used that there is a great deal of waste. In consequence of this, there is a rather firmer feeling in regard to prices. The wholesalers are quoting \$1.50 for canned strawberries in syrup, and \$1.75 for preserved. There has been a little more inquiry from the wholesale trade for canned tomatoes, but we hear of no transactions, although, if any lots were offered at low figures, they would evidently be quickly taken. The lowest figure a buyer could get, who wanted a round lot of tomatoes, was 77½c., but the wholesalers are still quoting 75 to 80c. to the retail trade. In fact, just now a case of tomatoes can be bought at a lower figure than even a round lot, for the simple reason that wholesalers are not desirous, as a rule, to sell large lots.

Canned peas and corn are still quoted at 70 to 75c. The demand is keeping up well for canned goods, and, on account of the troubles among the fishermen, and the canners on the Coast, the feeling in regard to prices is firmer if anything. Really fine sockeye salmon on spot is getting scarce, and the same remark applies even to cohoes. There is an abundant supply, however, of pink salmon. Spot salmon is quoted at \$1.60 to \$1.65 for Fraser River, and \$1.50 to \$1.55 for northern fish, and \$1.20 to \$1.25 for cohoes. Fraser river sockeye for future delivery is still quoted at \$1.45 for less than 10 case lots, and \$1.42½ for 10 case lots and over. Northern sockeye for future delivery is quoted at \$1.30 for less than 10 cases, and \$1.25 for 10 cases and over. Sardines are meeting with a fairly good demand. In canned meats a good business is to be noted.

### COFFEE.

The market is fairly steady as to price and local wholesalers report the demand

See pages 33 and 34 for  
Toronto, Montreal, and St.  
John prices current.

good. The prices in the primary market, however, are still considered too high for local importers to operate, consequently, little business of an import nature is being transacted. We quote green Rio coffee No. 7, 7¾c.; No. 6, 8¼c.; No. 5, 8¾c.; No. 4, 9¼c.

### SYRUPS AND MOLASSES.

The market in both syrups and molasses is quiet and featureless. We quote: Corn syrups, barrels, 3c. per lb.; half-barrels, 3½c.; kegs, ¾c.; pails, \$1.40 each for three gallons, \$1.05 for 2 gallons. Sugar syrups range from 30 to 37c. per gallon, and New Orleans molasses at 23c. upward.

### RICE AND TAPIOCA.

There is a fair trade doing in rice, but very little is being done in tapioca. B rice is quoted at 3½c. per lb. and Japan and Java rice at 5½ to 6c. The idea for tapioca is 4¼ to 4½c.

### SPICES.

Pepper is firmer and all low offers have been withdrawn. Advices received in Toronto this week say, however, that

whether it is the beginning of a big advance or not cannot be definitely stated. The loss of a steamer with 900 bags on board, referred to in a previous issue of this paper, is still an influence in the market. In cloves the market is rather flat.

### SUGAR.

There is a fairly good movement in sugar, business having materially improved. Across the line the deliveries on existing contracts have been so heavy that it has been almost a physical impossibility to keep up with the demand. Raw sugars are steady at the decline noticed in a recent issue. Supplies of raw sugar in the hands of the refiners in the United States are so heavy at the moment that the latter are not willing buyers. Holders, however, appear to be indifferent, and are warehousing their goods rather than make any concessions in prices. The beet sugar market in Europe is firm with slight fluctuations of from ¾ to 1½d. Present quotations in London for beet sugar are 9s. 3¼d.

### TEAS.

There is not much change in the situation as far as Indian and Ceylon teas are concerned. The market in London is rather steady, but business both there and here is light. Some samples of Indian green teas are offering this week on the local market, and they are of desirable character. There have been a few transactions in Ceylon green teas. New season's China black teas are being quoted this week, but we hear of no transactions. There has been a little business in old Japan teas at about 16½c., but in new season's teas there has been scarcely anything done, only a few of the finer teas changing hands. It is expected that it will be about two or three weeks from now before the cheaper teas come to hand.

### FOREIGN DRIED FRUITS.

CURRANTS—The demand is keeping up fairly well, and, as stocks are light, quotations are not being cut. A feature of the market is the fact that currants are cheaper in London than in Patras. This is on account of the larger stocks which are carried in the former city. Ruling quotations here for good, sound fruit are 9½ to 10c. for Filiatras, 10½ to 11c. for Patras and 12c. for 1-crown Vostizzas and 14c. for 5-crown.

VALENCIA RAISINS—This market is still dull and weak. Fine off-stalk, standard brands, is quoted at 6½ to 7c., but inferior



brands run as low as 5 to 5½c. Selected is quoted at 7 to 7½c. for standard brands and down as low as 6c. for inferior brands.

**PRUNES**—The demand for prunes keeps up fairly well. Californian prunes are quoted at the following prices: 30-40's, 8 to 8½c.; 40-50's, 7½ to 8c.; 50-60's, 7 to 7½c.; 60-70's, 6½ to 7c.; 70-80's, 6 to 6½c.; 80-90's, 5½ to 6c.; 90-100's, 5 to 5½c. French prunes, 3½ to 4c.

**CALIFORNIAN DRIED FRUITS**—Business is moderate. We quote: Apricots, 11½ to 12½c. per lb., in 25-lb. boxes; peaches, 8½ to 10c. per lb., in bags, and 10 to 12c. in boxes.

#### GREEN FRUITS.

Tuesday was a record day for strawberries at the Scott street fruit market, and prices fell as low as 4c. for inferior stock, but the best stock did not get below 6c., and some sold as high as 7c. The stocks on Wednesday were smaller, and prices were forced up about 1c. all round. Gooseberries in small baskets are now plentiful at 25 to 40c. Cherries are starting to arrive, and sell fairly well at from 60c. to \$1. The feature in imported fruits is the sale of lemons which has been so great during the past week that stocks are not nearly up to the average at this season. The result of the scarcity has been to cause an advance of \$1 per box. Florida pineapples are in excellent demand at \$3.50 to \$4 per crate. Sugar loaf pines have sold readily at \$1.75 to \$2.25 per crate. Several bunches of red bananas were received this week, and were sold all the way from \$1.50 to \$4, according to condition. These are the first red bananas that have been sold on this market for a long time. Californian fruit is arriving more freely, and is in good demand. Plums are selling at \$1.75 to \$2.25; peaches, \$1.50 to \$2.50; pears, half boxes, \$2.50 to \$3; apricots, \$1.75 to \$2. A shipment of Rhodi oranges is offering at \$3.50 per box for all sizes from 160's to 300's. Late Valencias are in good demand at \$5, an advance of 50c. Bananas are in excellent demand, and, though the supply is liberal, prices are 25c. higher. Cocoanuts are steady at \$3.50 to \$3.75.

#### COUNTRY PRODUCE.

**EGGS**—The demand is light and as receipts continue fair prices are ½ to 1c. per doz. lower. The "loss-off," which is largely due to the great heat, is very large. We quote 11 to 11½c. per doz.

**BEANS**—There is practically nothing doing. We quote \$1.60 to \$1.65 for hand-picked and \$1.50 to \$1.60 for prime.

**HONEY**—The market is listless. Prices are steady. We quote: 10 to 11c. for extracted clover, and 5c. for extracted buck-

wheat, while clover comb is worth \$2 to \$2.40 per doz.

**DRIED APPLES**—There is practically nothing doing. We quote nominally 5c. for evaporated and 3 to 3½c. for dried apples.

**POTATOES**—The market has fluctuated considerably with the result of a net decline of 5c., which makes the ruling quotation 35c. per bag on track Toronto.

#### BUTTER AND CHEESE.

**BUTTER**—There is a good local demand and a fair export movement, so that though receipts are fairly large the market is well cleaned up and prices are steady. We quote as follows: Dairy prints, 16 to 17c.; best tubs, 16 to 16½c.; seconds, 13 to 15c.; creamery prints, 19 to 21c.; boxes, 18 to 20c.

**CHEESE**—The prices paid at country boards this week are fully ½c. lower than a week ago, and as a result the local market shows a similar decline. New cheese is now quoted at 9½ to 10c. and old cheese at 10c.

#### FISH.

Frogs' legs are selling at 30c. per lb. The demand for fresh fish is good, but salt fish are rather quiet. Prices are steady as follows: Fresh fish—Speckled trout, 25c.; red snappers, 12½c.; Spanish mackerel, 12½c.; codfish, 7c.; whitefish, 7c.; trout, 7c.; halibut, 9c.; sea salmon, 15c.; haddock, 6c.; herring, 4c.; British Columbian salmon, 15c. Prepared fish—Dried cod, in 112 lb. bundles, \$4.75 per cwt.; flitched cod, \$5 to \$5.25; boneless cod, in bricks, 5 to 5½c. per lb.; steak cod, 6½c. per lb.; shredded cod (2 doz. in box), \$1.80 per box; boneless fish, loose, in 25-lb. boxes, 4 to 4½c., and 5-lb. boxes, 5c. per lb. Live lobsters are worth 15c. per lb.; frogs' legs, 30c. per lb.

#### VEGETABLES.

There is an excellent demand for practically all lines. We quote: Cucumbers, 50 to 75c. per doz.; beans, \$2.25; green peas, \$1.50 to \$1.75; Egyptian onions, \$2.50 per sack; asparagus, \$1.25 per basket; radishes, 10 to 20c.; lettuce, 25 to 30c.; rhubarb, 25c.; green onions, 10 to 20c.; carrots, 25c.; beets, 25c.; cauliflower, \$1 to \$1.25.

#### HIDES, SKINS AND WOOL.

**HIDES**—An advance of 1c. throughout is reported. We quote: Cowhides, No. 1, 7½c.; No. 2, 6½c.; No. 3, 5½c. Steer hides are worth 1c. more. Cured hides are quoted at 8 to 8½c.

**SKINS**—There is not much doing, and no change in price has been made. We quote as follows: No. 1 veal, 8-lb. and up, 9c. per lb.; No. 2, 8c.; dekins, from 60 to 70c.; culls, 20 to 25c.; sheepskins, 90c. to \$1.

**WOOL**—Cables from London state that at the wool sales there this week fine wools were sold at from par to 5 per cent. lower, and cross-breeds at 5 to 10 per cent. reductions. This has tended to further weaken the market here, but there is no change in prices. We quote: Combing fleece, washed, 13c., and unwashed, 8c.

#### GRAIN, FLOUR AND BREAKFAST FOODS.

**GRAIN**—The wheat market is steady. Red and white are quoted at 67c. at outside points, middle freights. Manitoba wheat is worth 89½c. for No. 1 hard, grinding in transit, or 88c. Toronto and west. The movement on the local street market is fair. We quote: Wheat, white and red, 71c.; goose, 69 to 69½c.; oats, 35c.; rye, 52 to 52½c.; barley, 47c.

**FLOUR**—A fair local trade is doing. We quote on track, Toronto (bags included): Manitoba patents, \$4.20; Manitoba strong bakers', \$3.95; Ontario patents, \$3.30 to \$3.60; straight roller, \$3.20.

**BREAKFAST FOODS**—The demand is light, but prices are steady. We quote as follows: Standard oatmeal, \$3.70 in bags, and \$3.80 in bbls.; rolled oats, \$3.60 in bags, and \$3.70 in bbls.; rolled wheat, \$2.25 in 100-lb. bbls.; cornmeal, \$2.75; split peas, \$4; pot barley, \$4.

#### MARKET NOTES.

Eggs and cheese are ½c. lower.

Red bananas were sold on this market at from \$1.50 to \$4 per bunch this week.

Lemons are \$1 higher, and are likely to advance at least 50c. more if the weather continues hot.

#### QUEBEC MARKETS.

Montreal, July 4, 1901.

#### GROCERIES.

**A** GAIN we have to report a fairly good trade, although it has been much disturbed by the excessive heat of the past 10 days. Sugar shows a decided improvement in demand, and the trade anticipate the usual advances made at this season of the year. Molasses remains firm at the Barbadoes, and the mails this week have confirmed the report we gave in our last issue to the effect that the Barbadoes market was virtually closed. We understand now that it is difficult to find any remaining goods. Prices remain firm. In canned goods, the situation remains unchanged. Corn is firmer, in sympathy with unfavorable reports of the growing crop. The agencies of some salmon packing concerns have taken all the orders for new goods that they have been allowed, and have now withdrawn from making



Toronto Commission Houses.

**New Messina Lemons**

Get our special quotations for "Long Keepers" for your Summer trade.

**Pineapples**

We are now in a position to fill your orders for all grades of this popular fruit.

**McWilliam & Everist,**

Wholesale Fruit, Produce and Commission Merchants

**25 and 27 Church St., TORONTO, Can.**

Long Distance Phone Main 645.

Warehouse Phone Main 3394.

Butter Cheese  
Eggs Poultry

Consignments Solicited.

Highest Prices. Prompt Returns.

**The Wm. Ryan Co.,**

... Limited.

70 and 72 Front St. E., Toronto.

**Butter Wanted**

In Tubs and Pails. Ship to us.

**Rutherford, Marshall & Co.**

Commission Merchants,

68 Front Street East, Toronto.

Telephones Main 4-26 and 4-27.

The  
**DAWSON** Commission  
Co., Limited

FRUIT, PRODUCE AND  
COMMISSION MERCHANTS.Cor. Market and  
Colborne Streets.**TORONTO**

ESTABLISHED 1869

**Geo. Stanway & Co.**Brokers and  
General Commission MerchantsTeas, Sugars, Molasses, | 46 Front St. East,  
Canned Goods | **TORONTO.**

Correspondence Solicited.

**For Catchy Money-Making Lines in****BISCUITS**

WRITE

**THE HOME CAKE CO.**  
QUELPH, ONT.

Samples and prices on receipt of Post Card.

offers. Currants are firm and raisins are weak. The tea market is unchanged.

**SUGARS.**

The changes made by the refineries last week in the price of sugar leaves granulated at \$5.60 per 100 lb. and yellows at \$3.85 to \$4.50, according to quality, which means that whites are the same as two weeks ago and yellows 10c. higher per 100 lb. At the present moment the sugar market is strong and the trade look for further rises. The demand of the past few days has been extraordinarily heavy in consequence of the commencement of the preserving season. The raw sugar markets are stronger and more active, and we may safely adjudge the period of weakness to be passed.

**SYRUPS.**

As usual at this season of the year, business in syrups is slow. There has been practically no call for any variety during the past week. Cane syrup is quoted nominally at 1½ to 2c. per lb. and corn syrup 3 to 3¼c., according to package.

**MOLASSES.**

Mail advices to hand this week from the Barbadoes confirm our report of last week to the effect that stocks at the Island are sold up. It is now said that small parcels of goods can be secured only with the greatest difficulty. The price is held firmly. On the local market business is rather quiet, although some jobbing transactions have been entered into on a basis of 27½c. To the retail trade 29c. is the prevailing price.

**CANNED GOODS.**

Jobbers have placed their orders for canned strawberries and are now contracting for their raspberries and pineapples. Some already have their quotations on these latter goods in travellers' hands, as we mentioned last week, and are reported to be taking encouraging orders. Strawberries in syrup are worth \$1.50 and preserved \$1.65. Raspberries are generally quoted at \$1.40 for syrup and \$1.55 for preserved. Pineapples are selling at \$2.30, and grated at \$2.55 to \$2.60. Vegetables do not show any change. There is a fair country demand and corn is firmer on account of continued discouraging reports about the new crop. Tomatoes are worth 80 to 85c.; corn, 75c.; peas, 75c. to \$1, and beans, 70c. Salmon is selling well and some brands are withdrawn from the market. Jobbers' prices for new pack salmon are \$5 for Fraser River red sockeye, \$4.50 for northern fish, and \$3.90 for pink.

**SPICES.**

A good inquiry is reported for spices this week. We quote: Nutmegs, 35 to 65c. per lb., as to size; Penang mace, 45 to 50c. per

The following Brands manufactured by

**The AMERICAN TOBACCO CO.**

OF CANADA, Limited.

Are sold by all the Leading Wholesale Houses

**CUT TOBACCO****OLD CHUM.****SEAL OF NORTH CAROLINA****OLD GOLD****CIGARETTES****RICHMOND STRAIGHT CUT.****SWEET CAPORAL.****ATHLETE.****DERBY****ROCK SALT** FOR HORSES  
and CATTLE.**TORONTO SALT WORKS, Toronto, Ont.**

Winnipeg Brokers.

**M. B. STEELE**Wholesale Commission Merchant  
and Broker.

Correspondence and Agencies Solicited.

Stovel Building, - **WINNIPEG, CANADA.**

P.O. Box 731.

**JOSEPH CARMAN . . .****WHOLESALE MERCHANDISE BROKER  
AND MANUFACTURERS' AGENT.**

Winnipeg, Manitoba, Canada.

Secretary Winnipeg Fruit and Produce Exchange  
Correspondence and Agencies Solicited.

Storage, Track Facilities.

**Foreign Shippers**If you want to offer your goods in  
**WINNIPEG, CANADA.** we will be  
pleased to answer your inquiries.**E. NICHOLSON**Wholesale Commission Merchant and  
Broker.115 Bannatyne St. East, **Winnipeg, Canada.**

Winnipeg Fruit Merchants.

**THE RUBLEE FRUIT CO.**  
LIMITED.**IMPORTERS OF FOREIGN AND DOMESTIC  
GREEN AND DRIED FRUITS, NUTS, Etc.**

151 Bannatyne St.,

12th St.,

**WINNIPEG, MAN.****BRANDON, MAN.**

Winnipeg Advertising Agents.

**ADVERTISING in WESTERN CANADA**will be Carefully, Efficiently, and Promptly  
attended to by**The Roberts Advertising Agency,  
WINNIPEG, CANADA**

lb., as to quality; pimento, ground, 12½ to 15c.; cloves, 15 to 25c.; pepper, ground, black, 17 to 20c., according to grade; white, 25 to 27c.; ginger, whole Cochin, 15c.; Japan 10c.; Jamaica, 20c.; ground, Japan, 15c.; Cochin, 20c.; Jamaica, 25c.

## RICE.

The demand is only fair and prices are steady. We quote in combine district: B rice, in bags, \$3.10; in half bags, \$3.15; in ¼ bags, \$3.20; in pockets, \$3.25. In 10-bag lots an allowance of 10c. is made. CC rice, \$3.00 in bags, \$3.05 in half bags, \$3.10 in ¼ bags and \$3.15 in pockets. In the open territory prices are about 10c. less. Patna rice is worth 4¼c. per lb.

## TEAS.

The Japan tea market continues to show only firmness. Early Japan teas are fully 2c. per lb. higher than last year. But in spite of the firm tendency of this year's market, common and low-grade teas fail to hold their values of last fall and jobbers confess that they would have difficulty in clearing out last year's goods in large lots without losing money. There is a fair country demand for Japan tea, ranging in price from 17 to 20c., while a few small lots of early tea of this year's crop have been sold. Otherwise the trade is quiet.

## FOREIGN DRIED FRUITS.

CURRENTS—The market is still firm and stocks are light. Some sales have been made this week at 10½ to 11½c.

RAISINS—Raisins are entirely without life, and few goods are moving. There was one lot of 2,000 boxes of rather poor fruit offered this week, and it is said 50c. a box would likely have bought them. Valencias, fine off-stalk, are worth 5c., selected, 5½c. and layers 6c.

PRUNES — A moderated demand is reported at unchanged prices. Californian prunes are worth 5 to 5½c. for 90's to 100's; 6½ to 7½c. for 60's to 70's and 7½ to 8c. for 40's to 50's. French prunes are selling at 3 to 5c.

EVAPORATED FRUITS — Evaporated apples are firmer again, and the quotation this week is 6½c. per lb. Apricots, peaches and pears are unchanged.

## GREEN FRUITS.

Trade has been very active during the past week. The rush on strawberries is pretty well over, and prices are on the upward trend. Californian fruit is selling readily at somewhat higher prices. We quote: Messina oranges, 200's, \$2.75 to \$3 per box and \$1.50 to \$2 per half box; Messina lemons, 300's, \$2.25 to \$3.25; 360's, \$2 to \$2.75 per box; bananas, \$1.75 to \$2.25; Californian apples, \$2.25 per box; pineapples, 20 to 25c.; Tennessee

tomatoes, \$1 to \$1.25 per crate; radishes, 15c. per doz.; new Bermuda potatoes, \$3.75 per bbl.; new Bermuda onions, \$3 per crate; Canadian asparagus, \$1.50 per basket; strawberries, 5 to 6c. per box; cabbage, in crates, \$1.75; cucumbers, in baskets, \$2.50; Californian cherries, \$2.50 per box of about 10 lb.; Californian plums, \$1 to \$1.75 per box; Californian peaches, \$1.25 to \$1.50 per box; Californian apricots, \$1.25 to \$1.40 per box; Egyptian onions, 2¼c. per lb.; limes, \$1.50 per box.

## COUNTRY PRODUCE.

EGGS — There has been no material change since our last report and prices remain about the same. Sales have been made at 11 to 11½c. for No. 1, and at 9 to 9½c. for No. 2.

HONEY—Quiet. We quote: White clover honey in comb, 12½ to 13½c.; white extracted, 8½ to 10c.; buckwheat, in comb, 9 to 10c., and extracted, 7 to 8c.

POTATOES—Potatoes are very firm in this market, sales of carlots having been made at 50c. per bag.

ASHES — The market is steady. We quote: Firsts, \$4.30 to \$4.35; seconds, \$3.90 to \$4, and pearls, \$5.85 per 100 lb.

## LIQUORS.

## SCOTCH WHISKIES.

|                                                   | Per case of quarts.        |
|---------------------------------------------------|----------------------------|
| Roderick Dhu .....                                | \$9 50 less 3 p.c. 30 days |
| Usher's O.V.G. Special Reserve .....              | 9 75 " " "                 |
| Usher's G.O.H. ....                               | 12 25 " " "                |
| Gaelic, Old Smuggler.....                         | 9 75 " " "                 |
| Greer's O.V.H. ....                               | 9 50 " " "                 |
| Old Mull .....                                    | 9 75 " " "                 |
| Sheriff's One Star .....                          | 10 25 " " "                |
| " V.O. ....                                       | 10 50 " " "                |
| Kilmarnoch .....                                  | 9 75 " " "                 |
| Doctor's Special .....                            | 10 00 " " "                |
| House of Lords .....                              | 10 75 " " "                |
| Bulloch, Lade & Co.—                              |                            |
| Special blend .....                               | 9 25                       |
| Extra special .....                               | 11 00                      |
| John Dewar & Sons—                                |                            |
| Extra special .....                               | 9 50                       |
| Special liqueur .....                             | 12 25                      |
| Extra " .....                                     | 16 50                      |
| James Ainslie & Co.—                              |                            |
| Highland Dew .....                                | 6 75                       |
| Glen Lion, extra special .....                    | 12 50                      |
| J. Brown & Co.—                                   |                            |
| Duke of Cambridge .....                           | 12 00                      |
| Mitchell's—                                       |                            |
| Heather Dew .....                                 | 7 00                       |
| Special Reserve .....                             | 9 00                       |
| Mullmore .....                                    | 6 50                       |
| W. Teaches & Sons—                                |                            |
| Highland Cream, qts., \$9.50 less 3 p.c. 30 days. |                            |

## CANADIAN WHISKIES.

|                                 | In barrels per gal. |
|---------------------------------|---------------------|
| Gooderham & Worts, 65 O.P. .... | \$4 50              |
| Hiram Walker & Sons .....       | 4 50                |
| J. P. Wiser & Son .....         | 4 49                |
| J. E. Seagram .....             | 4 49                |
| H. Corby .....                  | 4 49                |
| Gooderham & Worts, 50 O.P. .... | 4 10                |
| Hiram Walker & Sons .....       | 4 10                |
| J. P. Wiser & Son .....         | 4 09                |
| J. E. Seagram .....             | 4 09                |
| H. Corby .....                  | 4 09                |
| Rye, Gooderham & Worts....      | 2 20                |
| " Hiram Walker & Sons .....     | 2 20                |
| " J. P. Wiser & Son .....       | 2 19                |
| " J. E. Seagram.....            | 2 19                |
| " H. Corby .....                | 2 19                |

CANADIAN ADVERTISING is best done by THE E. DESBARATS ADVERTISING AGENCY MONTREAL

## THE UNEQUALLED CLEANER.



JAMES McINTOSH, 34 Yonge St., TORONTO  
Sole Agent for Canada. Sold by wholesale grocers.

## Victoria Fruit Merchants.

From the Atlantic to the Pacific,

## OKELL &amp; MORRIS'

(Gold Medal Brands) of **Whole Fruit Preserves**

Messina Orange Marmalade, Tomato Ketchup, Sauces, Pickles and Vinegars

are acknowledged the purest and best. Trade-Builders, Trade-Winners 15 Gold and Silver Medals, and 30 Diplomas for purity and excellence. Write for prices to Factory, Victoria, B.C.

## Victoria B.C. Commission Merchants

## PATTON &amp; SONS

Wholesale Produce

and

Commission Brokers

Operating B. C. Cold Storage and Ice Works. Bonded and Free Storage.

Consignments Solicited.

Advances Made on Warehouse Receipts.

AGENCIES ACCEPTED.

Toronto Fruit Merchants.

## ..CALIFORNIA ORANGES..

CANADIAN BERRIES,

" CHERRIES.

California Peaches, Apricots, Plums. Foreign Nuts, Dates, Figs.

ALL AT LOWEST MARKET.

**HUSBAND** Bros. & Co.

82 Colborne St., Toronto

Telephone Numbers—Main 3428, Main 54.

**CLEMES BROS.**

Just **TORONTO** Everybody Address Knows Us

Are you going to speculate in 10 or 25 boxes Summer-Keeping

**LEMONS ?**

Write us about them.



|                                    |        |
|------------------------------------|--------|
| Imperial, Walker & Sons .....      | 2 90   |
| Canadian Club, Walker & Sons ..... | 3 60   |
| Less than one bbl.<br>per gallon.  |        |
| 65 O. P. ....                      | \$4 55 |
| 50 O. P. ....                      | 4 15   |
| Rye .....                          | 2 25   |

## CHAMPAGNE.

The prices below are subject to the trade discount of 5 and 3 per cent.:

|                                  |           |         |
|----------------------------------|-----------|---------|
| Comte de Castellane—             | Per Case. |         |
| Cuvee Reservee... { Quarts ..... | \$12 50   |         |
| Carte d'Or..... { Pints .....    | 13 50     |         |
| Champagne Ve Amiot—              | 15 00     |         |
| Carte d'Or.....                  | 16 00     |         |
| "    Blanche.....                | 13 00     |         |
| "    d'Argent .....              | 10 50     |         |
| Pommery—                         | Quarts.   | Pints.  |
| Sec and Extra Sec.....           | \$28 00   | \$30 00 |
| Mumm's—                          |           |         |
| Extra Sec.....                   | 28 00     | 30 00   |
| Moet & Chandon—                  |           |         |
| White Seal.....                  | 28 00     | 30 00   |
| Brut Imperial .....              | 31 00     | 33 00   |
| Perrier-Jouet—                   |           |         |
| Frut .....                       | 28 00     | 30 00   |
| Reserve Dry .....                | 28 00     | 30 00   |

## GIN.

|                               |           |  |
|-------------------------------|-----------|--|
| Pollen Zoon—                  | Per Case. |  |
| Red, cases of 15 bottles..... | \$9 75    |  |
| Green, "    12 " .....        | 4 75      |  |
| Violette, "    12 " .....     | 2 45      |  |
| P. Hoppe "Night Cap" Brand—   |           |  |
| Red, cases of 15 bottles..... | 10 50     |  |
| Green, "    12 " .....        | 5 25      |  |
| Yellow, "    15 " .....       | 10 75     |  |
| Blue, "    12 " .....         | 5 40      |  |
| Poney, "    12 " .....        | 2 50      |  |
| Draught—                      | Per Gal.  |  |
| Hogsheads .....               | \$2 95    |  |
| Quarter casks .....           | 3 00      |  |
| Octaves .....                 | 3 05      |  |
| De Kuyper—                    |           |  |
| Violet, 2 doz. cases .....    | 5 30      |  |
| Green, "    " .....           | 6 00      |  |
| Red, "    " .....             | 11 50     |  |
| White, "    " .....           | 4 00      |  |

Terms, net 30 days, 1 per cent. off 10 days.  
In five-case lots, freight may be prepaid.

|                         |       |  |
|-------------------------|-------|--|
| Key Brand—              |       |  |
| Red cases .....         | 10 25 |  |
| Green " .....           | 4 85  |  |
| Poney " .....           | 2 60  |  |
| Melcher's—              |       |  |
| Infantes (4 doz).....   | 4 75  |  |
| Picnic .....            | 7 75  |  |
| Poney .....             | 2 60  |  |
| Blue cases .....        | 4 75  |  |
| Green " .....           | 5 50  |  |
| Red .....               | 10 25 |  |
| Honeysuckle, small..... | 7 90  |  |
| "    large .....        | 15 25 |  |

## FLOUR AND GRAIN.

**FLOUR**—The market has ruled fairly active during the past week for local account, several good sized lots having been placed. We quote: Manitoba spring wheat patents, \$4 to \$4.20; winter wheat patents, \$3.45 to \$3.70; straight roller, \$3.20 to \$3.40; in bags, \$1.55 to \$1.65 and Manitoba strong bakers', \$3.75 to \$4.

**GRAIN**—We quote: No. 1 spring wheat, 73c. afloat July; peas, 77 to 77½c.; rye, 58 to 59c.; No. 2 barley, 52 to 53c.; oats, 35 to 35¾c.; buckwheat, 60 to 61c.; corn, 54 to 55c.

**OATMEAL**—The market is steady, but prices are irregular. Quotations are from \$3.60 to \$3.80 in wood and \$1.75 to \$1.85 in bags.

**FEED**—Trade is fairly brisk on American

GET YOUR **BULK MIXED PICKLES**

AND

FROM—

**CHOW CHOW****TAYLOR & PRINGLE**  
OWEN SOUND, ONT.

**EXTRA FANCY** { California Navel  
Valencia  
Marmalade } **ORANGES**  
Messina Lemons

Full lines, Nuts, Dates, Figs; Oysters, Finnan Haddies, etc.

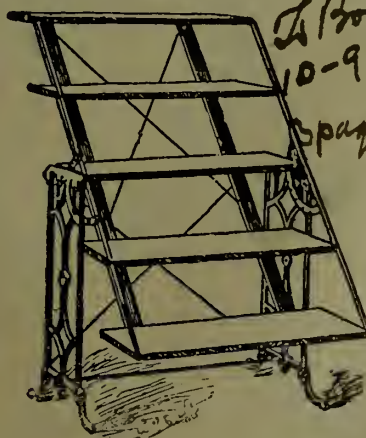
If you want "The Best" at right prices, order from us.

**Hugh Walker & Son, Guelph, Ont.****EPPS'S**GRATEFUL.  
COMFORTING.

IN ¼-LB. LABELLED TINS.

14-LB. BOXES.

Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal.  
In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg.

THE MOST  
NUTRITIOUS.**COCOA**Have you investigated the merits of *Boeckh's***BOECKH'S  
ADJUSTABLE  
TABLES?**

They will enable you to make attractive displays, with very little work. They are handsomely finished and are an ornament to any store.

Write for Illustrated Booklet and Price List.

**Boeckh Bros. & Company,**

80 York St., TORONTO.



## Does Your Coffee Department Require Replenishing?

If so, we can quote you the lowest figures in the market, for absolutely the very finest quality of

**Mocha, Java, Ceylon, Costa Rica, Maracaibo, Rio, Santos, Etc.**

Being direct importers and large buyers, we can consequently offer you some splendid values. Prompt shipment and satisfaction guaranteed. Be convinced of what we claim by sending for samples and prices.

**S. H. Ewing & Sons, Montreal**

account. Shorts are worth \$14.50 to \$15.50 and mouillie, 19 to 20c.

**BALED HAY**—The supply this year will be heavy; full as heavy, indeed, as the demand. We quote: No. 1, \$10.75 to \$11; No. 2, \$9.50 to \$10, and clover, \$9 to \$9.50 per ton in carlots on track.

### CHEESE AND BUTTER.

**CHEESE**—English buyers have refused to allow the recent advance, and trading at the country boards has been decidedly less active than a week ago; in fact, prices have declined about 1c. per lb. Goods have sold on the wharf at 8½ to 8¾c.

**BUTTER**—Butter is not quotably changed, but there is a decidedly weak tone to the market, due to the fear of a coming break. Still fancy creamery brings 20½ to 21c.

### NEW BRUNSWICK MARKETS.

OFFICE OF THE CANADIAN GROCER.

St. John, N.B. July 4, 1901.

**T**HE holiday broke into the business of the week. Sales at best at this season are not active. Retail dealers, particularly the smaller ones, complain because so many householders are out of the city. There is also a complaint, particularly from the retail grocers, because of

the very general half-holiday on Saturday this summer. It is far more general than ever before. They say very many are led to go out of the city and the Saturday-evening trade, which has always been quite a factor, is hurt. We have yet to hear of any complaint from those who have the holiday. The interest of the week has been in canned goods. Some very low prices are quoted. Cream of tartar is quite firm. Ginger is rather firmer. Pepper is at least no higher. Hops have been somewhat shaded.

**OIL**—In burning oil, business is quiet. There is no change in price, and but little interest is manifested. Paint oils hold their price, and there is a fair sale. In lubricating oils, prices continue low. There is a good general demand. Cod oil is quite scarce. Local supplies are not yet coming to hand. Some will likely be brought in from Newfoundland. In wax there is a steady but light sale.

**SALT**—Liverpool coarse is the line of chief interest here. The quantity imported and going into local consumption is large. There was quite a quantity to hand the past week, and it was very largely sold to arrive. In Liverpool fine, there is quite a range in the quality imported. Some

brands are being much preferred. Canadian salt is in good general demand. We quote: Liverpool coarse, 50 to 55c.; English factory-filled, 95c. to \$1; Canadian fine, \$1 per bag; cheese and butter salt, bulk, \$2.40 per bbl.; 5-lb. bags, \$2.85 to \$2.90 per bbl.; 10-lb. bags, \$2.70 to \$2.75 per bbl.; 20 lb. wood boxes, 22c. each; 10 lb. wood boxes, 14c. each; car-tsns, \$2 per case of 2 doz.; English bottled salt, \$1.25 to \$1.30 per doz.; mineral rock salt, 60c. per 100 lb.

**CANNED GOODS**—There has been considerable interest during the week. Some old goods, particularly corn and tomatoes, were offered very low. We cannot find that there have been large sales. No doubt the present week will bring some more definite knowledge. At present the business seems satisfactory. There is some interest in salmon. While some are quoting cohoes, operating is not general. These are now chiefly sold here, and have given good satisfaction. In sockeye fish the demand is for the cheaper brands. In fruit, there is but a fair demand. Oysters are rather higher. Canned meats show no change. There is good general business. New canned haddies are being received.

**GREEN FRUITS**—The first full car of

*There is no better trade-winner than  
a good article - Sell your customers  
Blue Ribbon Ceylon Tea  
address orders to 12 Front St. East - Toronto  
and they will receive prompt attention*

Californian small fruit was received this week. There is a fair active demand. Peaches selling best. In prunes and apricots, as well as peaches, prices are low. Some apples were received, but these are not good sellers. Bananas are rather higher west. Local market being rather overstocked, shows no change. In oranges, while prices are higher, the market has not ruled as

high as last season. Lemons keep quite low the demand west not being such as to cause advanced figures. Tomatoes are still high. In pines, there is a fair sale at even figures. In berries, there is a wide range in price. The last Canadian and American received were sold very low, causing quite a loss. The New Brunswick berry is preferred.

**DRIED FRUITS**—This is still a quiet line. Some orders for new Valencias at open prices have been given. These are likely to be bought in light quantities this season. There is an increased interest each year in Californians. In spot stock, both loose muscatels and seeded are rather lower. Currants are rather higher, but there is only a fair sale. Prunes are dull, even at the



## THE DOMINION BREWERY CO., LIMITED

Brewers and Maltsters

TORONTO

Manufacturers of the Celebrated

# WHITE LABEL ALE

ASK FOR IT AND SEE THAT OUR  
BRAND IS ON EVERY CORK.

Our Ales and Porters have been examined by the best Analysts, and they have declared them Pure and Free from any Deleterious Ingredients.

WM. ROSS, Manager.



### A LITTLE ADVERTISEMENT ....

Sometimes does as good work as a larger one. We can give you any size you want in this paper, from 1 inch to a full page. Prices gladly submitted.

The MacLean Publishing Co., Limited; Montreal and Toronto

## MOLASSES

.....P.Q., May 9<sup>th</sup>, 1901

THE DOMINION MOLASSES CO.,  
Halifax, N.S.

Dear Sirs,—I beg to advise receipt of the car Molasses, which came to hand in good order and condition, and, as a proof I am satisfied with the quality, now offer same figures for two cars same grade.

This is an extract from a letter received a few days ago referring to a carload of Barbadoes shipped to one of the largest cities in the Province of Quebec.

We have some more of this grade to offer, and the price is low.

The Dominion Molasses Co.,

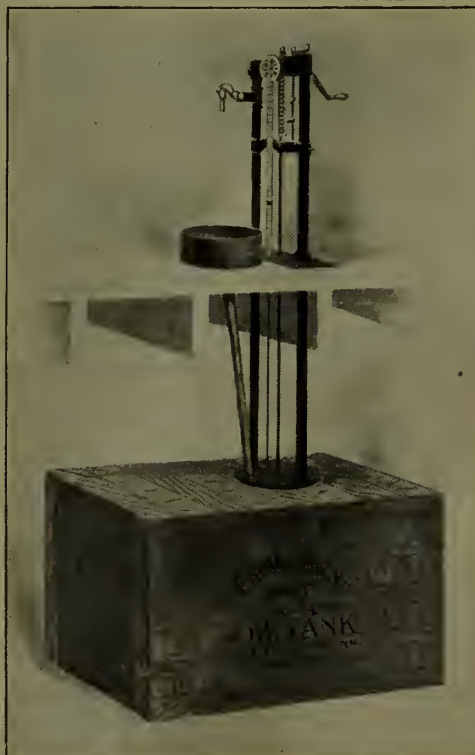
Limited

MOLASSES  
AND SYRUPS.

HALIFAX, N.S.

WE PRESENT

## THE "NEW CENTURY"



3 MEASURE  
SELF-  
MEASURING  
OIL TANK

As our first contribution to the world's progress during the opening year of the New Century.

It is the Best and Finest Oil Handling Apparatus ever offered to the trade.

It consists of an

ALL METAL  
PUMP.

Pumping Gallons, Half-Gallons and Quarts at a stroke.

Equipped with the Dial Discharge Regulator, Double Float Indicator and Full Brass Cone Valves.

Tank of Best Galvanized Steel, Cased in a Handsomely Grained Cabinet.

IT HAS NO EQUAL

THE NEW CENTURY CELLAR OUTFIT.

OUR 1901 CATALOGUE is replete with information relative to the

FIFTY DIFFERENT STYLES OF

### BOWSER OIL TANKS

It is free. Send your address to-day.

S. F. BOWSER & CO.,

65 Front St. East, Toronto; Factory, Fort Wayne, Ind.



low figures. The season for evaporated apricots and peaches is over. Evaporated apples are higher, but stock here is light. Dates are quiet and offered low. Package goods continue to have inquiry. Figs are dull. In Egyptian onions there is still some movement. Importations are over. Prices are low. In peanuts, the low prices still rule, but there is a good steady sale.

**DAIRY PRODUCE**—Eggs are easy. There are but light arrivals and the sale is limited. Butter is dull, and offered low. Stocks are quite large and quality must be good to move at market prices. In cheese, our local market is rather lower than the west, and prices are expected to show some advance. For local consumption small cheese is wanted. There is a demand.

**SUGAR**—Prices in both yellows and granulated have been slightly advanced, and the market is firm. There is a large sale. Some Trinidad sugar has been on the market. The sale is light, and chiefly to outside points.

**MOLASSES**—The sale has been good. There is a tendency to buy while the new goods are landing. On an even or advancing market, the stock can be bought to advantage, and it seems the season of sale. There is no change in prices, though the outside market is firm. The demand is for Porto Rico. In Barbadoes, much received has gone West.

**FISH**—Fresh salmon is the matter of interest. This is just the season. The catch is fair but not large. There is a good sale, so that prices are held. Some nice smoked salmon are offered. In halibut, some are still received. Some shad are also still seen. Mackerel is scarce. The catch of these fish is always very uneven. In dry cod the lower prices rule. New fish continue to arrive. Pollock keeps scarce but has little sale, and the price is unchanged. New pickled herring sell at rather lower prices. The early fish is not of as good quality as those caught later. Smoked herring is unchanged. We quote: Large and medium dry cod, \$3.25 to \$3.35; small, \$2.15 to \$2.30; haddies, 5 to 6c.; smoked herring, 11 to 12c.; fresh haddock and cod, 2½c.; boneless fish, 4 to 5c.; pollock, \$1.50 to \$1.65 per 100 lb.; pickled herring, \$1.80 to \$2.15 per half bbl.; Canso herring, \$5 per bbl.; \$2.75 per half bbl.; Shelburne, \$4.50 per bbl.; \$2.25 per half bbl.; shad, 12 to 15c.; salmon, 12 to 14c.; halibut, 7 to 8c.

**FLOUR, FEED AND MEAL**—There is no change in flour. Local feeling favors rather easier prices. There is a good inquiry. In oats, business is light. Oatmeal holds high; there is but light sale. Cornmeal is not so freely sold. Prices are low. Local ground

meal supplies the market. In beans the market is rather higher. Local stock is not large, but the sale is light. Barley is quiet and inclined to be shaded. Split peas are high. Blue peas are scarce and full prices are asked. Feed is in light demand. Hay, while there is a little local sale, is quite high. We quote: Manitoba flour, \$4.70 to \$4.75; best Ontario, \$3.80 to \$3.90; medium, \$3.65 to \$3.80; oatmeal, \$3.85 to \$4; cornmeal, \$2.30 to \$2.40; middlings, \$2.20 to \$2.3; oats, 40 to 42c.; hand-picked beans, \$1.65 to \$1.75; prime, \$1.55 to \$1.60; yellow eye beans, \$2.40 to \$2.60; split peas, \$4.10 to \$4.15; blue peas, \$1.25 to \$1.40; pot barley, \$3.85 to \$4; hay, \$12 to \$13.

#### ST. JOHN NOTES.

A. L. Goodwin this week received the first car for this season of Californian fruits.

C. & E. Macmichael have a shipment of Machonochie & White's pickles just received.

Theo. H. Estabrooks, packer of "Red Rose" blend tea, is just home from a successful and pleasant trip to Newfoundland.

Mr. John Campbell, of St. Thomas, Ont., the well-known miller, called on THE GROCER this week. "Sunbeam" is a well-known flour here.

Mr. C. K. Fletcher, representing the J. K. Armsby Co., large shippers to this market of Californian dried fruits, in company with the local representative, J. Hunter White, called on the trade this week.

#### DON'T CUT.

Some business men fall into the error of making high prices on their goods, so that there may be plenty of reduction when it is asked, says The Storekeeper. When a merchant becomes known as a "cutter" the customers who are aware of his propensities in price-making will invariably ask for a lower figure because they know they will obtain it. The old method of barter, where every sale was preceded by long negotiations concerning the price, is still used among semi-civilized countries, but is sadly out of place in modern America, where the quick despatch of all business has become proverbial. A fixed price that allows for a working profit is a much better rule in all cases than is a sliding scale of values. The customer will not allow the merchant to cheapen his dollar, nor should the merchant allow the customer to cheapen his goods, it being a poor rule that doesn't work both ways. As for the merchant who permits himself to be advertised as one who will take less for his goods than the price at which they are first offered, it may not be out of place to remark that he mainly succeeds in cheapening himself.

#### TRADE CONDITIONS IN OSHAWA.

**M**R. S. TORRENS, who carries on a general business at Oshawa, was in Toronto on Wednesday. He reports business fairly good. The grocery trade was, he declared, unaffected by the Toronto departmental stores, but they undoubtedly did injure the dry goods trade.

"Can they buy dry goods, as a rule, cheaper in the departmental stores?"

"No, they cannot, but the trouble is that one woman does not want to wear what another does in the way of dress goods, and, by coming to Toronto, she thinks she can better avoid doing so."

Mr. Torrens said that the canning factory at Oshawa is planning to put up a much larger quantity of goods this season than last season.

"Do you do much advertising?"

"Not in the local papers. I have found that the best way to reach the residents of the town is to issue dodgers, for there are certain classes that do not read the papers."

#### EARLY-CLOSING ITEMS.

There is a disposition to extend early closing in Sydney, N.S. At present the stores close at 6 p.m. only on Wednesday evening, but, according to a score of interviews published last week by the Sydney Post, it is clear that the general desire is to close at that hour at least two or three evenings a week.

A number of the leading city grocers would like to close their stores at 7 o'clock in the evening, but find some difficulty in getting all to agree. In fact, one or two positively decline.

In favor of the early closing it is pointed out that the grocery clerks work from 7 a.m. till 10 p.m., and on Saturday evenings till midnight. On other than Saturday evenings there is very little business done after 7 o'clock, and that little could be just as well done earlier without crowding the clerks, if it were understood that the stores would close at 7. The tendency has steadily been toward less and less buying in the evening, and it is held that there would be no loss of trade, no inconvenience to anyone, and a great boon conferred on those who work such long hours in the shops if early closing were made general—especially in summer.—St. John Sun, June 25.

The premises occupied for so many years by R. H. Ramsay & Son, wholesale produce dealers, 72 Front street east, Toronto, who have retired from business, are offered for rental by D. Gunn, Bros. & Co., 74 Front street east. These premises are well situated and suitably adapted to the needs of a wholesale fruit or produce business.



# CURRENT MARKET QUOTATIONS

July 4, 1901.

This list is corrected every Thursday, and the quotations herein given are for the cities of Montreal, Toronto, St. John, N. B., and Halifax. The prices are solicited for publication, and are of such quantities and qualities as are usually ordered by retail dealers on the usual terms of credit. For Winnipeg market report and prices, see page 42.

Goods in large lots and for prompt pay are generally obtainable at lower prices. All quotations for staple products are under the direct control of the Editors, who call daily upon all the leading houses in the principal centres.

## BUTTER, CHEESE AND EGGS

|                                 | Montreal. |         | Toronto. |     | St. John, Halifax. |     |
|---------------------------------|-----------|---------|----------|-----|--------------------|-----|
| Dairy, choice, large rolls, lb. | \$0 14    | \$0 14½ | \$       | \$  | \$                 | \$  |
| " " pound blocks                | 16        | 0 17    | 16       | 17  | 18                 | 19  |
| " " tubs, best                  | 16        | 17      | 16       | 17  | 15                 | 17  |
| " " tubs, sec. grade            | 15        | 16      | 12       | 15  | 12                 | 14  |
| Creamery, boxes, 20             | 19½       | 20      | 1        | 20  | 18                 | 20  |
| " prints                        | 21        | 21      | 18       | 21  | 21                 | 22  |
| Cheese, new, per lb.            | 9½        | 10      | 9        | 10  | 10                 | 10½ |
| Eggs, new laid, per doz.        | 11        | 11½     | 11       | 11½ | 10                 | 12  |

## CANNED GOODS

|                            |      |       |      |      |      |      |
|----------------------------|------|-------|------|------|------|------|
| Apples, 3's                | 90   | 0 90  | 0 75 | 0 90 | 1 00 | 1 10 |
| " " gallons                | 1 65 | 1 75  |      | 2 00 | 2 15 | 2 25 |
| Asparagus                  | 2 20 | 2 25  | 2 00 | 2 40 |      |      |
| Beets                      | 1 00 | 1 00  | 95   | 1 10 |      |      |
| Blackberries, 2's          |      | 1 30  | 1 40 | 1 70 | 1 50 | 1 80 |
| Blueberries, 2's           | 80   | 85    | 75   | 85   | 95   | 1 00 |
| Beans, 2's                 | 80   | 90    | 75   | 80   | 90   | 95   |
| Corn, 2's                  | 70   | 80    | 70   | 75   | 80   | 85   |
| Cherries, red, pitted, 2's | 2 15 | 2 20  | 2 10 | 2 25 | 2 30 | 2 40 |
| " " white                  | 2 00 | 2 15  | 2 00 | 2 25 |      |      |
| Peas, 2's                  | 70   | 80    | 70   | 75   |      |      |
| " " silted                 | 90   | 1 00  | 1 00 | 1 10 | 1 10 | 1 15 |
| " " extra silted           | 1 00 | 1 10  | 1 25 | 1 30 | 1 20 | 1 25 |
| Pears, Bartlett, 2's       | 1 40 | 1 60  | 1 50 | 1 75 | 1 75 | 1 80 |
| Pineapple, 2's             | 1 90 | 2 00  | 2 00 | 2 40 | 2 25 | 2 50 |
| " " 3's                    | 1 75 | 2 40  | 2 25 | 2 50 | 2 15 | 2 25 |
| Peaches, 2's               | 2 40 | 2 60  | 2 50 | 2 60 | 2 50 | 2 60 |
| " " 3's                    | 1 50 | 1 90  | 1 75 | 1 90 | 1 85 | 1 85 |
| " " 8's                    | 2 25 | 2 90  | 2 50 | 2 75 | 2 70 | 2 85 |
| Plums, green gages, 2's    | 1 25 | 1 85  | 1 10 | 1 25 | 1 30 | 1 60 |
| " " Lombard                | 1 00 | 1 25  | 1 00 | 1 10 | 1 30 | 1 50 |
| " " Damson, blue           | 1 00 | 1 25  | 1 00 | 1 10 | 1 10 | 1 30 |
| Pumpkins, 3's              |      | 85    | 80   | 85   | 1 00 | 1 25 |
| " " gallon                 |      |       | 2 10 | 2 25 | 2 10 | 2 25 |
| Raspberries, 2's           | 1 45 | 1 80  | 1 60 | 1 80 | 1 70 | 1 75 |
| Strawberries, 2's          | 1 70 | 1 85  | 1 80 | 1 90 | 1 75 | 1 80 |
| Succotash, 2's             | 1 00 | 1 25  |      | 1 15 | 1 10 | 1 15 |
| Tomatoes, 3's              | 75   | 80    | 75   | 80   | 90   | 1 00 |
| Lobster, tails             | 2 75 | 3 20  |      | 3 25 | 3 00 | 3 25 |
| " " 1-lb. flats            | 3 00 | 3 75  | 3 50 | 8 70 |      | 1 25 |
| " " ½-lb. flats            | 1 75 | 1 85  | 1 75 | 1 80 | 1 75 | 1 75 |
| Mackerel                   | 1 00 | 1 10  | 1 15 | 1 25 | 1 35 | 1 45 |
| Salmon, sockeye, Fraser    | 1 50 | 1 85  | 1 75 | 1 85 | 1 50 | 1 75 |
| " " Northern               |      |       | 1 60 | 1 65 | 1 50 | 1 60 |
| " " Horseshoe              |      |       |      |      |      |      |
| " " Cohoes                 | 1 10 | 1 25  | 1 25 | 1 30 | 1 25 | 1 50 |
| Sardines, Albert, ¼'s      | 12   | 12½   | 13   | 14   | 14   | 15   |
| " " ½'s                    | 20   | 21    | 20   | 21   | 20   | 21   |
| " " Sportsman, ¼'s         | 11½  |       |      | 12½  |      |      |
| " " ½'s                    | 19   | 20    |      | 21   | 20   | 21   |
| " " key opener, ¼'s        | 9    | 11    | 10½  | 11   | 16   | 18   |
| " " ½'s                    |      | 18    | 18½  | 23   | 10   | 11   |
| " " P. & C., ¼'s           | 20   | 22½   | 23   | 25   | 23   | 25   |
| " " ½'s                    | 27½  | 30    | 33   | 36   | 33   | 36   |
| " " Domestic, ¼'s          | 4    | 4½    | 4    | 4½   | 4    | 4½   |
| " " ½'s                    | 7    | 8     | 9    | 11   |      |      |
| " " Mustard, ¼ size, cases |      |       |      |      |      |      |
| " " 50 tins, per 100       | 7 50 | 11 00 | 8 50 | 9 00 | 8 00 | 9 00 |
| Haddles                    |      | 1 00  | 1 10 | 1 15 | 1 00 | 1 10 |
| Kipperd Herrings           | 1 00 | 1 85  | 1 00 | 1 75 | 1 00 | 1 10 |
| Herring in Tomato Sauce    | 1 10 | 1 55  | 1 00 | 1 70 |      | 2 00 |

## CANDIED PEELS

|                |  |    |    |    |    |    |
|----------------|--|----|----|----|----|----|
| Lemon, per lb. |  | 10 | 11 | 12 | 12 | 13 |
| Orange, "      |  | 11 | 12 | 13 | 12 | 13 |
| Lemon, "       |  | 15 | 15 | 17 | 15 | 17 |

## GREEN FRUITS

|                                |      |      |      |      |      |      |
|--------------------------------|------|------|------|------|------|------|
| Oranges, Rhodi                 |      |      | 3 50 |      |      |      |
| " " Cal. late Valencias        |      |      | 5 00 |      |      |      |
| Lemons, Messina, per box       | 1 50 | 2 75 | 4 50 | 3 50 | 4 00 |      |
| Bananas, Firsts, per bunch     | 1 25 | 2 25 | 1 75 | 2 25 | 1 50 | 2 00 |
| Apples, per bbl                | 4 00 | 5 00 | 4 00 | 7 00 |      |      |
| Cocoanuts, per 100             |      |      | 3 50 | 4 75 | 3 00 | 8 25 |
| Pineapple, Floridas, per crate |      |      | 5 00 | 4 00 |      |      |
| Cal. Peaches                   | 0 08 | 0 15 | 1 50 | 2 50 |      |      |
| " " Plums                      |      |      | 1 75 | 2 25 |      |      |
| " " Apricots                   |      |      | 1 75 | 2 00 |      |      |
| " " Pears                      |      |      | 2 50 | 3 00 |      |      |

## SUGAR

|                                   |  |      |  |      |      |       |
|-----------------------------------|--|------|--|------|------|-------|
| Granulated St. Lawrence and Red   |  | 4 60 |  | 4 78 | 4 75 | 4 80  |
| Granulated, Acadia                |  | 4 55 |  | 4 73 |      | 4 61  |
| Paris Lump, bbls. and 100-lb. bxs |  | 5 10 |  | 5 28 |      | 0 16  |
| " " in 50-lb. boxes               |  | 5 20 |  | 5 38 |      |       |
| Extra Ground 100 lb. bbls.        |  | 5 10 |  | 5 55 |      |       |
| Powdered, bbls                    |  | 4 75 |  | 5 30 | 5 55 | 5 80  |
| Phoenix                           |  | 4 49 |  | 4 68 |      |       |
| Cream                             |  | 4 50 |  | 4 68 |      |       |
| Extra bright coffee               |  | 4 40 |  | 4 68 |      |       |
| Bright coffee                     |  | 4 30 |  | 4 41 | 3 75 | 4 00  |
| Bright yellow                     |  | 4 20 |  | 4 28 |      | 3 50  |
| No. 3 yellow                      |  | 4 05 |  | 4 23 | 3 80 | 3 92½ |
| No. 2 yellow                      |  | 4 00 |  | 4 18 |      |       |
| No. 1 yellow                      |  | 3 85 |  | 4 03 |      |       |

## HARDWARE PAINTS AND OILS

|                                | Montreal. | Toronto. | St. John, Halifax. |
|--------------------------------|-----------|----------|--------------------|
| Wire nails, base               | \$2 85    | \$2 85   | \$3 20             |
| Cut nails, base                | 2 35      | 2 35     | 2 85               |
| Barbed wire, per 100-lb.       | 3 05      | 3 05     | 3 50               |
| Oiled and Annealed Wire, No. 9 | 2 80      | 2 80     |                    |
| White lead, Pure               | 6 25      | 6 37½    | 6 80               |
| Linseed oil, 1 to 4 bbls., raw | 83        | 81       | 83                 |
| " " boiled                     | 86        | 84       | 83                 |
| Turpentine, single bbls.       | 55        | 55       | 57                 |

## SYRUPS AND MOLASSES

|                             |      |    |      |    |    |
|-----------------------------|------|----|------|----|----|
| Syrups—                     |      |    |      |    |    |
| Dark                        | 1½   |    |      |    |    |
| Medium                      | 2½   | 30 | 32   |    |    |
| Bright                      | 2½   | 35 | 37   |    |    |
| Corn Syrup, barrel, per lb. | 3    |    | 3    | 36 | 38 |
| " " ½ bbls.                 | 3½   |    | 3½   |    |    |
| " " kegs                    | 3½   |    | 3½   |    |    |
| " " 2 gal. pails, each      | 1 40 |    | 1 40 |    |    |
| " " 2 gal. "                | 1 05 |    | 1 05 |    |    |
| Honey                       |      |    | 40   |    |    |
| " " 25-lb. pails            | 90   |    | 1 00 |    |    |
| " " 38-lb. pails            | 1 20 |    | 1 40 |    |    |
| Molasses—                   |      |    |      |    |    |
| New Orleans                 | 22   | 30 | 23   | 60 | 29 |
| Barbadoes                   |      | 29 |      |    | 24 |
| Porto Rico                  |      |    | 38   | 42 | 30 |
| Antigua                     |      |    |      |    | 34 |
| St. Croix                   |      |    |      |    |    |

## CANNED MEATS

|                             |       |        |        |        |        |        |
|-----------------------------|-------|--------|--------|--------|--------|--------|
| Comp. corn beef, 1-lb. cans | 1 50  | \$1 85 | \$1 60 | \$1 65 | \$1 60 | \$1 70 |
| " " 2-lb. cans              | 2 75  | 8 30   | 2 85   | 8 00   | 2 80   | 2 90   |
| " " 4-lb. cans              | 8 50  | 11 00  |        | 8 25   | 8 75   | 9 25   |
| " " 14-lb. cans             | 20 00 | 24 50  |        | 19 50  | 20 00  | 21 00  |
| Mixed callops, 2-lb. can    | 2 75  |        |        | 2 60   | 2 50   | 2 80   |
| Lunch tongue, 1-lb. can     | 3 00  | 3 90   |        | 3 00   | 3 00   | 3 25   |
| " " 2-lb. can               | 6 00  | 7 90   |        | 7 00   | 5 80   | 6 00   |
| English brawn, 2-lb. can    | 2 40  | 2 75   |        | 2 45   | 2 75   | 2 80   |
| Camp sausage, 1-lb. can     |       |        |        | 2 50   | 2 50   |        |
| " " 2-lb. can               |       |        |        | 4 00   | 4 00   |        |
| Soups, assorted, 1-lb. can  | 1 15  | 1 50   |        | 1 50   | 1 40   |        |
| " " 2-lb. can               | 2 40  | 2 45   |        | 2 20   | 2 25   |        |
| Soups and Boull, 2-lb. can  | 1 75  | 2 50   |        | 1 80   | 1 75   |        |
| " " 6-lb. can               | 3 50  | 5 85   |        | 4 50   | 4 25   | 4 50   |
| Sliced smoked beef, ¼'s     | 1 65  | 1 70   | 1 65   | 1 70   |        | 2 00   |
| " " 1's                     | 2 75  | 3 10   | 2 80   | 2 95   |        | 3 25   |

## FRUITS

|                            |      |      |      |      |      |     |
|----------------------------|------|------|------|------|------|-----|
| Foreign                    |      |      |      |      |      |     |
| Currents, Provincials, bbl |      |      |      |      | 12   | 12½ |
| " " ½-bbls.                |      |      |      |      |      |     |
| " " Fillatras, bbls        | 10   |      |      |      |      |     |
| " " ½-bbls                 | 10   |      |      |      |      |     |
| " " cases                  | 10   | 9½   | 10   |      |      |     |
| " " ½-cases                | 10½  | 9½   | 10   | 12½  | 12   |     |
| " " Patras, bbls           |      |      |      |      |      |     |
| " " ½-bbls                 | 11   | 10½  | 11   |      |      |     |
| " " cases                  | 11   | 11   | 11   |      |      |     |
| " " ½-cases                | 11   | 11½  | 11   |      |      |     |
| Vostizkas, cases           | 14   | 15   | 12   | 13   |      |     |
| Dates, Holloweys           |      | 3½   | 4    | 4½   | 3½   | 4   |
| " " Sairs                  |      | 3    | 3½   | 4    |      |     |
| Flgs, 10-lb. boxes         | 70   | 90   | 9½   | 12   | 10   | 12  |
| " " Mats, per lb.          | 8½   | 3½   |      | 8½   |      |     |
| " " 7-cr., 28-lb. boxes    |      |      |      | 16   |      |     |
| " " 1-lb. glove boxes      |      |      |      | 12   |      |     |
| Prunes, California, 30's   | 8    | 8    | 8½   | 10   | 12   |     |
| " " 40's                   | 7½   | 7½   | 8    | 8½   | 9    |     |
| " " 50's                   | 7½   | 7    | 7½   | 7½   | 8    |     |
| " " 60's                   | 7    | 6    | 7    | 7    | 7½   |     |
| " " 70's                   | 6½   | 6    | 6½   | 6½   | 7    |     |
| " " 80's                   | 6    | 5½   | 6    | 6½   | 6½   |     |
| " " 90's                   | 5½   | 5    | 5½   | 5½   | 6    |     |
| " " 100's                  | 5    | 4½   | 5    | 5    |      |     |
| " " Bosnia, A's            |      |      |      | 9    |      |     |
| " " B's                    |      |      | 7½   | 8    |      |     |
| " " U's                    |      | 5    | 6½   | 6½   |      |     |
| " " French, 50's           |      |      |      |      |      |     |
| " " 110's                  | 3½   | 8½   | 3½   | 4    |      |     |
| Raisins, Fine off stalk    | 5    | 5½   | 5    | 7    | 8    | 8½  |
| " " Selected               | 5½   | 6    | 6    | 7½   | 9    | 9½  |
| " " Selected layers        | 6    | 6½   | 7½   | 8    | 10   | 10  |
| " " Sultanas               | 8    | 10   | 9    | 12   | 10   | 12  |
| " " California, 2-crown    | 5    | 5½   |      |      | 9    | 9½  |
| " " 3-crown                |      | 6    |      | 7½   | 8    | 8½  |
| " " 4-crown                |      | 8    |      | 8½   | 9    | 9½  |
| " " seeded, 3-cr.          | 9½   | 10   | 10   | 11   | 10   | 10½ |
| " " Malaga, Lon. layers    | 1 50 |      | 2 00 | 2 25 | 2 40 |     |
| " " Black baskets          |      |      | 2 25 | 2 50 | 2 75 |     |
| " " Blue baskets           |      |      |      | 2 80 | 3 00 |     |
| " " Dehesa clusters        |      | 3 00 | 4 00 | 3 25 | 3 50 |     |
| " " Choice clusters        | 2 75 | 3 00 | 3 00 |      |      |     |

## PROVISIONS

|                               |       |       |     |       |       |       |
|-------------------------------|-------|-------|-----|-------|-------|-------|
| Dry Salted Meats—             |       |       |     |       |       |       |
| Long clear bacon              |       | 10    |     | 11    |       |       |
| Smoked meats—                 |       |       |     |       |       |       |
| Breakfast bacon               |       | 14    | 14  | 14½   |       |       |
| Rolls                         |       | 11    | 11½ | 12    | 11    | 12    |
| Medium Hams                   |       | 13    | 14  | 13½   | 12    | 14    |
| Large Hams                    |       |       | 12  | 12½   |       |       |
| Shoulder hams                 |       | 11    |     | 11    | 8     | 9     |
| Backs                         |       |       |     | 14    |       |       |
| Meats out of pickle 1c. less. |       |       |     |       |       |       |
| Barrel Pork—                  |       |       |     |       |       |       |
| Canadian heavy mess           |       | 19 50 |     | 20 00 | 20 00 | 20 50 |
| " " short cut                 |       | 20 00 |     | 21 00 | 20 00 | 2 00  |
| Plate beef                    | 12 50 | 13 50 |     | 12 50 | 13 00 | 14 00 |
| Lard, tierces, per lb.        |       | 11    |     | 10½   | 10½   | 11    |
| " " tubs                      |       | 11½   |     | 11    | 11    | 11½   |
| " " Pails                     |       | 11½   |     | 11½   | 11½   | 11½   |



# COURTENAY'S

## WORCESTERSHIRE SAUCE.

ORIGINAL AND GENUINE . . . .

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Hamilton—Imperial Vinegar Co.

St. John, N.B.—Robert Jardine.

Winnipeg—A. Strang &amp; Co., Portage Avenue.

Montreal—J. M. Kirk, 18 Hospital St.

Vancouver, B.C.—C. E. Jarvis &amp; Co., 328 Holland Block.

| COFFEE                                         |  | Montreal. | Toronto. | St. John, Halifax. |
|------------------------------------------------|--|-----------|----------|--------------------|
| Green—                                         |  |           |          |                    |
| Mocha.....                                     |  | 24        | 23       | 28                 |
| Old Government Java.....                       |  | 27        | 22       | 30                 |
| Rio.....                                       |  | 10        | 7 1/2    | 12                 |
| Santos.....                                    |  |           | 9 1/2    | 13                 |
| Plantation Ceylon.....                         |  | 29        | 26       | 30                 |
| Porto Rico.....                                |  |           | 22       | 24                 |
| Gautemala.....                                 |  |           | 22       | 26                 |
| Jamaica.....                                   |  | 18        | 15       | 20                 |
| Maracahio.....                                 |  | 13        | 13       | 18                 |
| NUTS                                           |  |           |          |                    |
| Brazil.....                                    |  |           | 15       | 16                 |
| Valencia shelled almonds.....                  |  | 31        | 30       | 35                 |
| Tarragona almonds.....                         |  | 11 1/2    | 13       | 14                 |
| Formegetta almonds.....                        |  |           | 14 1/2   |                    |
| Jordan shelled almonds.....                    |  | 40        | 40       | 43                 |
| Peanuts (roasted).....                         |  | 7 1/2     | 8        | 10                 |
| " (green).....                                 |  | 6 1/2     | 7        | 9                  |
| Cocanuts, per sack.....                        |  | 8 00      | 3 75     | 3 50               |
| per doz.....                                   |  |           | 60       | 70                 |
| Grenoble walnuts.....                          |  | 9 1/2     | 10       | 12 1/2             |
| Marhot walnuts.....                            |  |           | 11 1/2   | 9                  |
| Bordeaux walnuts.....                          |  | 7         | 9        | 10                 |
| Sicily filberts.....                           |  | 9         | 10       | 11 1/2             |
| Naples filberts.....                           |  |           | 10       | 11                 |
| Pecans.....                                    |  | 10        | 12       | 15                 |
| Shelled Walnuts.....                           |  | 19        | 20       | 25                 |
| SODA                                           |  |           |          |                    |
| Bl-carb, standard, 112-lb. keg.....            |  | 1 65      | 1 80     | 2 00               |
| Sal soda, per bbl.....                         |  | 70        | 75       | 80                 |
| Sal Soda, per keg.....                         |  | 95        | 1 00     | 1 00               |
| Granulated Sal Soda, per lb.....               |  |           |          | 1                  |
| SPICES                                         |  |           |          |                    |
| Pepper, black, ground, in kegs.....            |  |           |          |                    |
| palls, boxes.....                              |  | 16        | 18       | 18                 |
| in 5-lb. cans.....                             |  | 14        | 17       | 19                 |
| " whole.....                                   |  | 15        | 17       | 19                 |
| Pepper, white, ground, in kegs.....            |  |           |          |                    |
| palls, boxes.....                              |  | 26        | 27       | 24                 |
| 5-lb. cans.....                                |  | 25        | 26       | 20                 |
| " whole.....                                   |  | 23        | 25       | 20                 |
| Ginger, Jamaica.....                           |  | 19        | 25       | 20                 |
| Cloves, whole.....                             |  | 12        | 30       | 14                 |
| Pure mixed spice.....                          |  | 25        | 30       | 25                 |
| Cassia.....                                    |  | 13        | 18       | 20                 |
| Cream tartar, French.....                      |  |           | 25       | 20                 |
| " best.....                                    |  | 28        | 25       | 25                 |
| Allspice.....                                  |  | 10        | 15       | 16                 |
| WOODENWARE                                     |  |           |          |                    |
| Palls, No. 1, 2-hoop.....                      |  | 1 90      | 1 60     | 1 90               |
| " 3-hoop.....                                  |  | 2 05      | 1 75     | 2 05               |
| " half, and covers.....                        |  | 1 75      | 1 70     | 1 75               |
| " quarter, jam and covers.....                 |  | 1 45      | 1 20     | 1 45               |
| " candy, and covers.....                       |  | 2 70      | 2 70     | 8 20               |
| Tubs No. 0.....                                |  | 11 00     | 8 50     | 11 00              |
| " 1.....                                       |  | 9 00      | 7 00     | 9 00               |
| " 2.....                                       |  | 8 00      | 6 25     | 8 00               |
| " 3.....                                       |  | 7 00      | 5 35     | 7 00               |
| PETROLEUM                                      |  | Montreal. | Toronto. | St. John, Halifax. |
| Canadian water white.....                      |  | 14 1/2    | 15 1/2   | 17 1/2             |
| Sarnia water white.....                        |  | 16        | 17       | 16 1/2             |
| Sarnia prime white.....                        |  |           | 18       | 15 1/2             |
| American water white.....                      |  |           | 19       | 17 1/2             |
| Pratt's Astral (barrels extra).....            |  | 18 1/2    | 19       | 17 1/2             |
| Black— TEAS                                    |  |           |          |                    |
| Congon—Half-chests Kalsow, Moning, Paking..... |  | 13        | 60       | 12                 |
| Caddies Paking, Kalsow.....                    |  | 17        | 40       | 18                 |
| Indian—Darjeeling.....                         |  | 35        | 55       | 35                 |
| Assam Pekoes.....                              |  | 20        | 40       | 20                 |
| Pekoe Souchong.....                            |  | 18        | 25       | 18                 |
| Ceylon—Broken Pekoes.....                      |  | 35        | 42       | 35                 |
| Pekoes.....                                    |  | 20        | 30       | 20                 |
| Pekoe Souchong.....                            |  | 17 1/2    | 40       | 17                 |
| China Greens—                                  |  |           |          |                    |
| Gunpowder—Cases, extra first.....              |  | 42        | 50       | 42                 |
| Half-chests, ordinary firsts.....              |  | 22        | 28       | 22                 |
| Young Hyson—Cases, sifted extra firsts.....    |  | 42        | 50       | 42                 |
| Cases, small leaf, firsts.....                 |  | 35        | 40       | 35                 |
| Half-chests, ordinary firsts.....              |  | 22        | 38       | 22                 |
| Half-chests, seconds.....                      |  | 17        | 19       | 17                 |
| " thirds.....                                  |  | 15        | 17       | 15                 |
| " common.....                                  |  | 13        | 14       | 13                 |
| Pingsueys—                                     |  |           |          |                    |
| Young Hyson, 1/2-chests, firsts.....           |  | 28        | 32       | 38                 |
| " " seconds.....                               |  | 16        | 19       | 16                 |
| " Half-boxes, firsts.....                      |  | 28        | 32       | 28                 |
| " " seconds.....                               |  | 16        | 19       | 16                 |
| Japans—                                        |  |           |          |                    |
| 1/2-chests, finest May pickings.....           |  | 38        | 40       | 38                 |
| Choice.....                                    |  | 32        | 36       | 33                 |
| Finest.....                                    |  | 28        | 30       | 30                 |
| Fine.....                                      |  | 25        | 27       | 27                 |
| Good medium.....                               |  | 22        | 24       | 25                 |
| Medium.....                                    |  | 19        | 20       | 21                 |
| Good common.....                               |  | 16        | 18       | 20                 |
| Common.....                                    |  | 13        | 15       | 17                 |
| Nagasaki, 1/2-chests, Pekoe.....               |  | 16        | 22       |                    |
| " Oolong.....                                  |  | 14        | 15       |                    |
| " Gunpowder.....                               |  | 16        | 19       |                    |
| " Siftings.....                                |  | 7 1/2     | 11       |                    |
| RICE, MACARONI, SAGO, TAPIOCA.                 |  |           |          |                    |
| Rice—Standard B.....                           |  | 3 00      | 3 10     | 3 1/2              |
| Paina, per lb.....                             |  | 4 25      | 4 50     | 5                  |
| Japan.....                                     |  | 4 40      | 4 90     | 5 1/2              |
| Imperial Seeta.....                            |  | 4 60      | 4 90     | 5 1/2              |
| Extra Burmah.....                              |  |           |          | 4 1/2              |
| Java, extra.....                               |  |           | 5 1/2    | 6                  |
| Macaroni, dom'ic, per lb., bulk.....           |  | 5         | 6        | 7 1/2              |
| " Imp'd, 1-lb. pkg., French.....               |  | 8         | 12       | 9                  |
| " Italian.....                                 |  | 8         | 10       | 11                 |
| Sago.....                                      |  | 3 1/2     | 4        | 4 1/2              |
| Tapioca.....                                   |  | 3 1/2     | 4        | 4 1/2              |

## AMONG TORONTO RETAILERS.

THE FRUIT  
TRADE OF  
TORONTO.

I wonder how many grocers realize the magnitude of the fruit trade of Toronto, especially on a record day like Tuesday of this week. A couple of commission fruit dealers figured out on Tuesday night the extent of the trade in strawberries that had been done in the Scott street market during the day. Their estimate was 350,000 quart baskets, which, at an average of 5c., would mean \$17,500. This was in strawberries alone, though, of course, this was the great bulk of the trade done during the day. The other lines would, however, easily increase the total fruit trade of the day to \$20,000, or possibly to \$25,000, which is quite a respectable sum for one day's fruit trade.

EARLY-  
CLOSING  
MATTERS.

Though from the lack of legal action or public agitation the opinion might readily be formed that early closing is a dead issue in Toronto, this is far from being the case. The decision of Judge Macdougall in quashing the convictions of Messrs. Reddock and Henry, made it impossible to proceed further with the by-law as it stands to-day. The committee of the Retail

Grocers' Association, which represents the body favorable to the by-law, has decided to press for such amendments to the by-law as are necessary to make it enforceable. When the essential amendments have been secured, test cases will be made. In fact, the intention of the Retail Grocers' Association, which represents in this matter fully three-quarters of the grocers of the city, is to continue their efforts to secure a sound, workable by-law. Once it is secured, it will in all probability be permanent. Success in Toronto would likely lead to attempts to secure similar by-laws in other centres, such as Hamilton, where action has been deferred because of the decision of Judge Macdougall.

THE GROCERS'  
PICNIC AT  
OSHAWA.

The arrangements for the 12th annual picnic of the Toronto Retail Grocers' Association at Prospect Park, Oshawa, on July 24 are progressing favorably. The donations of prizes from manufacturers and jobbers have been fully up to the usual standard both in number and value, so the list of sporting events will be as large and varied as usual. The event of the day will be the baseball match between the grocers

of the east and west ends of Toronto. Both teams include several players of established reputation, and as the contest approaches interest is increasing. Another event which is exciting much enthusiasm is the quoit tournament, which will be open to members of the grocers' and city travellers' associations. Of the racing events the most interesting will probably be the relay race, each team competing to have ten runners. This is always an exciting race, but is especially so when some of the runners are "unknown quantities" in the sporting line.

THE RAMBLER.

## A NOTABLE WINDOW.

A half inch filling of fine white salt between the front glass and boards 15 in. high, and a thin coating on an elevated platform with half a dozen lumps of rock salt in the centre; bottled pickles arranged on lumps of salt, and over the rock salt hangs a flowerpot of drooping vine, fancy groceries decorating the apparent "salt bank"; pyramids of canned goods and white butter cloth background—attracted attention in the Hartney store of The A. E. Hill Co., Limited.

HOW MUCH  
DID YOU SAY?

Well, we didn't say, but we know every butcher would be better off if he would quit guessing at weights. He may think his long experience in weighing meats has made him infallible, but the end of the year will tell him better than we can that every penny must be taken care of. The **MONEY-WEIGHT SYSTEM** of our Automatic Boston Computing Scales will take care of your business, and save you money. Our Scales are sold on easy monthly payments.

**The Computing Scale Company,  
Dayton, Ohio.**

Money - Weight Scale Co., No. 47 State St.,  
Chicago, Ill.  
Money-Weight Scale Co., Nos 50 and 52 Franklin  
St., New York, N.Y.  
J. B. Polrer, Dist Agent, No 1662 Notre Dame  
St., Montreal, Que., Canada.  
L. A. Davidson, Dist. Agent, No. 104 King St. West,  
Toronto, Ont., Canada.



## THE PROVISION TRADE.

The Markets—Horse Pickling in Oregon—Miscellaneous Notes.

### HORSE PICKLING IN OREGON.

**A**N Oregonian writes to The Breeders' Gazette in relation to Oregon horses, in this characteristic style :

"We have a horse-pickling plant in Linnton, Ore. They are killing a large lot of horses. The meat goes to the Old Country. The demand is growing every year. It takes about six horses to fill a barrel. Everything is used for something. Fertilizer is made out of the blood. Every horse has to pass inspection; every piece has a tag on it as to health. All horses that become unfit for service go to the pickle if healthy, otherwise into the fertilizer tanks.

"One never sees the Oregonian look at a horse's eyes nor inquire as to heaves; these diseases are not here nor were they ever here. I doubt very much if there is any glanders in our Northwest country. Some great stuff has been raised on the range. There ought to be. Some of the best blood in America is on the range."

We might slip in the remark right here that we hope Chicago and further east are not considered a part of the territorial expression, "The Old Country." Just now our stomach has the anti horse meat feeling. We prefer the old style of still riding the horse and not the new one of eating the animal and being afterwards ridden by a night mare conjured upon our brain by some pickled horse steak, while the automobile shies past on its tearing rubber legs.—National Provisioner.

### PRODUCE IMPORTS INTO LIVERPOOL.

According to the weekly circular of the Anglo-Canadian Produce Co., Limited, the imports of dairy produce and provisions into Liverpool this year up to June 13 and for the corresponding period last year were as follows :

|             |                  |                 |
|-------------|------------------|-----------------|
|             | To June 20,      | To June 19,     |
| Cheese..... | 296,574 boxes    | 370,157 boxes   |
| Butter..... | 146,679 packages | 28,479 packages |
| Bacon.....  | 298,525 boxes    | 288,318 boxes   |
| Hams.....   | 117,969 boxes    | 119,487 boxes   |
| Lard.....   | 35,660 tons      | 20,950 tons     |

Stocks in Liverpool at the different undermentioned dates were as follows :

|                   |                |               |                |
|-------------------|----------------|---------------|----------------|
|                   | April 30, 1901 | Mar. 31, 1901 | April 30, 1900 |
| Cheese.....       | 46,688 boxes   | 58,897 boxes  | 36,620 boxes   |
| Butter.....       | 1,594 pcks.    | 3,111 pcks.   | 2,919 pcks.    |
| Bacon.....        | 16,847 boxes   | 15,989 boxes  | 12,678 boxes   |
| Hams.....         | 5,690 boxes    | 6,204 boxes   | 7,464 boxes    |
| Shoulders.....    | 2,845 boxes    | 2,394 boxes   | 2,548 boxes    |
| Lard, prime steam | 2,810 tierces  | 2,159 tierces | 16,228 tierces |
| " refined "       | 1,024 tons     | 553 tons      | 1,124 tons     |

### PRESERVATION OF EGGS IN GERMANY.

Consul General Guenther, of Frankfort, June 4, 1901, sends the following extracts

from an article on the results of experiments in preserving eggs, which appeared in a recent issue of a technical journal :

Four hundred fresh hen eggs were subjected to the action of different substances for a period of eight months. At the expiration of that time it was found that the eggs which had been put into salt brine were all spoiled; that those which had been wrapped in paper were 80 per cent. bad, and that a like percentage of those which had been immersed in a mixture of glycerine and salicylic acid were unfit for use. Of the eggs which had been rubbed with salt, or embedded in bran, or coated with paraffin, 70 per cent. were spoiled; of those subjected to a coat of liquid glass, collodion, or varnish, 40 per cent.; and of those which had been placed in wood ashes or had been painted with a mixture of liquid glass and boracic acid, or a solution of permanganate of potash, only 20 per cent. were bad. Almost all the eggs that had been coated with vaseline, or had been placed in lime-water or in a solution of liquid glass were in good condition.

### CANADIAN PROVISIONS IN ENGLAND.

A cable from London, Eng., says : "American provision importers in London view with dismay the Canadian project to build fast steamers to transport dairy and other perishable produce to British markets. They are strongly of the opinion that unless the United States Department of Agriculture speedily awakes to the seriousness of the situation Americans will be excluded from the British provision trade. Canadian bacon has already practically superseded the American product. This is shown by the statistics of imports. In 1889 Canada sent to England 4,000,000 lb. of bacon, valued at \$384,000. The importation was increased last year to 135,000,000 lb., valued at \$12,750,000."

### THE PROVISION MARKETS.

#### TORONTO.

The abundance of fresh fruits and the extreme heat have combined to limit the sales of all dressed meats to very small compass. This week is, in fact, the dullest of the season in fresh-dressed meats, especially pork. Spring lambs are in fair request. Prices are unchanged throughout, except for dressed hogs, which are 50c. lower. We now quote as follows : Dressed hogs, \$8.50 to \$9.00 per cwt.; sheep, \$6 to \$7 per cwt.; yearling lambs, \$6 to \$8.50 per cwt.; spring lambs, 12 to 13c. per lb.; beef carcasses \$7.50 per cwt. for best and \$6 to \$7 for mediums; hind quarters, 8 to 9c. for best; fore quarters, \$6 for best; calves, \$8 to \$8.50 for best and \$6 to \$7 for mediums.

Both the domestic and the export demands for smoked and salted meats continue steady, and as stocks are moderate prices are firm. We quote : Long clear bacon, 11c. Smoked meats — Breakfast bacon, 14½ to 15c.; rolls, 11½ to 12c.; small hams, 13½c.; medium

hams, 13c.; large hams, 12 to 12½c.; shoulder hams, 11c.; backs, 14c. Barrel pork—Canadian heavy mess, \$19.50 to \$20; Canadian short cut, \$21; lard, tierces, 10¾c.; tubs, 11c.; pails, 11¼c. The good demand and firm price of provisions keeps the live hog market firm at \$7 to \$7.25. Deliveries are fairly good.

#### MONTREAL.

The market for both pork and lard remains firm, and shows no weakening tendency. Some houses have again advanced their price of pure lard to \$2.30 per pail, while others are still quoting \$2.25. We now quote : Heavy Canadian short cut mess pork, \$20.50 to \$21.50; selected heavy short cut mess pork, boneless, \$21.50 to \$22.50; family short cut back pork, \$20.50 to \$21.50; heavy short cut clear pork, \$20 to \$21.50; hams, 13c.; bacon, 14c.; lard, pure Canadian, \$2.30 per pail; refined lard compound (Fairbank's), \$1.88 for 1 to 24 pails; \$1.86 for 25 to 49 pails; \$1.82 for 50 pails and over; Snow White and Globe compound, \$1.65 per pail; Cottolene, 9¼c. per lb. in tierces, and 10¼c. in 20 lb. pails and 10c. in 50 lb. boxes, for Quebec.

#### ST. JOHN, N.B.

Barrelled goods are quiet. Prices are firm, particularly in pork. In smoked meats prices are high. Hams have a fair sale. Lard is still high. The local market is well supplied.

#### NEW YORK

In New York, the exporters are buying mess pork moderately at firm prices. A quiet market prevails here for Western lard. The city lard is bought up close to offerings by shippers or refiners. The continent business in refined lard is of a conservative order. The city cutters are getting ¼ to ½c. more money for bellies, with 12 lb. loose pickled now selling at 10c.; the accumulations are moderate after very good demands from the mining regions. There are freer sales of pickled shoulders and hams, with no trouble found in sustaining strong prices.—National Provisioner.

## EGGS, BUTTER, CHEESE, ETC.

CONSIGNMENTS SOLICITED.

Write us when you have Eggs and Butter to offer. Cases supplied.

The J. A. McLean Produce Co., Limited,  
77 Colborne St., TORONTO.

## SMOKED MEATS PURE LARD

Our "MAPLE LEAF" brand is unexcelled.

We are large dealers in EGGS and BUTTER. WRITE US.

D. GUNN, BROTHERS & CO.

Pork Packers and Commission Merchants  
76-78-80 Front St. E. - - TORONTO





All the up-to-date are  
selling

REGISTERED  
*Bow Park*  
BRAND

**Sweet Pickles**

Are you?

Better write us for quotations, or your wholesaler will give them to you.

Prepared by  
**Shuttleworth & Harris,**  
BRANTFORD, ONT.

# BREAKFAST BACON.

REGISTERED  
*Bow Park*  
BRAND  
**BACON**

is pleasing more people every day and hundreds of people will have no other. If you want to sell a delicious bacon that will satisfy your customers, write us at once for a price list.

**The Brantford Packing Co.**  
BRANTFORD, ONT. LIMITED

## Sugar-Cured MEATS

are high and will be high in price during the summer. We can give you a good selling line of

**SHOULDERS**

at reasonable prices. These are Sugar-Cured, Mild, and cut up well, in place of the higher-priced Hams.

**F. W. FEARMAN CO.**

Limited  
Pork Packers, Lard Refiners,  
Butter and Cheese Dealers,  
Hamilton, Ont.

**THE CANADIAN PACKING CO.**  
LONDON, ONT.



GUARANTEED CHOICE AND PURE.  
**GOLD MEDAL, PARIS 1900.**  
Please order goods through your wholesale house.

## CRANSTON'S DUE BILLS.

For village, town and city merchants no invention of modern trade requisites is more useful than Cranston's trade due bills, manufactured by J. K. Cranston, Galt, Ont. These trade due bills are designed to lessen labor and correct the evils of the produce and credit business. They are made of fine, durable, colored cardboard in 1, 5, 10, 25, 50c. and \$1 styles, or currency denominations. In exchanging produce they are extremely useful. Also the merchant who has customers to whom he has been granting credit, charging up each item, whether the amount be 1c. or 50c., making out statements and arranging settlements, and having the annoyance of disputed accounts and losses caused by forgetting to make charges when extremely busy, etc., simply issues to his customers due bills covering the amount such customer will probably want credit for, and charges this amount in one single item, and when settlement is made, by giving an attractive discount, you get cash in advance, and thus both are benefited. In the meantime, the due bills are used by the customers in buying supplies, paying for purchases same as paying cash. Merchants who have used these due bills say that they find them economical, useful and convenient, and also that customers like them, and trade increases by their use.

## WALLACEBURG BEET SUGAR CO.

The organization of the Wallaceburg, Ont., Beet Sugar Co. has been completed. On Wednesday last week the organization meeting was held in J. S. Fraser's office and within half an hour the entire amount of stock, \$300,000, was subscribed. The factory is to cost \$600,000, and will be bonded for balance of amount required. Among those present at the meeting and who are all heavy stockholders, were: B. Boutell, H. Gillett, Dr. John McLurg, Selwyn Eddy, H. B. Smith, Charles Moore, David LeFavour, W. Starkley and G. W. McCormick, of Bay City; Capt. Forbes, of Port Huron; Capt. J. W. Steinhoff, D. A. Gordon and J. S. Fraser, of Wallaceburg.

D. A. Gordon was elected president, B. Boutell, vice-president, and H. B. Smith, treasurer. Ten directors constitute the Board, four of whom, Messrs. Steinhoff, Gordon and Fraser, with one to be chosen, are from Wallaceburg.

It is intended to have the building erected before winter begins.

Metcalf & Son, oatmeal millers, Portage la Prairie, Man., are erecting a brick warehouse for storing rolled oats.

# We are always improving—

All our lines are of first-class quality  
and have bright catchy labels.

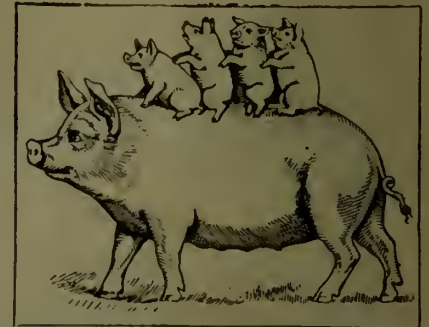
## 60 Varieties

### They're Clark's.

### They're Right.



**LARD** Guaranteed  
**PURE.**



**BACON and  
HAMS**

of the Best Quality.

**THE FARMERS' CO-OPERATIVE PACKING CO.**  
OF BRANTFORD, LIMITED.

# Canadian Bacon.

## THE BEST QUALITY

**OUR BRANDS**

meet the requirements of the  
most exacting trade.

**MILD CURED  
FULL FLAVORED  
CAREFULLY SELECTED  
ALWAYS RELIABLE**

**PEA FED WILTSHIRE CUT  
LONG RIB CUT  
CUMBERLAND CUT  
LONG CUT HAMS**

**The Park, Blackwell Co., Limited**  
Packers and Exporters. **TORONTO, CANADA.**

London Agents: Messrs. Miller Bros.  
16 Tooley St.

Liverpool Agents: Messrs. W. P. Sinclair & Co.  
12 North John St.



# Ceylon and Indian Teas— Black or Green.

**The Black Teas** were introduced into Canada only a few years ago. Reflect how they have gained in popularity yearly and consider the present consumption.

**The Green Teas** are still quite a novelty, but have already made their mark and merit all success. They are made expressly to meet the tastes of those who do not drink Black Tea.

In addition to their unquestioned merits, remember how they are advertised—See the daily papers.

Ceylon Greens are for sale in Montreal by—

Messrs. Carter, Galbraith & Co.

“ L. Chaput, Fils & Cie.

“ Laporte, Martin & Cie.

“ E. D. Marceau.

“ “Ozo” Tea Co.

## A CHANGE IN PURE GOLD.

Thos. B. Greening & Co., Hamilton, have sold out their business to Balfour, Stewart & McLaren, of the same city. Mr. Greening has bought out the interests of the late Mr. Jardine in The Pure Gold Manufacturing Co., Limited, Toronto, and at the beginning of next year will be actively identified with that company as its president. Mr. R. A. Donald will continue as partner and general-manager, and, in other respects, the business of the company will be conducted as formerly.

A site has been bought on Wellington place, Toronto, whereon a larger factory than their present one will be erected, and the business will be generally extended. The union of Mr. Greening's interests and that of The Pure Gold Manufacturing Co., Limited, is considered as likely to be one of much power and influence.

The firm which succeed Thos. B. Greening & Co. in Hamilton is composed of Walter Balfour and Robert Stewart, who have had many years' experience in the tea and coffee business, and are well known to the trade, and Henry E. McLaren, who will attend to the firm's finances.

## THE CAPSTAN CO'S NEW QUARTERS.

The Capstan Manufacturing Co., formerly of Collingwood, has removed their business and manufacturing plant to Toronto, and are now installed in their new premises at 50 Jarvis street. This company is favorably known to the grocery trade of Ontario, and their large number of customers in the Province will be glad to learn that increased sales of the popular "Capstan" brands of goods manufactured by them have necessitated their removal to a larger shipping centre than the flourishing northern town of Collingwood.

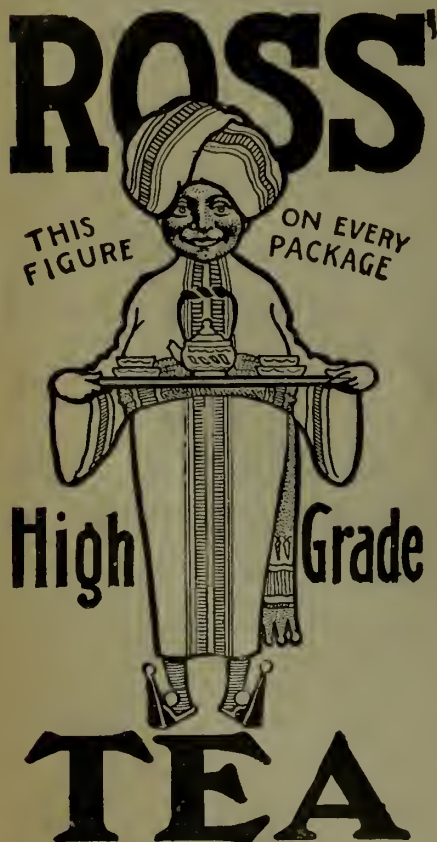
CANADIAN ADVERTISING is best done by THE E. DESBARATS ADVERTISING AGENCY, MONTREAL.

Any Shape, all Processes, for any purpose, from 1 to 17 Colors.

## LABELS

STOCK LABELS for Maple Syrup, Preserves, Liquor, etc.

LEVY & CO., 19 Leader Lane. TORONTO.



THE ORIGINAL PURE CEYLON.

It seems strange in face of all the claims that have been made, that it was left for us to put up the first pure Ceylon tea. No doubt there will be many follow us, but we want to impress on the trade generally that Ross' High-Grade Ceylon Tea is the only absolutely pure Ceylon tea on the market.

All others, without exception, are mixed with China and India teas.

Ross' High-Grade Ceylon Tea is put up in one grade only, the highest, packed in 5, 10, 25 and 50c. packages, black, green and mixed.

The 25c. package contains 10 ounces, the 50c. package contains 20 ounces, of the finest tea you can buy in any shape or form.

THE ROSS TEA CO. - - - TORONTO.

Owing to the increased demands on us by the grocery trade, who recognize the worth and selling qualities of

## "Capstan" Brand

grocery articles, we have been compelled to remove our manufacturing plant to larger premises and a better shipping centre.

We are now installed in our new factory at 50 Jarvis Street, Toronto, where we can meet your demands favorably.

The Capstan Mfg. Co., formerly of Collingwood, Ont.



## Aluminum Coins and Due Bills.

Made in colored Card and Board. Once used never discarded. Also made in Aluminum or Brass for Bakers' and Milkmen.

Boon for Merchants.  
The Cranston Trade Due Bill.

Our Due Bill System simplifies trade, makes the produce business a source of pleasure, profit and a means of advertising that is most valuable. Farmers like the Due Bill Coin almost as much as cash. They make new customers for the merchant. Made in 1c., 5c., 10c., 25c., 50c. and \$1.00 sizes. Price in Colored Card style, \$5.00 per 1,000, \$8.50 per 2,000. Price in Aluminum or Brass (assorted)

sizes) first thousand \$21.00; second thousand \$18.00; third thousand \$17.00. Send 2c. for sample.

J. K. CRANSTON, GALT, ONT.



THE TIME TO INSURE IS

**NOW**

While you are WELL, STRONG and INSURABLE

The **Confederation Life**

ASSOCIATION issues policies on all approved plans of Insurance, and is a prosperous and progressive Canadian Company.

PROTECTION FOR YOUR FAMILY.

PROFITABLE INVESTMENT FOR YOURSELF.

Pamphlets and full information sent on application.

Hon. Sir W. P. Howland, K.C.M.G., C.B., - - President.  
W. H. Beatty, Esq., W. D. Matthews, Esq., - Vice-Presidents.

W. C. MACDONALD,  
ACTUARY.

J. K. MACDONALD,  
MANAGING DIRECTOR.

HEAD OFFICE, - - - TORONTO.



# JAPAN TEA

---

Japan Tea is the highest priced tea on the Canadian or American markets to-day, and this after years of acquaintance on the part of the public. What then must we deduce from this—Japan Tea has proven itself to be the best tea obtainable. If people are willing to show a preference for it in this way, **it is not likely to be displaced very easily.**

Every pound is inspected before shipment.

Every pound is pure Japan Tea.

Every pound is clean.

It is the “commanding officer” of the tea market—it leads—others follow.

---

# JAPAN TEA

## MANITOBA MARKETS.

WINNIPEG, July 3, 1901.

THE week has been fine with the exception of a very heavy rainstorm Tuesday evening. The storm broke about 8 p.m. and lasted until 3 a.m. Wednesday, and during that time more rain fell than even the "oldest inhabitant" remembers falling in a like period of time; in fact, for a time it was such a deluge that the city sewers could not carry it away, and it was backed up on some of the basements to a depth of two feet and on the streets to a depth of several inches. Although the storm covered a large section of the Province and was accompanied by severe thunder and lightning, with slight downfall of hail in some parts, no reports of serious damage have come to hand, and the crop prospects still continue all that could be desired.

Trade has been excellent all the week, and more than one wholesale house is expressing surprise at the amount of money coming in, and state that paper is being well met at the banks. This increase in the circulation of money is due to the good price realized by farmers for their stockers, the cash being paid by creameries to the farmers, and the general activity in all lines of farm produce.

FLOUR—This market is fairly active, but shows a drop of 5c. per sack on almost all grades, owing, no doubt, to the weakness of wheat prices. Lake of the Woods Milling Co., Five Roses, \$2; Red Patent, \$1.85; Medora, \$1.40; XXXX, \$1.10 per 98 lb. sack. Ogilvie Milling Co., Hungarian Patent, \$2; Glenora, \$1.85; Alberta, \$1.65; Manitoba, \$1.50; Imperial XXXX, \$1.10.

CEREALS—The demand in this market is normal and without change of price. Rolled oats, which is the line showing heaviest sales, are firm at \$2.05.

EVAPORATED AND DRIED FRUITS—Evaporated apples are scarce and firm in price. Several sales were made this week at 8c. Dried are also firm, but the demand is slight. Quotations are 6 to 6½c. All reports go to show that the apricot crop is short, and prices will be high. The opening price here will be 14c. this year, as against 9½c. a year ago. Peaches are not yet quoted up, but the crop is reported to be abundant. Prunes also will be cheap. A large quantity of last year's crop is still in the dealers' hands, and this season's crop is very abundant.

CANNED GOODS.—The new pack of strawberries is expected on this market in a few days. The reports from Ontario indicate a liberal crop, and the opening price will be \$3.25. Raspberries will prob-

ably open about \$3.15. Vegetables are not yet quoted, but, no doubt, peas will be quoted in a few days. Last season's goods are selling well and old stocks will be pretty well cleaned up by the arrival of new goods. Standard packs are maintaining prices well, but there is a great variety of quotations for other packs.

GREEN FRUITS—This market is active in all lines. We quote: Peaches, \$2.00; plums, \$2.25; apricots, \$2; cherries, \$2; Ontario strawberries, \$3.50 per crate; pines, \$2.50 and \$2.75 per doz.; fancy bananas, \$2.75 to \$3.25 per bunch; lemons, \$5.50; oranges, \$3.50 to \$4.75.

VEGETABLES—The first new potatoes are in, and quoted at 4c. per lb.; new beets and carrots, 75c. per doz. bunches; cauliflower, 85c. per doz.; cabbage, 4c. per lb.; asparagus, 60c.; cucumbers, \$1 per doz.

CURED MEATS—This market is without change of any kind. Prices are firm and demand fair.

BUTTER—Creamery, 15½ to 16c. Supply is large. Dairy is abundant and prices firm at 10 to 13c., according to grade.

CHEESE—Market is good and prices have ranged from 8 to 8½c. Produce houses are predicting lower prices, but it would seem that prices should remain firm, especially during present scarcity of boxes.

EGGS—Supply is fair, and price 10½c. delivered Winnipeg.

## NOTES.

Mr. J. J. Codville, of the firm of Codville, & Co., left this week for his summer home at St. Patrick's, Quebec.

Mr. Kenneth J. Johnston, of Bright & Johnston, wholesale fruiterers, left this week with his wife and family to visit his old home in St. Catharines and the Pan-American Exposition. While in the East he will interview a number of Ontario fruit growers with reference to shipments of Ontario fruit to this market.

Mr. D. M. Hirne, city traveller for Campbell Bros. & Wilson, has left on a long vacation tour, which will embrace a visit to the Glasgow Exposition. Just as his train pulled out a number of his friends who had gathered to wish him bon voyage, handed him a box of choice cigars and a purse containing \$50 in gold.

Mr. W. B. Buckley, of the Gatehead Mills, Delph, England, is a visitor in the city this week, returning from a year's trip around the world. Although the mills of Wm. Buckley, sr., are devoted to shawls and woollens, Mr. Buckley has made it his business to inquire into the status of all classes of British manufactures in the colonies. He left Monday for the east and will visit Toronto, Montreal and other points.

## BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

A MEETING of the creditors of C. F. Avard & Son, general merchants, Great Shemong, N.B. has been held. Alderis Lacombe, grocer, Montreal, has assigned.

G. Charette, general merchant, St. Marie de Blandford, Que., has assigned.

J. C. Downs & Co., grocers, Stanstead, Que., are offering to compromise.

John Parker, general merchant, Dunbarton, Ont., has assigned to D. H. Ward.

Bilodeau & Chalifoux have been appointed curators of Oscar Voisard, grocer, Hull, Que.

H. L. Salmon, tobacconist, Victoria and Vancouver, has compromised at 50c. on the dollar.

C. J. Belanger, general merchant, Portneuf (Saguenay), Que., is offering 40c. on the dollar.

## PARTNERSHIPS FORMED AND DISSOLVED.

Fair & Naien, general merchants, Watson's Corners, Ont., have dissolved, each continuing alone.

P. Massicotte & Co., grocers, etc., Montreal, have dissolved, and Therese Massicotte has registered as proprietress.

John A. Scott and Clara J. McClung have registered partnership under the style of Miller, Scott & Co., provision dealers, etc., Victoria.

## SALES MADE AND PENDING.

R. J. Riddell, general merchant, Hyndford, Ont., has sold out.

The assets of J. H. Ledoux, grocer, Montreal, have been sold.

C. H. Schleacow, grocer, etc., Ottawa, is offering his business for sale.

Geo. P. Leitch, general merchant, Spry, Ont., is advertising his business for sale.

The assets of A. Lamontagne, Confectioner, Quebec, are to be sold on July 10.

The stock of H. A. Bigham, grocer, etc., Culloden, Ont., has been sold at 51c. on the dollar to Wm. Barnard.

A. Cote & Fils, general merchants, St. Fabien, Que., have sold their stock to Bellevance & Frere at 62c. on the dollar.

## CHANGES.

Keeler & Constance, general merchants, Mount Sicker, B.C., are out of business.

E. N. Sicotte, fruiterer and confectioner, St. Pierre, Man., has removed to La Rochelle.

J. W. Robinson, general merchant, Ospringle, Ont., has been succeeded by A. J. Currie.

Wm. Laidlaw, general merchant, Durham, Ont., has been succeeded by James Ireland.

Mongeau & Frere, grocers, St. Henri de Montreal, Que., have been succeeded by Juneau & Fessier.

## FIRES.

Morrison & McCormack, grocers, etc., Bridgeport, N.S., have been burned out.



# LARD



Orders can be filled by any of the leading jobbers in Canada or direct.

No hog lard is as pure and wholesome as Fairbank's "Boar's Head" Standard Refined Lard Compound. This brand is the oldest on the market, commanding the preference of consumers everywhere.

Fairbank's "Boar's Head" Standard Refined Lard Compound commands a better price than hog lard at times when hog lard is cheap; at present our "Boar's Head" Brand is sold at 1½c. to 2c. per lb. less than hog lard.

Fairbank's "Boar's Head" Standard Refined Lard Compound is composed chiefly of vegetable oil, and on account of its purity and wholesome quality is preferred to hog lard by those who have tried it. It will go further in cooking than any hog lard.

Write for quotations on Fairbank's "Boar's Head" Standard Refined Lard Compound. It will give satisfaction to your trade and increase your profits. We guarantee the quality.

Fairbank's "Boar's Head" Standard Refined Lard Compound is packed in the following sizes:

|             |   |          |            |   |         |
|-------------|---|----------|------------|---|---------|
| Tierces     | - | 400 lbs. | Pails, tin | - | 10 lbs. |
| Boxes       | - | 50 lbs.  | " "        | - | 5 lbs.  |
| Pails, wood | - | 20 lbs.  | " "        | - | 3 lbs.  |
| " tin       | - | 20 lbs.  |            |   |         |

## THE N. K. FAIRBANK COMPANY

Wellington and Ann Sts., MONTREAL, QUE.

**COX'S GELATINE** Always Trustworthy  
ESTABLISHED 1725.

Agents for Canada:

C. E. COLSON & SON, Montreal.

D. MASSON & CO., Montreal.

ARTHUR P. TIPPET & CO.,  
Toronto, St. John, N.B., and Montreal

We are always glad

to receive orders for the insertion of advertisements. But will those who send us "Condensed" or "Want" advertisements please bear in mind that they can only be inserted when cash or stamps accompany the order. The rate is 2c. per word each insertion, numbers and contractions counting as words.

MACLEAN PUB. Co., Limited  
Montreal. Toronto.

**CHAMPION FIRE and BURGLAR-PROOF SAFES**

ESTABLISHED HERE SIXTEEN YEARS.



We sell direct to the user, and save all commissions.

SIXTEEN SIZES IN STOCK.

Our small Safe is the best low-priced safe in the market. GET PRICES, ETC. BEFORE BUYING.

**S. S. KIMBALL,**  
577 Craig Street, - Montreal.

### It Will Pay

you to get our quotations before buying

## MOLASSES

Barbados and Porto Rico.

We are the largest direct importers in New Brunswick.

**BAIRD & PETERS, ST. JOHN, N.B.**

### Clothes

are never injured by using

## VICTORINE

The King of Washing Compounds.

IT IS SOLD EVERYWHERE.

SEND FOR SAMPLE.

**VICTORINE** (Incorporated)  
MONTREAL.

Shipping Packages.

Write for Prices to

Boeckh Bros. & Company,

TORONTO.

The Wm. Cane & Sons Mfg. Co., Limited,  
Mrs., Newmarket, Ont.



## PACKING GOODS FOR FOREIGN MARKETS.

**O**WING to the distance and the change from land to water haul and back again to land haul, the use of proper packages for goods exported from America to European countries has become of vital importance. The matter has received so much attention of late, on both sides of the Atlantic, that United States Consul Fleming, of Edinburgh, in his annual report to the Department of State, goes into the subject comprehensively. The report, though prepared for United States shippers, is of equal importance to Canadian exporters.

In his introductory remarks Consul Fleming points out that severe criticism is heard regarding the style and quality of cheese boxes used. Hams, tobacco, and several other articles are also sent from this side of the Atlantic in inferior packages.

In the following paragraphs taken from the report, the words following the figure (1) denote the more important forms in which an article is shipped, the most common form being stated first. The matter following the figure (2) describes or indicates the method of packing considered by shippers and importers to be the best, or gives the opinion commonly held here regarding the way packing is now done. Where there is practically only one form of package or only one way in which an article is prepared for shipment, the figures are omitted, and the matter relates to the best method of packing or some feature of it, or comments on present methods. I should add that, although the export case universally recognized as the best for all goods requiring special protection from moisture is a tin-lined or zinc-lined case, where the word case is used in these pages, the ordinary wooden case is meant, unless otherwise stated.

**Apples**—1. Barrels, cases, bags, baskets. 2. American apples are generally well packed in the ordinary way, the barrels remaining in fair condition as long as any other, but it is said that the fruit keeps in a better state when shipped in barrels ventilated by small diamond-shaped holes cut in four places in the staves. This is a Dutch idea, and the apples from Holland arrive in a more marketable condition, as a rule, than those from any other country, although the quality is, perhaps, inferior.

**Brooms**—1. Bales, bundles, cases. 2. The importance of stoutly binding bales and bundles must not be overlooked; otherwise, the best handling will not save them from damage.

**Butter**—1. Boxes, tubs, barrels, cases. 2. Danish butter, the standard article here, is shipped in white-pine cubical boxes, each box containing 56 lb., thin paper separating the butter from the wood.

**Cheese**—1. Boxes, cases, barrels, tubs. 2. Boxes of good material should be used in the

cheese trade, and the lids so well fastened that they will not come off in handling at the wharves. Some Canadian shippers of cheese are more careful in this respect than the American shippers.

**Eggs**—It is thought that the cases now used in commerce lack strength, and that a little improvement in this respect would bring profitable results to shippers everywhere.

**Fish**—1. Barrels, bags, bundles, cases, kegs, bales. 2. Nearly all dried fish are properly shipped in bundles made of bagging and mats sewn together. Salted dried fish are best in tin-lined cases. Herrings are generally packed back downward in barrels bound with wood, iron hooped. Fault is found with the fish barrels commonly used here. It is held that they should be bound with iron, not wood.

**Flour**—1. Sacks, barrels. 2. The jute sack is a much better protection than the cotton, as it is stronger. Only winter wheat flour comes in cotton bags. Bakers on this side prefer to have cotton bags for this class of flour, which always comes in half-sacks. But flour dealers say that the cotton bags do not stand the wear and tear in transit so well as jute. The quality of the cotton, however, has been much improved in the last two or three years, importers insisting on getting heavier and stronger sacks, as, when they burst, the millers have had to pay the loss when the inspectors certified that the texture of the cotton was not sufficiently strong; so that, for their own protection, they are now putting flour into more substantial bags.

**Fruit (small)**—1. Boxes, cases, bags, baskets, bales, sieves, barrels, crates, chips. 2. The boxes, cases and baskets in which most of the different varieties of fruits are now received here from the continent and America are quite sufficient for their purposes, but it is suggested that raisins should be packed in heavier boxes than at present, as there is much waste through weak boxes.

**Hams**—1. Barrels, cases, bags. 2. There is more or less complaint that cases of American hams are not substantially bound. They should

be rendered secure enough to withstand very careless usage.

**Handles**—1. Cases, crates, bags, bundles. 2. Handles in any sound case are always secure enough, as are short handles in bags. To put in bundles is poor packing, unless the ends are very firmly bound. Those from America are cased and come in first-rate condition.

**Lard**—1. Tierces, pails, casks, firkins. 2. The oak tierces in which lard comes from America hold about 336 lb. The lard arrives in good condition if there has been no shifting of cargo from rough weather. Lard comes also in 112-lb. casks. The pails, containing 28 lb., are regarded as very neat packages, and they seldom arrive here in bad condition.

**Meat (canned)**—American cases are of first-class material, but occasionally show carelessness or haste in the packing house, being insufficiently nailed or bound together.

**Pig products (feet and heads)**—1. Barrels, tierces, cases. 2. Substantial, iron-bound barrels. These are the kind uniformly used by shippers in Denmark.

**Vinegar**—1. Barrels, cases. 2. Extra care is suggested as necessary in heading up barrels for vinegar. Not a few barrels are defective in the heads, and the loss from leakage at this port is considerable.

Among the exports to the United States last week were 15,260 lb. of "Salada" Ceylon tea.

John McLaughlin, general merchant, Church Point, N.S., is erecting a larger store, as his present premises are too small.

Inspector W. Wilson, of Victoria, condemned as unfit for use 150 cases of imported fruits, principally peaches. They were seized and sent back to the shippers.

The Capstan Manufacturing Co., late of Collingwood, Ont., have removed their offices and plant to Toronto, having secured premises at 50 Jarvis street.

# POPULARITY

is the proof of merit, and no brand has ever achieved popularity so quickly as

# EMPIRE

## SMOKING TOBACCO

In 5 10 and 15c. Plugs.

**EMPIRE costs you only 39 cents, and pays a good profit.**

**EMPIRE is well advertised.**

**EMPIRE is selling well in almost every store from Halifax to Dawson City.**

**EMPIRE is A BIG PLUG FOR LITTLE MONEY**

Made by

**THE EMPIRE TOBACCO CO., LIMITED**  
**MONTREAL, QUE.**



# GILLARD'S PICKLE

IS SOLD BY ALL WHOLESALE GROCERS IN CANADA.

Manufactured from the choicest vegetables and finest English pickling vinegar, it stands to-day THE FINEST PICKLE IN THE WORLD. 12 Gold Medals have been awarded for superior excellence.

## GILLARD'S PICKLE—Cases of 2 Dozen.

5-Case Lots and over - - \$3.20 Per Dozen.  
Less Quantity, - - - 3.30 "

## GILLARD'S SAUCE is a good sauce, none better for gravies, soups, etc.

5-Dozen Lots and over - - \$1.40 Per Dozen.  
Less Quantity - - - 1.50 "

GILLARD & CO., Limited, "The Vintry Works," Walthamstow, London, Eng.



# LICORICE..

We manufacture everything in the Licorice line carried by the Grocery, Drug and Confectionery trades. We might mention—Y. & S. Stick Licorice, plain and corrugated; Acme Licorice Pellets; Y. & S. Licorice Lozenges, in cans or glass jars; A B C Blocks; Purity & Dulce Brand one cent sticks; Bundled Licorice Root; Small Cigars, 300 to box, etc. In PLIABLE LICORICE, Triple Tunnel Tubes, Mint Puff-Straps, Navy Plugs and Golf-Sticks 100 to box; Blow Pipes 200 and 300 to box; Manhattan Wafers, 2 1/2 lb. boxes; Curved Stem Pipes, 200 to box. Write for illustrated catalogue.

YOUNG & SMYLLIE

Established 1845.

BROOKLYN, N.Y.

## THE "GLEANER"

KINGSTON, JAMAICA, B.W.I.

The Newspaper with the Largest Circulation in Jamaica and the West Indies.

Canadian manufacturers, merchants, etc., desiring to do business with this country and introduce their goods in this market, should put an advertisement in "THE GLEANER."

Write for scale of charges, etc., to

THE GLEANER CO.,  
Limited

"Gleaner" Office, . . . KINGSTON, JA.

**WESTERN** Incorporated 1851.  
**ASSURANCE COMPANY**

Fire and Marine

Capital, subscribed \$2,000,000.00  
Capital - - - 1,000,000.00  
Assets, over - - 2,340,000.00  
Annual Income - 2,290,000.00

Head Office: TORONTO, ONT.

Hon. Geo. A. Cox, President. J. J. Kenny, Vice-President  
C. C. Foster, Secretary.



It's Not Only The Men

whom good things please. Ladies enjoy a good cake, bread or bun, as well as any man, and wise grocers will help them in their efforts to excel in their baking by selling Dwight's Cow Brand Soda. Its purity and uniform strength ensure best results.

John Dwight & Co., Toronto and Montreal

Victoria, B.C. Halifax, N.S. St. John, N.B.  
Quebec, P.Q. St. John's, Nfld.

Do not be persuaded to buy any other kind, as the market is now flooded with vile rubbish, most of which contain no Herbs at all, and will not produce the same result. We guarantee ours to be COMPOSED OF HERBS.

**HIRES ROOTBEER** is a tonic as well as a beverage.

Be sure you sell HIRES.

Price may be a little high, but the best pays in the long run.

All Wholesalers keep it.

Here is our PUSH—it deserves yours. Get up and hustle. Send us your order for One Gross Hires Rootbeer Extract, giving your jobber's name through whom you wish it filled, and we will send you One Case (2 dozen bottles) Hires Carbonated Rootbeer, FREE.

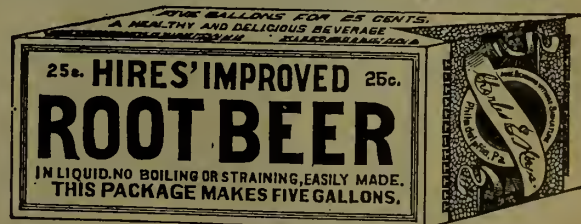
Your gain, \$2.40 besides the freight on the extract.

PRICE TO DEALERS.

One gross Rootbeer Extract, \$24.00 less 10 per cent.  
One dozen " " 2.00 less 5 per cent.

SEND YOUR ORDER TO...

**W. P. DOWNEY**, Sole Canadian Agent,  
20 and 22 St. Peter Street, - MONTREAL.  
Handbills, Showcards, etc., on receipt of Business Card.







How About

Mustard?

and

Laundry Blue?

Are you handling the best, or is your neighbor getting some of your custom?

The live grocer of to-day everywhere sells

KEEN'S

KEEN'S MUSTARD and KEEN'S OXFORD BLUE go hand-in-hand on order sheets.

## Current Market Quotations for Proprietary Articles

July 4, 1901.

Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy. The editors do not supervise them. If a change is made, either an advance or decline, it is referred to in the market reports, as a matter of news, whether manufacturers request it or not.

### BAKING POWDER.

|                                    |               |  |
|------------------------------------|---------------|--|
| Cook's Friend—                     |               |  |
| Size 1, in 2 and 4 doz. boxes..... | \$ 2 40       |  |
| " 10, in 4 doz. boxes.....         | 2 10          |  |
| " 2, in 6 ".....                   | 80            |  |
| " 12, in 6 ".....                  | 70            |  |
| " 3, in 4 ".....                   | 45            |  |
| Pound tins, 3 doz. in case.....    | 3 00          |  |
| 12 oz. tins, 4 ".....              | 1 10          |  |
| 5 lb. tins, 1/2 ".....             | 4 00          |  |
| Diamond— W. H. GILLARD & CO.       |               |  |
| 1 lb. tins, 2 doz. in case.....    | per doz. 2 00 |  |
| 1/2 lb. tins, 3 ".....             | 1 25          |  |
| 1/4 lb. tins, 4 ".....             | 0 75          |  |

### IMPERIAL BAKING POWDER.

| Cases Contain. | Sizes of Cans. | Per Doz. |
|----------------|----------------|----------|
| 4 doz.         | 10c.           | \$0 85   |
| 3 "            | 6-oz.          | 1 75     |
| 2 and 3 doz.   | 12-oz.         | 3 40     |
| 2 and 1 3 doz. | 16-oz.         | 4 35     |
| 1 doz.         | 2 1/2-lb.      | 10 40    |
| 1/2 and 1 doz. | 5-lb.          | 19 50    |

### MAGIC BAKING POWDER.

| Cases Contain. | Sizes of Cans. | Per Doz. |
|----------------|----------------|----------|
| 4 doz.         | 4-oz.          | \$0 65   |
| 4 "            | 6-oz.          | 1 00     |
| 4 "            | 8-oz.          | 1 80     |
| 4 "            | 12-oz.         | 1 50     |
| 4 "            | 16-oz.         | 1 80     |
| 1 "            | 2 1/2-lb.      | 4 50     |
| 1 "            | 5-lb.          | 7 75     |

### JERSEY CREAM BAKING POWDER.

|                               |      |
|-------------------------------|------|
| 1/4 size, 5 doz. in case..... | 40   |
| 1/2 size, 4 doz. in case..... | 75   |
| " 3 " ".....                  | 1 25 |
| " 2 " ".....                  | 2 25 |

### BLACKING.

|                              |        |
|------------------------------|--------|
| COONEY'S                     |        |
| Boxes, each 4 doz.....       | \$1 50 |
| SHOE POLISH.                 |        |
| HENRI JONAS & Co. Per gross. |        |
| Jonas'.....                  | \$9 00 |
| Froments.....                | 7 50   |
| Military dressing.....       | 24 00  |

### BLUE.

|                                                                                             |        |
|---------------------------------------------------------------------------------------------|--------|
| Keen's Oxford, per lb.....                                                                  | \$0 17 |
| in 10 box lots or case.....                                                                 | 0 16   |
| Reckitt's Square Blue, 12-lb. box.....                                                      | 0 17   |
| Reckitt's Square Blue, 5 box lots.....                                                      | 0 16   |
| Nixey's "Cervus" in squares, 1 oz., in bags 1/2 and 1 oz. and in pepper boxes, 2c. and 10c. |        |
| Cooney's Royal Windsor, per gross.....                                                      | 4 80   |
| Universal, bag, per gross.....                                                              | 4 80   |

### BLACK LEAD.

|                                                                            |      |
|----------------------------------------------------------------------------|------|
| Reckitt's per box.....                                                     | 1 15 |
| Box contains either 1 gro., 1 oz. size: 1/2 gro., 2 oz. or 1/4 gro., 4 oz. |      |
| Nixey's Refined 1d. 2d. and 1c. pkts.                                      |      |
| " Silver Moonlight 5 and 1c. pkts.                                         |      |
| " Nixelene Paste 1d 2 1/2 d. 5d. size.                                     |      |
| Nixey's Jubilee, round in 1 and 2 oz. blocks.                              |      |
| Cooney's Universal, per gross.....                                         | 4 80 |

### CORN BROOMS

| BOEKH BROS & COMPANY              | doz. net |
|-----------------------------------|----------|
| Bamboo Handles, A, 4 strings..... | 4 35     |
| " B, 4 strings.....               | 4 10     |
| " C, 3 strings.....               | 3 85     |
| " D, 3 strings.....               | 3 60     |
| " E, 3 strings.....               | 3 35     |
| " G, 3 strings.....               | 3 10     |
| " I, 3 strings.....               | 2 85     |

### BISCUITS.

|                                                                                |                           |
|--------------------------------------------------------------------------------|---------------------------|
| PEEK, FREN & CO.                                                               |                           |
| Metropolitan mixed.....                                                        | 40 lb. tins 10c.          |
| Florence Wafers.....                                                           | 8 lb. tins 36c.           |
| Venice Wafers.....                                                             | 8 lb. tins 36c.           |
| Florence Wafers.....                                                           | Small tins \$3.70 per doz |
| CARR & CO., LIMITED.                                                           |                           |
| Frank Magor & Co., Agents.                                                     |                           |
| Cafe Nohr.....                                                                 | 0 15                      |
| Ensign.....                                                                    | 0 12 1/2                  |
| Metropolitan mixed.....                                                        | 0 09                      |
| Special price list of Fancy Tins for Xmas trade and other lines on application |                           |

### CANNED GOODS.

#### MUSHROOMS.

|                           |         |
|---------------------------|---------|
| HENRI JONAS & Co.         |         |
| Mushrooms, Rionel.....    | \$14 75 |
| " 1st choice Duthell..... | 17 50   |
| " 1st choice Lenoir.....  | 18 50   |
| " extra Lenoir.....       | 20 00   |
| Per case, 100 tins.....   |         |

#### FRENCH PEAS—DELOREY'S

|                     |        |
|---------------------|--------|
| HENRI JONAS & Co.   |        |
| Moyen's No. 2.....  | \$9 00 |
| No. 1.....          | 10 50  |
| 1/2 Fins.....       | 12 50  |
| Fins.....           | 14 00  |
| Trees fins.....     | 15 00  |
| Extra fins.....     | 16 50  |
| Sur extra fins..... | 18 00  |

#### FRENCH SARDINES.

|                      |        |
|----------------------|--------|
| HENRI JONAS & Co.    |        |
| 1/2 Trefavennes..... | \$9 00 |
| 1/2 Rolland.....     | 9 50   |
| 1/2 Delory.....      | 10 50  |
| 1/2 Club Alps.....   | 11 50  |

#### CHOCOLATES & COCOAS.

|                                           |          |
|-------------------------------------------|----------|
| Epps' cocoa, case of 14 lbs., per lb..... | 0 35     |
| Smaller quantities.....                   | 0 37 1/2 |
| CADBURY'S.                                |          |
| Frank Magor & Co., Agents per doz.        |          |
| Cocoa essence, 3 oz. packages.....        | \$1 65   |
| Mexican chocolate, 1/4 and 1/2 lb. pkgs.  | 0 40     |
| Rock Chocolate, loose.....                | 0 40     |
| " 1-lb. tins.....                         | 0 42     |
| Nibs, 11-lb. tins.....                    | 0 35 1/2 |

|                                           |      |
|-------------------------------------------|------|
| Chocolate—FRY'S.                          |      |
| Caracas, 1/4's, 5-lb. boxes.....          | 0 42 |
| Vanilla, 1/4's.....                       | 0 42 |
| "Gold Medal" Sweet, 1/4's, 6 lb. bxs..... | 0 29 |
| Pure, unsweetened, 1/4's, 6 lb. bxs.....  | 0 42 |
| Fry's "Diamond," 1/4's, 14 lb. bxs.....   | 0 24 |
| Fry's "Monogram," 1/4's, 14 lb. bxs.....  | 0 24 |
| Cocoa—per doz.                            |      |
| Concentrated, 1/4's 1 doz. in box.....    | 2 40 |
| " 1 lb. ".....                            | 4 50 |
| " 1 lb. ".....                            | 8 25 |
| Homoeopathic, 1/4's 14 lb. boxes.....     |      |
| " 1/2 lbs. 12 lb. boxes.....              |      |

#### JOHN P. MOTT & CO.'S.

|                                |             |
|--------------------------------|-------------|
| R. S. McIndoe, Agent, Toronto. |             |
| Mott's Broma.....              | per lb 0 80 |
| Mott's Prepared Cocoa.....     | 0 28        |

|                                            |        |
|--------------------------------------------|--------|
| Mott's Homeopathic Cocoa (1/4's)....       | 0 82   |
| Mott's Breakfast Cocoa (in ins)....        | 0 40   |
| Mott's No. 1 Chocolate.....                | 0 80   |
| Mott's Breakfast Chocolate.....            | 0 28   |
| Mott's Caracac Chocolate.....              | 0 40   |
| Mott's Diamond Chocolate.....              | 0 23   |
| Mott's French-Can. Chocolate.....          | 0 18   |
| Mott's Navy or Cooking Chocolate.....      | 0 28   |
| Mott's Cocoa Nibs.....                     | 0 35   |
| Mott's Cocoa Shells.....                   | 0 05   |
| Vanilla Sticks, per gross.....             | 0 90   |
| Mott's Confectionery Chocolate.....        | 0 21   |
| Mott's Sweet Chocolate Liquors.....        | 0 19   |
| COWAN COCOA AND CHOCOLATE CO.              |        |
| Hygienic Cocoa, 1/2 lb. tins, per doz..... | \$3 75 |
| Cocoa Essence, 1/2 lb. tins, per doz.....  | 2 25   |
| Soluble Cocoa, No. 1 bulk, per lb.....     | 0 20   |
| Diamond Chocolate, 12 lb. boxes.....       | 0 25   |
| Royal Navy Chocolate, 12 lb. boxes.....    | 0 30   |
| Mexican Vanilla Chocolate, 12 lb. bxs..... | 0 35   |

#### CHEESE.

|                                        |        |
|----------------------------------------|--------|
| Imperial—Large size jars, per doz..... | \$8 25 |
| Medium size jars.....                  | 4 50   |
| Small size jars.....                   | 2 40   |
| Individual size jars.....              | 1 00   |
| Imperial Holder—Large size.....        | 15 00  |
| Medium size.....                       | 12 00  |
| Small size.....                        | 1 40   |
| Roquefort—Large size, per doz.....     | 2 41   |
| Small size.....                        | 1 40   |
| Paragon—Large size, per doz.....       | 8 25   |
| Medium size.....                       | 4 50   |
| Small size.....                        | 2 40   |
| Individual size.....                   | 1 00   |

#### ROBERT GREIG & CO., AGENTS, TORONTO.

|                   |      |      |         |
|-------------------|------|------|---------|
| After Dinner..... | 2 40 | 4 25 | \$18 60 |
| Devilled.....     | 2 65 | 4 75 | ....    |

#### COFFEE

|                    |              |
|--------------------|--------------|
| JAMES TURNER & CO. |              |
| Mexico.....        | per lb. 0 32 |
| Damascus.....      | 0 28         |
| Calro.....         | 0 20         |
| Sirdar.....        | 0 17         |
| Old Dutch Rio..... | 0 12 1/2     |

#### CLOTHES PINS

|                                                           |      |
|-----------------------------------------------------------|------|
| BOEKH BROS. & CO.                                         |      |
| Clothes Pins (full count), 5 gross in case, per case..... | 0 55 |
| 4 doz. packages (12 to a case).....                       | 0 70 |
| 6 doz. packages (12 to a case).....                       | 0 90 |



# Edwardsburg Silver Gloss Starch.

Your idea may be that all starch is starch and that your customers won't detect even a slight difference in quality. You may think that because there is a cent or two extra profit on "Mushroom" brands (that come and go), you can retain the confidence of your trade—it doesn't pay to trifle with the confidence that a customer has in you and your goods.

Edwardsburg Silver Gloss Starch is as staple as flour. In the name there is the fame of nearly half a century. In the making there is the skill of long experience combined with honesty of purpose and unequalled manufacturing facilities. Edwardsburg Silver Gloss Starch represents the highest type of perfection there is or can be in starch. Kegs of 100-lbs.—handsome enamelled horse-shoe tins holding 6-lbs.—handsome 1-lb. packages that give a touch of life and color and "go" to a grocer's shelves.

## Edwardsburg Starch Co'y, Limited

Established 1858.

164 St. James Street,  
Montreal.

Works,  
Cardinal, Ont.

53 Front Street East,  
Toronto.

# DUNN'S PURE MUSTARDS

GIVE UNBOUNDED SATISFACTION.

The reason is—They are profitable to dealers and satisfying to consumers.

### EXTRACTS.

| HENRI JONAS & Co. Per gross.                |        |
|---------------------------------------------|--------|
| 1 oz. London Extracts .....                 | \$6 00 |
| 1 oz. " " (no corkscrews) .....             | 5 50   |
| 2 oz. " " .....                             | 9 00   |
| 1 oz. Spruce essence .....                  | 6 00   |
| 2 oz. " " .....                             | 6 00   |
| 2 oz. Anchor extracts .....                 | 12 00  |
| 4 oz. " " .....                             | 21 00  |
| 8 oz. " " .....                             | 36 00  |
| 1 lb. " " .....                             | 70 00  |
| 1 oz. Flat, Anchor extracts .....           | 9 00   |
| 2 oz. Square " .....                        | 18 00  |
| 2 oz. Square " .....                        | 21 00  |
| 4 oz. " " (corked) .....                    | 36 00  |
| 8 oz. " " .....                             | 72 00  |
| 4 oz. " glass stop extracts .....           | 3 50   |
| 8 oz. " " .....                             | 7 00   |
| 2 1/2 oz. Round quintessence extracts ..... | 2 00   |
| 4 oz. Jockey decanters .....                | 3 50   |

### FOOD.

| per doz.                                    |      |
|---------------------------------------------|------|
| Robinson's Patent Barley 1/2 lb. tins ..... | 1 25 |
| " " " 1 lb. tins .....                      | 2 25 |
| " " " Groats, 1/2 lb. tins .....            | 1 25 |
| " " " 1 lb. tins .....                      | 2 25 |

### GILLETT'S POWDERED LYE.

doz. in case .....

### JAMS AND JELLIES

| SOUTHWELL'S GOODS. per doz. |      |
|-----------------------------|------|
| Frank Magor & Co., Agents.  |      |
| Orange Marmalade .....      | 1 50 |
| Clear Jelly Marmalade ..... | 1 80 |
| Strawberry W. F. Jam .....  | 2 00 |
| Raspberry " " .....         | 2 00 |
| Apricot " " .....           | 1 75 |
| Black Currant " " .....     | 1 85 |
| Other Jams, W. F. .....     | 1 55 |
| Red Currant Jelly .....     | 2 75 |

### Jams— T. UPTON & Co.

|                                                 |          |
|-------------------------------------------------|----------|
| 1-lb. glass jars 2 doz. in case, per doz .....  | \$1 00   |
| 5-lb. tin pails, 8 pails in crate, per lb ..... | 0 06 1/4 |
| 7-lb. wood pails, 6 " " .....                   | 0 06 1/4 |
| 14-lb. wood pails, per lb .....                 | 0 06 1/4 |
| 30-lb. " " .....                                | 0 06 1/2 |
| Jellies—                                        |          |
| 1-lb. glass jars, per doz. ....                 | \$1 00   |
| 7-lb. wood pails, per lb. ....                  | 0 06 1/4 |
| 14-lb. " " .....                                | 0 06 1/4 |
| 30-lb. " " .....                                | 0 06 1/4 |

### KNIFE POLISH.

Nixey's "Cervus" 6d. and 1s. tins  
For price list and sliding scale apply W. G.  
Nixey 12 Soho Sq. London, Eng.

### LICORICE.

### YOUNG & SMYLYE'S LIST.

|                                                       |        |
|-------------------------------------------------------|--------|
| 5-lb. boxes, wood or paper, per lb. ..                | \$0 40 |
| Fancy boxes (36 or 50 sticks) per box ..              | 1 25   |
| " Ringed" 5 lb. boxes, per lb. ....                   | 0 40   |
| " Acme" Pellets, 5 lb. cans, per can ..               | 2 00   |
| " Acme" Pellets, fancy boxes (40) per box ..          | 1 50   |
| Tar, Licorice and Tolu Wafers, 5 lb. cans, per can .. | 2 00   |
| Licorice Lozenges, 5 lb. glass jars ..                | 1 75   |
| " " 20 5 lb. cans ..                                  | 1 50   |
| " Purity" Licorice 10 sticks ..                       | 1 45   |
| " " 100 sticks ..                                     | 0 75   |
| Dulce, large cent sticks, 100 lb. box ..              |        |

### MUSTARD.

### COLMAN'S OR KEENS.

|                                       |        |
|---------------------------------------|--------|
| D. S. F., 1/2 lb. tins, per doz. .... | \$1 40 |
| " " 1 lb. tins, " .....               | 2 50   |
| " " 1 lb. tins, " .....               | 5 00   |

|                                    |      |
|------------------------------------|------|
| Durham, 4 lb. jars, per jar .....  | 0 75 |
| 1 lb. " " .....                    | 0 25 |
| F. D., 1/2 lb. tins, per doz. .... | 0 85 |
| " " 1/2 lb. tins .....             | 1 45 |

### BAYLE'S PREPARED MUSTARDS.

Robert Greig & Co., Toronto, Agents.  
1/2-lb. jars 1-lb. jars,  
Horseradish .. per doz., \$1 75 \$2 50  
English Sandwich.... " 1 75 2 50

### JONAS' FRENCH MUSTARDS

### HENRI JONAS & Co. Per gross.

|                        |        |
|------------------------|--------|
| Pony size .....        | \$7 50 |
| Imperial, medium ..... | 9 00   |
| Imperial, large .....  | 12 00  |
| Tumblers .....         | 12 00  |
| Mugs .....             | 13 20  |
| Pint jars .....        | 18 00  |
| Quart jars .....       | 24 00  |

### MATCHES.

|                                      |        |
|--------------------------------------|--------|
| Eddy's Telegraph, single cases ..... | \$1 00 |
| " five cases .....                   | 3 80   |
| Telephone, single cases .....        | 3 90   |
| " five cases .....                   | 3 70   |
| Eagle Parlors, single cases, 200s .. | 1 70   |
| " five cases, 200s ..                | 1 60   |
| " single cases, 100s ..              | 1 90   |
| " five cases, 10s ..                 | 1 80   |
| Victoria Parlors, single cases ..    | 3 00   |
| " five cases ..                      | 2 90   |

### MINCE MEAT.

Wetley's Condensed, per gross, net \$12 00  
per case of doz., net..... 3 00

### ORANGE MARMALADE.

### TUPTON & Co.

|                                        |        |
|----------------------------------------|--------|
| 1-lb. glass 2 doz. case, per doz. .... | \$1 00 |
| 7-lb. pails and 5 and 7 lb. tins....   | 0 07   |

### PICKLES.

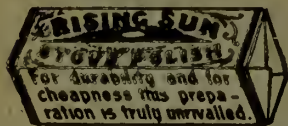
STEPHENS'.  
A. P. Tippet & Co., Agents.  
Patent stoppers (pints), per doz. .... 2 30  
Corked " " (pints), " " 1 90

### BAYLE'S.

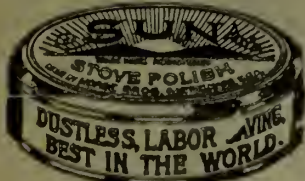
Robert Greig & Co., Toronto, Agents.  
1/2 Pints. Pints.  
Pandora, per doz. .... \$2 15 \$3 60  
Sliced Sweet .....



## STOVE POLISH.



Per gross  
Rising Sun 6-oz. cakes, 1/2-gross box \$8 50  
Rising Sun, 3-oz. cakes, gross box \$4 50  
Sun Paste, 10c. size, 1/2-gross boxes 10 00  
Sun Paste, 5c. size, 1/2-gross boxes 5 00



No 4-3 dozen in case, per gross 4 80  
6-3 dozen in case 8 40

## STARCH.

EDWARDSBURG STARCH CO., LTD.  
Laundry Starches—per lb.  
No. 1 White or Blue, 4-lb. cartons 0 05 3/4  
No. 1 3-lb. 0 05 1/4  
Canada Laundry 0 04 3/4  
Silver Gloss, 6-lb. draw-ild boxes 0 07 1/2  
Silver Gloss, 6-lb. tin canisters 0 07 1/2  
Edwards' Silver Gloss, 1-lb. pkg. 0 07 1/2  
Kegs Silver Gloss, large crystal 0 06 3/4  
Benson's Satin, 1-lb. cartons 0 08  
No. 1 White, bbls. and kegs 0 05  
Benson's Enamel, per box 3 00

Culinary Starch—  
Benson & Co.'s Prep. Corn..... 0 06 1/2  
Canada Pure Corn..... 0 05  
Rice Starch—  
Edwardsburg No. 1 white, 1-lb. cart 0 09 1/2  
Edwardsburg No. 1 White or Blue, 4-lb. lumps..... 0 08  
KINGFORD'S ONTARIO STARCH



(40-lb. boxes, 1-lb. pkgs. 0 08 1/2  
SILVER (6-lb. boxes, sliding covers 0 08  
GLOSS (12-lb. boxes each crates) 0 08  
PURE—40-lb. boxes 1-lb. pack.... 0 07  
48-lb. 16 3-lb. boxes 0 07  
For puddings, custards, etc.

ONTARIO } 40-lb. boxes, 1-lb. packages 0 07 1/2  
CORN STARCH }  
ONTARIO } 38-lb. to 45-lb. boxes, 1/2 STARCH } 6 bundles 0 08  
STARCH IN } Silver Gloss 0 07 1/2  
BARRELS } Pure 0 06 3/4

## BEE STARCH.

Cases, 64 pkgs. 48's..... \$5.00  
Cases, 32 pkgs. 24's..... 2.50  
Packages 10c. each.

BRANTFORD STARCH WORKS, LIMITED.  
Ontario and Quebec.

## Laundry Starches—

Canada Laundry, boxes of 40 lbs. \$0 04 1/2  
Acme Gloss Starch—  
1-lb. cartons, boxes of 40 lbs.... 0 05 1/4  
Finest Quality White Laundry—  
3-lb. canisters, cases of 48 lbs.. 0 05 3/4  
4-lb. " " " " " 0 05 3/4  
Barrels, 175 lbs. .... 0 05  
Kegs, 100 lbs. .... 0 05  
Lily White Gloss—  
1-lb. fancy cartons, cases 30 lbs. 0 07 1/2  
6-lb. toy trunks, 8 in case 0 07  
6-lb. enameled tin canisters, 8 in case 0 07 1/2  
Kegs, ex. large crystals, 100 lbs. 0 06 3/4  
Brantford Gloss—  
1-lb. fancy boxes, cases 36 lbs... 0 08

Canadian Electric Starch—  
Boxes of 40 fancy pkgs, per case 3 00  
Celluloid Starch—  
Boxes of 45 cartons, per case... 3 50  
Culinary Starches—  
Challenge Prepared Corn—  
1-lb. packages, boxes 40 lbs.... 0 05  
No. 1 Brantford Prepared Corn—  
1-lb. packages, boxes 40 lbs.... 0 06 1/2  
Crystal Maize Corn—  
1 lb. packages, boxes 40 lbs.... 0 06 1/2



TEAS.  
SALADA CEYLON.  
Wholesale. Retail

Brown Label, 1's ..... 0 20 0 25  
" " 1/2's ..... 0 21 0 26  
Green Label, 1's and 1/2's..... 0 22 0 30  
Blue Label, 1's, 1/2's, 1/4's and 1/8's.. 0 30 0 40  
Red Label, 1's and 1/2's..... 0 36 0 50  
Gold Label 1/2's..... 0 44 0 60



Ceylon Tea, in 1 and 1/2 lb. lead packages, black or mixed.

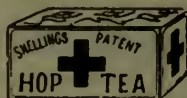
Black Label, 1-lb., retail at 25c.... 0 19  
" " 1/2-lb. " " " 0 20  
Blue Label, retail at 30c..... 0 22  
Green Label " 40c..... 0 28  
Red Label " 50c..... 0 35  
Orange Label, retail at 60c..... 0 42  
Gold Label, " 80c..... 0 55

## CROWN BRAND

Wholesale Retail.

Red Label, 1-lb. and 1/2's..... 0 35 0 50  
Blue Label, 1-lb. and 1/2's..... 0 28 0 40  
Green Label, 1-lb. .... 0 19 0 25  
Green Label, 1/2's..... 0 20 0 25  
Japan, 1's..... 0 19 0 25

## "SNELLINGS PATENT"



English Breakfast Hopped Tea, 29c.; retail, 40c.  
A. Waddell & Co. Agents, Toronto.  
Samples on application.



Cases each 50 1-lb. .... 0 35  
" " 60 1/2-lb. .... 0 35  
" " 30 1-lb. .... 0 35  
" " 120 1/2-lb. .... 0 36



LUDELLA CEYLON, 1's AND 1/2's PKGS.

Blue Label, ..... 0 18 1/2 0 25  
Blue Label, 1/2's ..... 0 19 0 25  
Orange Label, 1's and 1/2's... 0 21 0 30  
Brown Label, 1's and 1/2's... 0 28 0 40  
Brown Label, 1/2's..... 0 30 0 40  
Green Label, 1's and 1/2's... 0 35 0 50  
Red Label, 1/2's..... 0 40 0 60

## TOBACCO.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 3/4's, 5s and 10s.. 0 39  
Royal Oak, 2 x 3, 5s and 10s... 0 32  
Something Good, 7s..... 0 48  
Chewing—Boys, 5s and 10s..... 0 36  
Currency, 13 1/2 oz. bars, spaced 9s.. 0  
Currency, 6s and 10s..... 0 39  
Old Fox, Narrow 10s..... 0 40  
Snowshoe, 10 1/2 oz. bars, spaced 8s 0 44  
Snowshoe, pound bars, spaced 6s.. 0 44  
Snowshoe, 2x4, 6s..... 0 44  
Pay roll, 6s..... 0 44

## WOODENWARE

BOEKH BROS. & COMPANY.

Washboards Leader Globe..... 1 55  
" Improved Globe..... 1 65  
" Standard Globe..... 1 80  
" Solid Back Globe..... 1 90  
" Jubilee (perforated)... 2 10  
" Crown..... 1 45

F.o.b. Toronto.

Matches, Kodak, per case 1200's 9 boxes to packages, 40 packages to case..... 3 30

## YEAST.

Royal yeast, 3 doz. 5c.-pkgs. in case.. 1 00

Mediterranean Fruits  
Granulated and Raw Sugars  
Molasses and Syrups, Glucose, Etc.

Excelsior Macaroni  
White Castile Soap

C. A. CHOUILLOU & CIE.

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(Customs House Sq.)

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IN CAR LOTS.

If open to buy or sell, wire

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If you want good Awnings let us have your order, as we are using the best American stripes; and when you think of going camping, send in your order in advance so we can have it ready for you, as we are busy all the time.

Tents to Rent a Specialty.

THE D. PIKE CO., Limited

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## Soap

"IMPERIAL" and  
"SNOW"

Twin Cakes.

NOW IN STORE.

Perkins, Ince & Co., - Toronto.



C. P. FABIEN

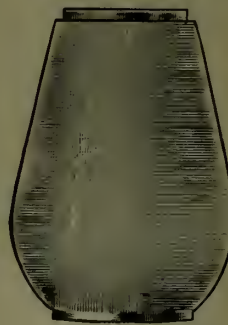
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or Jubilee  
Globes

Aetna or  
Quaker Flint  
Chimneys?



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of WALLACEBURG, Limited

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Limited

Tower Bridge Brewery,  
LONDON, ENG.

FOR English Malt  
Vinegars.

Ontario Agents

John W. Bickle & Greening.  
HAMILTON and TORONTO.

From whom Samples and Prices can be obtained.



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Sticky



Stops the fly in his mad career. Also catches the filthy load he is carrying, thus preventing the danger of contagion.

Long Lasting.  
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it is the best.

WHY?

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2nd. Because the system of circulation of air is perfect.

3rd. Because it is well built.

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This cut represents No. 13.

**W**HOLESAL  
OODWARE,  
ILLOWWARE, **B**ROOMS,  
RUSHES,  
ASKETS.

Wrapping Paper,  
Paper Bags, Cordage,  
Twines, and  
Grocers' Sundries.

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HAMILTON.

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For sale by all  
Wholesale Grocers.

J. HEWITT, Agent

61 Front St. E., TORONTO.

**GRIMBLE'S** English Malt  
Six GOLD Medals **VINEGAR**

GRIMBLE & CO., Limited, London, N.W., Eng.



## WHEAT MARROW.

(REGISTERED)

The pure proteid of wheat. More nourishing than other cereals. Far healthier than meat. The best food for children. : : : : : : : : :

Manufactured by

**THE EXPRESS ROLLER MILLS**

CORNWALL, ONT., CAN.

WM. MACK,  
Proprietor.

McLAREN'S



Is Honest Goods and just the Thing on Which to Make or Extend a Business.

The Best Grocers make a point of Keeping it always in Stock.

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It will pay you to see our line.

Without doubt we have the best line of lamps ever offered to the trade in Canada.

Write for illustrated catalogue and price list or see our traveller.

## GOWANS, KENT & CO.

TORONTO and WINNIPEG.

*When you sell a package of Wethey's Condensed Mince Meat it is an assurance that the purchaser will always demand it in future.*

Sole Manufacturer

### J. H. WETHEY

St. Catharines

# Crosse & Blackwell, Limited

## *Pickles, Sauces, Jams and Preserved Provisions.*

### C. E. COLSON & SON,

### — MONTREAL.

CHAS. F. CLARK, President.

JARED CHITTENDEN, Treasurer.

...ESTABLISHED 1849..

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The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Cans.

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### KNIFE POLISH

### JOHN OAKEY & SONS, LIMITED

MANUFACTURERS OF

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Wellington Mills, London, England.

Agent:

JOHN FORMAN, 644 Craig Street  
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FRIDAYCIRCULATES IN  
EVERY PROVINCE

# THE CANADIAN GROCER

AND  
GENERAL  
STOREKEEPER



## QUALITY..



When a salesman talks price to you

**Ask him about QUALITY**

When he talks quantity . . .

**Ask him about QUALITY**

When he talks merit to you . .

**Ask him about QUALITY**

That's the——

**STRONG POINT**

In

**Colman's Mustard**

# CARR & CO.'S BISCUITS



Do you want a fancy line of Biscuits, something different from the  
**Man across the way?**

We will bring you out an assorted case. State your requirements  
and we will give prices and terms.

## FRANK MAGOR & CO.,

Canadian Agents.

16 St. John Street, MONTREAL

C. E. JARVIS &amp; CO., Vancouver, Agents for B.C.

EVERY JAR OF

# MILLAR'S PARAGON CHEESE

YOU SELL

insures its being demanded again. Just the right cheese for this warm "shirt-waist" weather.

**THE T. D. MILLAR PARAGON CHEESE CO.,**  
INGERSOLL, ONT.

AGENTS—W. H. Dunn & Co., Montreal. A. E. Richards & Co., Hamilton. Joseph Carleton, Windsor. Macdonald, Robertson, Vancouver and Victoria, B.C.



A popular name— **“ROBERTS”**

especially when connected with

**KHAKI BUTTER SCOTCH,** a first class, old-fashioned toffee in new form and package. Sells well with fair profit.

**CANADIAN BUTTER NUTS** are made specially for the Canadian market.

Are pure and wholesome. Made from best materials. Attractive package.

Your customers who want **PURE, RELIABLE** confectionery will appreciate these goods.

**EBENEZER ROBERTS, LIMITED, LONDON, ENG.**

Canadian Agents: **C. E. COLSON & SON, MONTREAL.**

Rotary  
Smoked Beef Shaver  
with Patented  
Self-Sharpening Device



No. 125, 2 Blades, \$18.00  
No. 129, 1 Blade, 18.00

Self-Priming and  
Measuring Pump



No. 97, \$5.50

Auger for above Pump



No. 97, 60 cents

## “ENTERPRISE”

*Rapid Grinding and Pulverizing Mill*

*Fitted with General Electric Co's. 1/2 H. P. Motor*

The Machine is self-contained and is ready for connection to feed wire as shipped from factory

Will be furnished with Motor suitable for all conditions as to Current, Voltage, etc.

### GRINDING CAPACITY

#### FAST SPEED

Granulating 3 pounds of Coffee per minute

#### SLOW SPEED

Granulating 2 pounds of Coffee per minute

Pulverizing 1-2 pound of Coffee per minute

Can be regulated for Fine or Coarse Grinding while Mill is running

Pulverizing Grinders furnished only when so ordered

Illustrated Catalogue Mailed FREE. Order from your Jobber



No. 8712

Height 30 inches Width 18 inches  
Length 22 inches Weight 250 lbs.

Capacity of Iron Hopper  
4 lbs. of Coffee

PRICE ON APPLICATION

*The Enterprise Manufacturing Co. of Pa.*  
*Philadelphia, Pa., U. S. A.*



# Lime Juice

that's All Lime Juice.

It  
Holds  
Trade.

Quality, not quantity, wins trade and **holds** it—a new article sold on the basis of “more for your money” may catch the temporary customer, but do you want a man or a woman to buy once and then stop?

Stower's Concentrated Lime Juice is the pure Juice of West Indian Limes that are cultivated especially for “Stower.” It is **all Lime Juice** down to the last drop in the bottle. Years and years ago it was distinguished from all other Lime Juice because—no musty flavor—no free acid taste—its perfect keeping qualities after the cork is drawn—its great strength, because concentrated. “It holds trade”—it maintains its reputation of the past steadfastly.

**Stower's  
Lime Juice.**

These  
Hold Trade  
Also.

## Maypole Soap Dyes.

A woman dyes and **wins** with that quick, clean, brilliant, fadeless English Home Dye—Maypole Soap. Ask her if she always wins with **Powder Dyes.**

Every cake you sell sells another—hence business grows and quickly too with Maypole Soap Dyes. **All Colors.**

## “Thistle” Brand.

This is the **new** pack from St. Mary's Bay, N.F.—the brand folks know so well and trust. Clean—delicately flavored—**real** Finnan Haddies. Better than ever and ever the best.

**The new Finnan  
pack is in. Haddies.**

ARTHUR P. TIPPET & CO, Agents,

8 Place Royale,  
Montreal.

23 Scott Street,  
Toronto.

# WE HAVE TALKED

Most frequently and enthusiastically of the richness, strength and purity of

## **JONAS' FLAVORING EXTRACTS**

and they deserve every word of it. There is something indefinable which characterizes and distinguishes these extracts from those of other makes. It would not be practicable for us to point out one particular feature and say that it makes them superior to other brands. There are many reasons why they are the most desirable. Jonas' Flavoring Extracts are rich, strong, pure—they have been the favorites for over thirty-one years. They will never spoil a woman's baking—a very little of them yields a rich, natural, delicate flavor that is true to the fruit, flower or spice it represents. Certain, we have talked most enthusiastically in favor of our flavoring extracts—it is because of our confidence in their quality, and we intend to keep on talking about them.

## HAVE YOU

**SENT IN THAT ORDER FOR OLIVES, FRENCH CAPERS, SALAD OILS**—all ready sellers during the summer season? If not, don't delay any longer. We have the kind of goods that will create for themselves a good demand. They are goods you can make money on. They are goods that sell while others lie quiet upon your shelves. They are goods that attract the women folks to your store.

TELL US WHAT YOU WANT AND WE WILL QUOTE YOU PRICES.

**HENRI JONAS & CO.**

MONTREAL.



# Good Cigars= Quick Profits.

Any grocer can make a good, quick profit by selling any kind of Cigars ONCE, but the common-sense grocer doesn't try to build up a permanent Cigar trade by selling Cigars of inferior quality.

Every grocer who has once bought my Cigars continues to buy them of me, and to increase the size of his orders. I believe that this one fact goes to prove conclusively that my Cigars are all right. Let me send you that trial order of a thousand or more AT MY RISK.

J. BRUCE PAYNE,

Cigar Mfr.

Granby, Que.

The "Pharaoh"  
for a 10c. line.

The "Pebble"  
for a 5c. line.

"CANADA'S LARGEST PICKLE FACTORY."

## "STERLING" BRAND PICKLES

give relish to the picnic luncheon. Shoppers all over Canada know this, and for this reason these famous pickles are in large demand with the best grocers at this season of the year.

- MADE FROM BEST-GROWN CANADIAN
- VEGETABLES IN CANADA'S LARGEST
- PICKLE FACTORY. BE SURE YOU
- KEEP STOCKS WELL ASSORTED.

*T. A. Lytle & Co.*

124-128 Richmond St. W.,

— TORONTO.

# FOOD FADS

The claims that these preparations are "the most natural food for mankind"—"the great nerve and muscle builder," are exaggerations, but we are so used to over-statements of facts in advertisements that probably no one is deceived by them.

This food claims to be "composed entirely of pure gluten, and is one of the healthiest foods known." This claim is false and should be criminal.

The above extracts are from a recent bulletin of the Maine Agricultural Experiment Station, of investigation of some of the food fads now on the market.

About Molina Rolled Wheat, we make a plain, simple statement. It is made from Wheat which has been thoroughly cleaned and scoured—it is dried by intense heat and makes a wholesome breakfast dish. Its reputation doesn't rest upon false claims. It is sold in barrels of 100 lbs. and in kegs of 50 lbs. It's a good thing for the grocer and still better for his customer.

*THE TILLSON CO., Limited,*

*Tilsonburg, Ont.*



# WILSON'S SCALES

ARE AS GOOD AS A GOVERNMENT BOND.

The grocer can get a Tea Scale that will turn with a postage stamp, or a Computing Scale that will count the money and show the weight of goods at the same time.

Highest Medal at Chicago, and Paris, France. Easy terms of payment.

C. WILSON & SON

Get Prices. 69 Esplanade Street East, TORONTO, ONT.



THE DOMINION BREWERY CO., LIMITED  
Brewers and Maltsters  
TORONTO

Manufacturers of the Celebrated

## WHITE LABEL ALE

ASK FOR IT AND SEE THAT OUR  
BRAND IS ON EVERY CORK.

Our Ales and Porters have been examined by the best Analysts, and they have declared them Pure and Free from any Deleterious Ingredients.

WM. ROSS, Manager.



# PROFITS IN CASH INSTEAD OF IN PREMIUMS.

## This Revised Price List Will Interest You.

On an investment of \$4.00 which you pay for 5 boxes of Havana Fruit, you make a net cash profit of \$5.00. Compare this purchase with the Premium Package which you have been in the habit of buying for \$6.50.

|                                                   |        |                                                      |      |
|---------------------------------------------------|--------|------------------------------------------------------|------|
| Adams' Tutti Frutti, 36 5c. bars.....             | \$1.00 | Britten's Kola Nut, 20 5c. packages.....             | .60  |
| Adams' Pepsin Tutti Frutti, 23 5c. packages.....  | .75    | "    "    "    60 5c. packages, glass top box        | 1.80 |
| "    Yankee Dandy, 100 1c. pieces.....            | .70    | Britten's Base Ball, 1 foot long, 100 1c. pieces.... | .70  |
| "    Sappota Gum, 150 1c. pieces.....             | .90    | "    Large Heart or Globe Paraffin Gum 100           |      |
| Dr. Beeman's Original Pepsin Gum, 20 5c. packages | .60    | 1c. pieces.....                                      | .70  |
| White's Yucatan Gum, 20 5c. packages, yellow      |        | Britten's Big Five Paraffin Gum, 115 1c. sticks....  | .75  |
| band.....                                         | .60    | "    Spruce Gum, Union Jack, 100 1c. sticks..        | .60  |
| White's Red Robin, 100 1c. pieces, with a fortune |        | "    Licorice Chewing Gum, 200 pieces, 2 for 1c.     | .70  |
| on each wrapper.....                              | .60    | Glass Jar, Tutti Frutti or Pepsin, 115 5c. bars..... | 3.75 |
| Britten's Havana Fruit, 36 5c. bars.....          | .80    |                                                      |      |
| "    Red Jacket, Love Letter, French or           |        |                                                      |      |
| English, a premium in each box, 115 1c. pieces    | .75    |                                                      |      |

Dr. Beeman's Pepsin or White's Yucatan can be put in assortment with Jars if desired.

Don't buy too much gum at a time. Keep it fresh and you will sell more. Your customer does not like stale chewing gum any more than he does stale buns.

AMERICAN CHICLE CO., Defries and River Streets, Toronto, Can.



# GILLETT'S CREAM TARTAR

Highest Strength  
and Absolutely Pure.

Costs no more than the poor  
adulterated kind and will  
please your trade much better.

GILLETT'S CHEMICAL WORKS

London,  
Eng.

Toronto,  
Ont.

Chicago  
Ill.

UP-  
UP-  
UP-

GO SALES OF THE FAMOUS

## IVORY GLOSS STARCH

What else can be implied from this fact other than  
that intrinsic merit is the cause of its popularity with  
the Canadian housekeepers? All we claim in favor  
of this starch will be substantiated by particular  
women.

MANUFACTURED BY

**The St. Lawrence Starch Co.**  
Limited

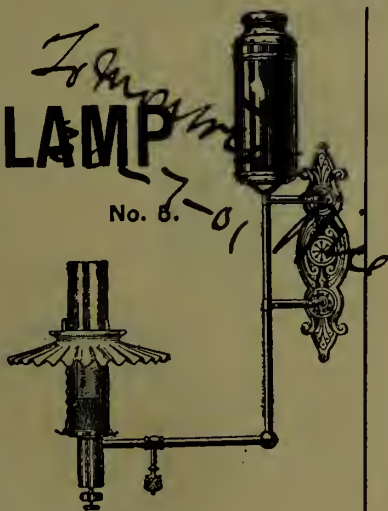
PORT CREDIT, ONT.

## THE AUER GASOLINE LAMP

The Light of Eight Oil Lamps  
for the Cost of Two.

**Safe,  
Strong, Satisfactory.**

Covered by the broadest  
possible Guarantee. The  
construction, finish and  
appearance are unequalled,  
but it is your satisfaction which we guarantee. If  
you don't like the lamp for any reason you can get  
your money back. No other lamp in Canada is so  
broadly guaranteed, for no other is as good.



*Write for Catalogue.*

**AUER LIGHT CO.**

E. Simpson & Co.,  
Moose Jaw, Agents for the Territories.

1682 Notre Dame St.,

**MONTREAL.**

## Symington's

### "Edinburgh" Coffee Essence

**Is the Purest and therefore Best and Cheapest!**

Refuse imitations said to be "just as good"  
as Symington's, and recollect that the careful  
process by which Symington's Essence is made  
eliminates all unpleasant properties.

ANYONE CAN DRINK IT.

**THOS. SYMINGTON & CO.,**

EDINBURGH and LONDON.

Agents, **W. B. Bayley & Co.,** Toronto

# GREEN CEYLONS

At from 15 to 22 cents.

They knock the spots off Japans at the same money. What is the matter with you pleasing your customers, and, at the same time, making a handsome profit yourself?

Japans are high and it is really difficult to get a good Japan to sell at 25c. and make a good margin. Why not look into this? It is worth your while. Our travellers have samples.

**W. H. GILLARD & CO.,**

Wholesale Grocers,

**Hamilton**



## Rowat's Pickles, and Rowat's Worcester Sauce

The most popular in Canada.

Agents A. G. Snowdon, 10 Lemoine Street, Montreal.  
" F. H. Tippet & Co., 10 Water Street, St. John, N. B.  
" C. E. Jarvis & Co., Holland Block, Vancouver, B.C.



## See this Bottle

Is it familiar to you?

The Best

### Coffee

on the market

2

sizes,



### Essence

to-day.

5-oz. and

10-oz.

Rose & Laflamme,

Agents,

 **MONTREAL**

## Batty & Co.

ESTABLISHED 1894

LONDON.



OLIVES  
AND  
PURE  
OLIVE  
OILS.



Makers of High-class



INDIAN  
CURRIES  
AND  
CHUTNIES.

**PICKLES**  
OF  
ALL KINDS.



**SAUCES**  
OF  
ALL KINDS.



This Journal is the only one of its kind in Canada circulating extensively among Grocers and General Merchants in the Provinces of Nova Scotia, New Brunswick, Prince Edward Island, Newfoundland, Ontario, Quebec, Manitoba, British Columbia and the Territories. In using THE GROCER you cover the field.

PUBLISHED EVERY  
FRIDAY

# THE

# CANADIAN GROCER

CIRCULATES IN  
EVERY PROVINCE

## AND GENERAL STOREKEEPER

VOL. XV.

MONTREAL AND TORONTO, JULY 12, 1901

NO. 28

## THE FOREIGN WALNUT MARKET.

Report by United States Consul Skinner at Marseilles.

THE export of walnuts from Marseilles to the United States is confined almost exclusively to nuts grown in the interior of the country, which seek this port because of its advantages as a shipping centre. This trade is entirely in the hands of commission houses, and I ascertain that during recent years their business has been seriously injured by the increasing practice of American importers to deal directly with the grower in the interior, and to assume all the risks of unsatisfactory deliveries. Considerable quantities of shelled levantine nuts, most of which grow in Turkey, are imported into France, and are shipped to the centre of the walnut-growing country, where they are consumed by the oil-crushing trade. In certain portions of the interior of France, walnut oil is preferred for table use, in the first place because it is cheap, and in the second place because the consuming public demands it. Many small growers have oil pressers and produce a sufficient quantity for their own use, but, as with everything else, the present disposition of those engaged in the trade is to concentrate the manufacture of oil in certain industrial centres, notably, Grenoble, where the business is conducted on a large scale; and as the French walnuts command higher prices than the levantine, it has naturally come about that quantities of Turkish nuts are imported into the departments where walnuts are grown most largely, for the purpose above described.

The walnuts grown in the vicinity of

Marseilles are small in size and inferior in quality. No effort is made to export them.

The value of exportations of nuts from Marseilles to the United States during a series of years is shown below :

| Year.     | Almonds.  | Filberts. | Walnuts,<br>shelled and<br>unshelled. | Pistachios. |
|-----------|-----------|-----------|---------------------------------------|-------------|
| 1895..... | \$137,093 | \$ 3,949  | \$124,992                             | \$ 576      |
| 1896..... | 148,104   | 3,153     | 142,273                               | 2,124       |
| 1897..... | 105,118   | 2,121     | 155,428                               | .....       |
| 1898..... | 242,704   | 12,398    | 115,618                               | 2,020       |
| 1899..... | 183,103   | 20,731    | 119,815                               | 578         |
| 1900..... | 238,174   | 28,730    | 139,750                               | 3 126       |

It is impossible at this time to forecast the probable crop of walnuts in France. The trees are now in flower. It may be said that, up to the present time, no injury by frosts, drought, excessive rains or otherwise has been noted, and the conditions are favorable to an average yield. It is expected that a price for the new crop will be established in August, and that shipments will begin in September.

The best walnuts sold here are shipped from the department of Isere, and are generally known as Grenoble walnuts. Marseilles also receives walnuts known as "Marbots," "Cahors," and "Cornes"; these being the three varieties most appreciated. They are generally shipped via Bordeaux.

Grenoble walnuts are not prepared for the market by the sulphur process, because they are fair enough in their natural state. All dealers recognize that the sulphur process affects the quality of the walnut, and it is applied only to the Marbot, Cahors, and Cornes walnuts, which are of relatively inferior quality.

Walnuts of last year's crop are selling at this moment at 66 francs per 100 kilograms (\$13.72 per 220 lb.)

The production of walnuts in California is much discussed here, but my informant says that it has practically not affected the market in this city. The buyers in New York and elsewhere use the threat of large crops in that State as a means of hammering down prices in France. This is not true, however, of almonds. While the princess almond of France is said to be not equaled by the Californian nut, the Californian quality is here acknowledged to be sufficiently excellent to replace the French article, and Marseilles trade has been very much injured in consequence.

The demand for shelled walnuts in the United States is for the confectionery trade, and for this purpose, walnuts of first-class quality are used and whole half-kernels are shipped. The small fragments of kernels resulting from the shelling process are carefully saved in the interior of France and used for the production of oil. Unshelled walnuts are at present selling at 145 francs per 100 kilograms (\$27.98 per 220 lb.), best quality, and the small pieces sell for 80 francs per 100 kilograms (\$15.44 per 220 lb.).

The levantine walnut trade is considered entirely separate from the French walnut business, the only possible connection being when an unscrupulous dealer selects the fairer portion of the kernels from a levantine shipment and mixes them with Grenoble kernels, thereby securing a better average price. This, of course, is simply a commercial fraud.



**RISING SUN**  
STOVE POLISH and **SUN PASTE**  
STOVE POLISH  
**CAKES**  
WELL KNOWN AND RELIABLE  
**IN TINS**  
GUARANTEED TO THE TRADE

Our packages are larger and more attractive in style than any others.

The quality of our goods is superior to anything else on the market

**MORSE BROS., Proprietors, Canton, Mass.**

For sale by all Wholesale Grocers; also the McClary Mfg. Co., London, Montreal, Winnipeg, Vancouver and Toronto.

### CALCULATING MACHINES.

**C**ALCULATING machines have been in use for so long, and are used at the present time by so many people, that it would be natural to suppose that everybody would have some sort of acquaintance with them, and some idea of the principles on which they work, remarks Iron and Coal Trades' Review. Personal experience, however, shows that a calculating machine is nearly always regarded as a novelty, and usually as something exceptionally wonderful.

The first recorded attempt at an arithmetical instrument in Great Britain was made by Napier, the inventor of logarithms, early in the seventeenth century. It consisted simply of a movable multiplication table, somewhat flippantly called "Napier's bones," in spite of the fact that the inventor christened his system rhabdology. There is much that is good about these "bones," but as a calculating instrument it will not compare for a moment with logarithms, for which we are largely indebted to Napier.

The first real calculating machine was invented by the philosopher Pascal, about 1650. He was then a lad of 19, helping his father in work which required much calculation; and he contrived a series of wheels connected with one another, with the ten numbers 9 to 0 engraved on each. Addition and subtraction were performed by turning the appropriate wheels by hand, the carrying over being mechanically provided for.

Whenever calculating machines are mentioned, people invariably think of Charles Babbage, who undoubtedly designed by far the most complete machine that has ever been invented. Babbage's machine was designed to calculate elaborate tables and automatically set them up in type, or else supply a mould in which stereotyped plates of the tables could be cast. After many experiments, he constructed his first "difference engine," as he called it, for the reason that he employed the method of differences as a general principle on which to base the calculations. He said that his machine could go on for years working by the same formula. It could then change, without human intervention, to another formula for a single calculation, and subsequently resume working by the original formula.

Since Babbage's day many small calculating machines of various kinds have been invented, of which the most practical and widely used are two. The first of these is an American invention, called the comptometer. This is actuated by keys like those of a typewriter, and by its means it

is simple to add, feasible to subtract, multiply and divide. It has the great merits of simplicity of construction and low price. The second of the calculating machines at present in commercial use is the arithmometer, an English invention.

### KLONDYKE TRADING CHANGES.

**A** Tacoma correspondent of The Financial News, London, Eng., writes: "The outfitting of large numbers of miners for Alaska in the cities of Puget Sound has apparently become a thing of the past. For four seasons following the discovery of the Klondyke outfitting was one of the chief industries of Tacoma and Seattle. The gold-seeker purchased his provisions, clothing, tools, and other supplies, paid freight on them to Skagway or Nome, and was ready for business on his arrival in the gold country. The development of Alaska and the British Yukon has resulted in a great change. The provisions and clothing are shipped northward in quantities cheaper than the prospector can take them. He is also saved the bother of assembling an outfit and seeing that it is kept together until he reaches his destination.

"In a word, Alaska business has settled down into the regular channels. It is now the wholesalers who are paying the greatest attention to Alaska and the Klondyke, so far as the supplies to be used by the miners are concerned. This does not mean that the Sound cities are not benefited by the Alaska trade to fully as great an extent as in past seasons. The gold output has increased so rapidly, and is now spread out over so much of the entire year that the arrival of treasure is almost a daily occurrence. Every steamer brings its quota of successful miners, and their arrival means large expenditures for clothing and the other habiliments of modern civilization. This continuous stream of gold makes retail trade brisk, and compensates in a large measure for the loss of the outfitting trade. What Puget Sound merchants have lost in this respect has been gained by the merchants and trading companies of Skagway, White Horse, Dawson, and Nome.

"The wholesalers of Tacoma and Seattle are supplying the northern merchants to a large extent, though it is undeniably true that a growing quantity of merchandise destined for Alaska and Dawson is being shipped in carload lots from the wholesale centres of the East. Vancouver and the cities of Eastern Canada are making a stronger bid for the trade of the Klondyke than ever before. The United States Government has played into their hands to an almost remarkable degree by the making of Skag-

way a sub-port of entry. The full meaning of this fact is now better appreciated than ever before. Many carloads of goods which formerly came exclusively from the United States are now being shipped from Montreal, Toronto and Winnipeg to Vancouver, and thence reshipped by British steamers to Skagway and through American territory in bond to the upper Yukon towns and Dawson. American goods shipped in the same manner must pay duty when British territory is reached."

### BUILD UP YOUR TOWN.

**A** TOWN is not built up through its natural advantages alone, writes "The Hustler," in Stoves and Hardware Reporter. It may have untold stores of wealth around it, it may be crossed by a dozen railways and have other advantages that need only to be utilized in order to become moneymakers, but the town can't make itself and it must be created as an enterprising, go-ahead place by those who constitute its population. Thrift begets thrift and strength grows upon itself without waste. If the citizens of a town advertise themselves for enterprise and public spirit, it becomes known as a desirable place in which to live and do business. Industries increase in number, the town takes on a new growth, business improves and wealth follows as a matter of course. But when a town is advertised for its deadness, as a good place to die because there is so much time and chance to get ready, the people had better conclude to retire into oblivion—because they have taken themselves off of the map.

I could never understand why people do not take an interest in the affairs of the place where they live. Every item that goes into the improvement of a town helps those who do business there. All citizens are partners in municipal matters. If you and I own a business together and I don't take an active interest in its affairs, you will probably want to have the partnership dissolved, to get rid of me because I don't help you. It should be the same way with indifferent partners in citizenship. You may not be able to get rid of them, since they have equal rights with you "in life, liberty, and the pursuit of happiness," but you can establish a good example and show by actual experience that it pays to be public-spirited, pays to build up a town, pays to take it away from a dead-and-alive existence, pays to be a citizen like those of Bloomington, pays even to have a sort of moral fire that will burn out the cobwebs and give the chance to the citizen to prove that they are still Americans and not merely refugees from the world of sleep.



## Stower's Lime Juice and . . . . Lime Juice Cordial

are manufactured from the pure juice of the fruit, and are quite *free from alcohol*, also musty taste or smell. A cooling drink in hot weather. Can be used for claret cup, port or sherry regus, punch or shrub. Pints and quarts.

Also in store—**Sutherland's Crystal Beverages.**

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**LUCAS, STEELE & BRISTOL,** WHOLESALE GROCERS, **Hamilton, Ont.**  
Office Phone, 288; Sample Room, 747.

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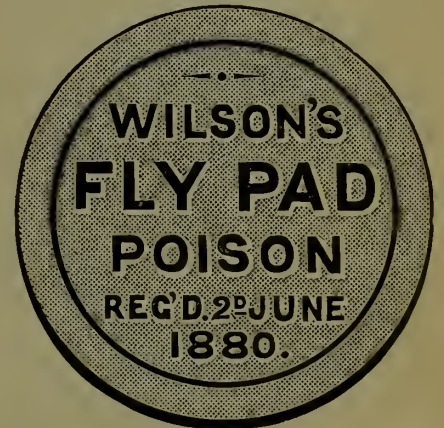
*I manufacture for the wholesale trade.*

*My goods can be recommended as superior to all others.*

*The sale is well established and grows yearly.*

*My goods ALWAYS give satisfaction.*

*I employ no travellers, but allow the jobber such a large profit that it pays HIS customers to push the sale of my goods.*



**Archdale Wilson, . . . Hamilton**

---

## A Right Royal Reception

Such as is being prepared for the Duke of York, will cost a great amount of money. But, as it is a duty, a privilege and a pleasure, cost should only be of secondary consideration.

**Have you participated in the reception that Means money for you?**

The way in which our **Bobs Tea** has been received is simply surprising, indeed, beyond our most sanguine expectations. Its success has been remarkable.

**BOBS** THE GREAT 25c. TEA  
IN LB. PACKAGES

The most attractive, most profitable, most satisfactory on the market. Have you tried it? We shall be pleased to hear from you.

**JAMES TURNER & CO., Hamilton.**

## COFFEE

## COFFEE

## COFFEE

Increase your sales and also  
your profits by handling

**Crown Blend Coffee**

Tins 10, 25  
and 50 lb.

|       |     |            |      |
|-------|-----|------------|------|
| Crown | X   | retails at | 25c. |
| "     | XX  | "          | 35c. |
| "     | XXX | "          | 45c. |

SOLE AGENTS

**THOS. KINNEAR & CO.,**

Wholesale Grocers,  
49 Front St. E., TORONTO.

**BUSINESS CHANGES.**

DIFFICULTIES, ASSIGNMENTS, COM-  
PROMISES.

**C**HARTRAND & TURGEON have  
been appointed curators of Alderic  
Lacombe, grocer, Montreal.

J. T. Cote, general merchant, Chicoutimi,  
Que., has assigned.

Fred. W. Hill, grocer, Winnipeg, has  
assigned to C. H. Newton.

Adelard Many, general merchant, St.  
Sebastien, Que., has compromised.

The bailiff is in possession of the prem-  
ises of C. Elliott, grocer, Ottawa, for rent.

Arthur Lacoste has been appointed curator  
of Mary A. Lee, general merchant, Grand  
Merc, Que.

V. E. Paradis has been appointed curator  
of G. Rioux, general merchant, Trois Pis-  
toles, Que.

Lafontaine & Lavoie, general merchants,  
St. Cyrille de Wendover, Que., are offering  
75 cents on the dollar.

E. J. Belanger, general merchant, Port-  
neuf (Saguenay Co.), Que., has compro-  
mised at 50 cents on the dollar.

Burton & Weir, general merchants, Cop-  
per Cliff, Ont., have assigned to J. D.  
Walker, Sudbury, and a meeting of creditors  
will be held on the 13th inst.

**PARTNERSHIPS FORMED AND  
DISSOLVED.**

Cormier & Lorrain, grocers, Wotton, Que.,  
have dissolved.

Wallace & Wallace, grocers, Vancouver,  
B.C., have dissolved.

Charlebois & Payette, provision dealers,  
Montreal, have dissolved.

Savage & McAnna, general merchants,  
Granby, Que., have dissolved.

Lafontaine & Lavoie, general merchants,  
St. Cyrille, Que., have dissolved.

Louis Gilbert & Co., manufacturers of  
cheese boxes, etc., Disraeli, Que., have dis-  
solved.

W. J. Holmes, general merchant, Big  
Forks, N.W.T., has admitted R. J. Holmes  
to partnership.

Saunderson & Co., grocers, Charlotte-  
town, P.E.I., have dissolved and have been  
succeeded by L. S. McNutt & Co.

J. D. Ells has admitted Ebenezer Bige-  
low, jr., under the style of Bigelow & Ells,  
general merchants, Kingsport, N.S.

Bockus & Co., butter and cheese manu-  
facturers, Mystic, Ont., have dissolved, and  
have been succeeded by Bockus & Davig-  
non.

**SALES MADE AND PENDING.**

The stock, etc., of H. A. Matchett, gen-  
eral merchant, Galt, Ont., is advertised for  
sale by auction.

Peter Dunlop, grocer, Ottawa, has sold  
out.

Elizabeth S. Ing, grocer, etc., Hamilton,  
Ont., is selling out.

Marquis Bros., general merchants, Ripley,  
Ont., have sold out.

The assets of Catherine Elliott, grocer,  
Ottawa, have been sold.

Wm. St. Quentin, baker, Midway, B.C.,  
is advertising his business for sale.

H. L. Heath, general merchant, Hunts-  
ville, Ont., is advertising his business for  
sale.

The stock of J. Parent, general merchant,  
Rimonski, Que., has been sold at 67 cents  
on the dollar.

**CHANGES.**

Juncieu & Tessier have registered as gro-  
cers, in Montreal.

Geo. Gibson, grocer, Wheatley, Ont., has  
been succeeded by Edward Gibson.

Yared & Bechvitz have registered as gen-  
eral merchants, in Victoriaville, Que.

G. H. Jamieson, confectioner, Lacombe,  
Man., has sold out to Ebheson & Rock-  
jer.

Moore & Davis, general merchants, Prince  
Albert, N.W.T., have sold out to Noble &  
Philon.

Colin McPherson, general merchant, Dids-  
bury, N.W.T., has been succeeded by D. C.  
Corbitt.

# One Case Snider's Catsup Free.

With each 5 cases of Snider's Tomato  
Catsup, pints, that you purchase, we  
will give you one case Snider's Tomato  
Catsup, pints, free. The above goods to  
be delivered September 15.

**A. F. MacLaren Imperial Cheese Co., Limited**  
Agents.





# CANNED MEATS.

POTTED AND DEVILLED.

ALL KINDS.

## THE DAVIDSON & HAY, LIMITED

36 YONGE STREET - - TORONTO.

L. S. Slingerland, baker and confectioner, Niagara, Ont., has been succeeded by B. L. Currie.

J. W. Lamin, grocer and baker, Oak River, Man., has been succeeded by E. G. Brassey.

A. P. Torrens, tea and crockery dealer, Halifax, N.S., has closed his Spring Garden Road branch.

McSween & Russell, grocers, Leamington, Ont., have been succeeded by McSween Bros. & Russell.

Joseph Payette has registered as proprietor of O. Payette & Co., tea and crockery dealers, Montreal.

Caroline V. Bloomfield has registered as proprietress of J. R. Andrews & Co., general merchants, Bishop's Crossing, Que.

The statement in these columns in the issue of June 28, that Crysler & Stratton, general merchants, Delhi, Ont., had sold out to D. Heath & Co., was incorrect.

### FIRES.

Geo. W. McFarland, general merchant, Cache Bay, Ont., has been burned out.

W. F. Hartwell, general merchant, Wawanese, Man., has suffered loss by fire; insured.

### DEATHS.

John Ward, grocer, Victoria, B.C., is dead.

F. G. Franklin, general merchant, Hyndford, Ont., is dead. His business will be continued by Mrs. F. G. Franklin.

### INQUIRIES REGARDING CANADIAN TRADE.

Mr. Harrison Watson, curator of the Canadian Section of the Imperial Institute, London, England, is in receipt of the following inquiries:

1. A Johannesburg house asks for names of Canadian producers of evaporated vegetables.
2. A firm of manufacturing chemists asks to be placed in communication with Canadian shippers of talc and mica schist, and also of mica in sheets, not split, as it comes from the mine.
3. A Liverpool house wishes for names of Canadian producers of asbestos.

The following were among the recent inquiries relating to Canadian trade received at the High Commissioner's office in London, England:

4. A German firm, having experience of the trade is open to negotiate with Canadian wood pulp manufacturers with a view to representing them on the continent.
5. A correspondent asks for addresses of some large hog-killing firms in Canada.
6. A gentleman recently from Canada, well acquainted with the requirements of the country, would like to recommend a very well-established agent there to handle draperies, etc.
7. Inquiry is made by an agent established at Ghent for names of Canadian firms desiring representation in Belgium.
8. Another inquiry has been received for names

of Canadian shippers of boxwood, shipped in the flat, ready to be put together by the purchaser.

[The names of the firms or individuals making the above inquiries will be furnished on application to the Editor of THE CANADIAN GROCER.]

### TWO FACTORY ADDITIONS.

The Canadian branch of The N. K. Fairbank Company, Wellington and Ann streets, Montreal, seems to have enjoyed its full share of the general prosperity of the past year. Some months ago, they found it necessary to take in a four storey addition, each flat measuring 60 x 125 ft., and now another building of the same size and dimensions is being annexed and occupied. This means an increase of 60,000 ft. of floor space in one year—not an unimportant tribute to the increasing popularity of Fairbank's goods. Their most important products are "Boar's Head" brand of compound lard, "Gold Dust" washing powder and Cottolene, but in time they expect to manufacture on Canadian soil their "Copco," "Glycerine," "Tar" and "Santa Claus" laundry soaps. The Canadian manager, Mr. H. A. Leak, has been largely instrumental in bringing about these happy results, for his courtesy, as much as his enterprise, has ingratiated him in the hearts of the members of the grocery trade.



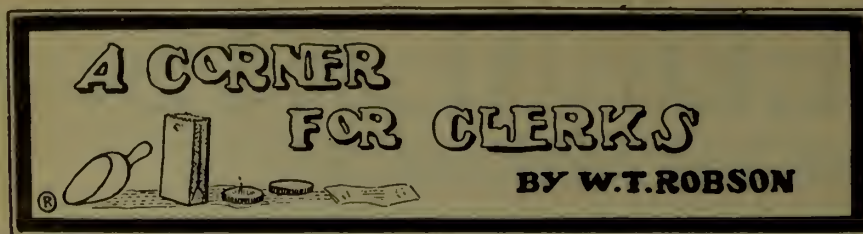
DEMAND THEM FROM YOUR JOBBER.

**UPTON'S**

Jams, Jellies and Marmalade

Beware that he does not offer you a substitute.

A. F. MacLAREN IMPERIAL CHEESE CO., Limited



**M**Y vacation has just ended. I spent two days in Montreal, a week in Boston, and three days in New York. From the standpoint of recreation my holidays were a failure, for if one is wanting a rest, or to recuperate, he must not go to a great city because sightseeing (when one desires to do much in a short time) is the hardest kind of work. Educationally, in a great city, such as New York or Boston, there is the opportunity to learn and see many things in a line of business in which one is interested. Especially was I favored in this respect, as I had many friends engaged in this business in these cities. To call upon them, renew our friendship and see the different conditions of trade in the various localities was to me a great privilege, which was most thoroughly enjoyed.

My trip was by way of Montreal. While there I called and saw the retail stores of Walter Paul and Fraser, Viger & Co. Good stores, well equipped and the stock kept in good order, the clerks attentive and gentlemanly in their handling of customers. I also had the pleasure of meeting Mr. Geo. C. Silcock, of the Geo. Matthews Co.; Mr. Louis A. Lambkin, of the Walter Baker Co., who very courteously gave me an invitation to call and see the company's works in Dorchester, Mass.; also Mr. D. Gilmore, who is well known to the trade of Canada as the representative of Chase & Sanborn, of coffee fame.

#### WHERE COFFEES ARE PACKED.

I had a look over their complete establishment in Montreal, a miniature of that in Boston, which, on my arrival in that city, I went to see. In company with their genial manager, Mr. George, I first went up to the roof and enjoyed the splendid view of the harbor, the shipping, and Fort Warren in the distance. On descending, I looked over their mammoth building. The 7th floor is used for storing stock. An immense quantity of green coffees are here piled up to the roof and used by this firm in supplying their trade all over the continent. The 6th floor: Here the coffees are most carefully graded and thoroughly cleaned by the most improved machinery, for this firm is first in the use of improved appliances for the preparation of coffees, and a number of

special machines can here be seen in operation.

The roasting department with its large revolving coffee roaster, cooling trays, etc., is on the 5th floor. The grinding machines are also on this floor.

On the 4th floor is the packing department. Aside from seeing the large quantity of goods so expeditiously handled, the nailing machine for nailing boxes, driving five nails at a time, and under the most perfect control of the operator, was to me very interesting. The 3rd floor is taken up exclusively for the packing of "Seal" brand coffee. The empty tins come swiftly along on a belt, the proper quantity of coffee is automatically weighed into each tin and then is passed along to be labelled, all so swiftly and accurately—an object lesson of despatch and skill. On the 2nd floor are the counting-room and sample-room for testing coffee. Here I saw the addressograph with 6,000 customers' addresses for mailing purposes. With this machine it is only a matter of a few minutes to address letters to all the firm's customers. The salesroom and general offices are on the 1st floor, and here I had the pleasure of meeting Mr. Sanborn, one of the heads of the firm; Mr. Palmer, also a member of the firm and head of the accounting staff; Mr. Moyer, manager of the tea department. A large business is done by this firm in teas.

#### WHERE COCOAS ARE PUT UP.

When one has been selling a line of goods for years it is interesting to go to the place where the goods are manufactured. Consequently, it was to me a great pleasure to see the wonderful establishment of Walter Baker & Co., of Dorchester, Mass. For over half a mile I was able to detect the odor of cocoa before I reached the factories, as the wind was blowing from that direction towards me. This firm date back to 1780, and the site they now occupy is the home of the chocolate industry of America.

Mr. W. B. Thurber is the manager of the works, and to him I am indebted for the privilege of inspection. Mr. Gallagher, one of the members of the firm, is a Canadian. Mr. Howland is the president of the company. Over 400 hands are employed in four large substantial brick buildings. I

enjoyed a walk through, and that which impressed me most was the absolute cleanliness of all the factories. In one part of the building I examined a most beautiful piece of machinery, resembling a large marine engine, manufactured in Dresden, Germany, the only machine of its kind on the continent, and it has much to do with the manufacturing process. I also enjoyed trying a sample of their new vanilla wafer, a preparation of merit.

#### BOSTON'S RETAIL STORES.

I then went among some of Boston's retail grocery stores, commencing with S. S. Pierce & Co., corner Bacon and Tremont streets, who have one of the best equipped grocery stores I have ever seen, employing 150 clerks, a number of whom are Canadians. I noted MacLaren's and Millar's cheese had a prominent place and, I was glad to hear, sold well. Another thing I noted was a large shallow glass case containing a sample of each kind of biscuit sold by the firm. The clerks have a good toilet room and numbered lockers for each man. They get prices for choice goods there. I saw "Czarine" tea at \$5 per lb., cigars at 50c. each. Customers who want fine goods can buy them there. They give their clerks two weeks' holidays and drivers ten days.

Cobb, Bates & Yerxa employ 60 men in their store. I noticed they had a coffee counter for serving coffee by the cup, and the clerks are supplied with coffee checks, which they present to customers. The clerks' hours are from 8 a.m. to 6 p.m. Holidays seven days and two days extra for overtime. When working overtime the clerks get supper money given to them. They also have a good toilet room.

Rhodes Bros. have a fine store on Massachusetts avenue, exceedingly bright and clean. The clerks wear long, white coats, with a round nickle disc with a number on each man. A good many of their clerks are Canadians. It is said that 40,000 Canadians reside within the radius of one mile from the State House of Boston.

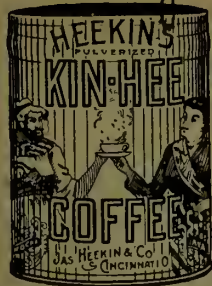
Outside the stores mentioned above I called at a number of others and asked if they employed many Canadians. One manager said he did not know, for it was a difficult matter to tell them from Yankees.

The wages clerks there receive are somewhat in excess of that paid here, but the cost of living, I think, evens this up. Then, again, from what I was able to learn, they change their staff often, frequently in a dull time discharging 20 hands at a time and engaging them again as business improves.

#### AT THE Y. M. C. A. CONVENTION.

I also attended the great Y. M. C. A. convention in Boston, and was walking up the





THE PUBLIC ARE DELIGHTED WITH  
**"KIN-HEE" COFFEE**

AND THE

**"KIN-HEE" QUICK COFFEE POT**

THE FIRST SHIPMENT SOLD LIKE HOT CAKES.

SECOND NOW IN STORE.

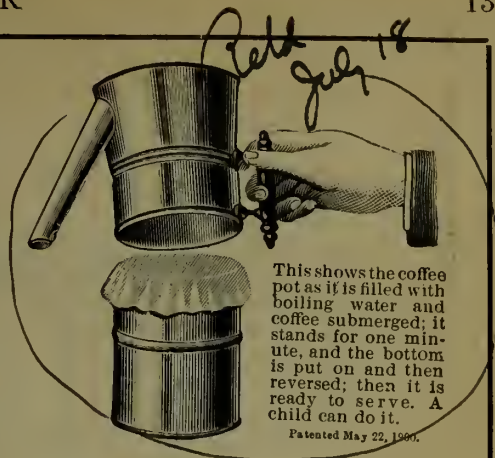
SEND US A TRIAL ORDER—THE RESULTS WILL SURPRISE YOU.

THE

**EBY, BLAIN CO.,**

LIMITED

SOLE OWNERS FOR CANADA.



This shows the coffee pot as it is filled with boiling water and coffee submerged; it stands for one minute, and the bottom is put on and then reversed; then it is ready to serve. A child can do it.

Patented May 22, 1900.

**TORONTO.**

aisle to take a seat with the foreign delegates, when one of the ushers touched me on the arm and said: "Are you a foreigner, sir?" I replied, I was from Ontario. He looked puzzled and said: "Ontario; Ontario! let me see. That is not in the Union. But it's not a foreign country; you sit there, sir, please." So I was unable to pass for a foreigner with that usher. You should have heard the Canadian boys sing, "God Save the King," in the convention when King Edward's message was read. We nearly burst our lungs, and all the convention stood and joined in with us, calling forth from the speaker very complimentary remarks on the present relations of the two great nations.

RECIPROCAL TRADE.

While I was in Boston the Chamber of Commerce adopted unanimously a resolution to Congress favoring a reciprocal trade agreement between the United States and Canada. Shrewd business men these, and all over I was questioned regarding our prospects. There seems to be no doubt among our friends to the south of us that we are on the eve of a great development of our country. As a field for investment we are beginning to attract the attention of the monied men over there. They are finding us out, and the coming few years will wit-

ness immense strides in the development of our resources.

OBSERVATIONS.

I noted "Salada" tea is beginning to make its mark in Boston. Chapin & Adams, of State street, report large sales and a wonderful increasing demand, due, no doubt, to the efforts of Mr. Jas. McGuane, the Canadian hustler, who has charge of the Boston business. Mr. McGuane's old Toronto friends will be glad to hear of his success in Boston.

On my return I find a stack of mail awaiting me. I will get to work at once boys, and answer your letters, but remember, some will have to wait. In my next letter I shall give you a little of my New York experience.

A NEW MARMALADE.

The T. Upton Co., Limited, are putting on the market a new brand of marmalade, called "Upton's Home-Made Orange Marmalade." It is not as bitter as their regular line. It is put up in stone jars, 2 dozen in a case, price \$1.20 per doz. In future, the Upton Co. will prepay freight to points in Ontario east to Montreal, west to Windsor, north to Owen Sound on 10 case lots, delivered direct from factory, and in points outside of Ontario they will make a

freight allowance of 25c. per cwt. net on 10-case lots.

ALUMINUM BREAD CHECKS.

The merchants, bakers and milkmen, of Canada, will be glad to know that they can now obtain aluminum bread checks in Canada at moderate prices, from J. K. Cranston, of Galt. As the Government have passed legislation to govern the issue of the ordinary cardboard tickets, the adoption of aluminum checks should become very general. They are cheap, light, neat and handy, and danger of contagion is reduced to a minimum by their use. Canadians would do well to write Mr. Cranston at once and adopt them. They never wear out.

T. A. Lytle & Co., Limited, have been incorporated with a capital of \$100,000. When asked as to whether the business of the company would be extended beyond its present scope, Mr. Lytle said: "We intend going on as we are at present, and I do not desire to speak of future plans as yet."

A new grocery firm, Hopper & Fleming, has been opened up in Ottawa. Both members of the new firm were formerly employees of Bate & Co., of that city. Their late fellow employees of that firm waited upon them at their new store on Saturday night, and presented each with a solid gold ring.

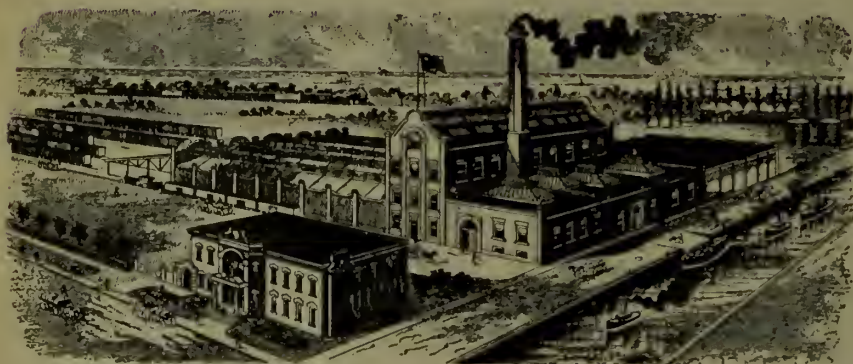
# James "Dome" Lead.

This is the highest grade of lead in the world.

No dust. Hard finish. Brilliant.

**ARE YOU READY**

# SUNLIGHT SOAP



THE HOME OF SUNLIGHT SOAP TORONTO

# MADE IN CANADA.

**FOR THE DEMAND?**

*Lever Brothers, Limited, have pleasure in announcing that their Canadian Works for the manufacture of SUNLIGHT Soap are already in full operation.*

*SUNLIGHT Soap may now be had in "OCTAGON" shape as well as in "DOUBLET".*

*The specialties of Lever Brothers, Limited, now selling are :*

*SUNLIGHT SOAP*  
*Doublet.*

*SUNLIGHT SOAP*  
*Octagon.*

*LIFEBUOY Royal*  
*Disinfectant SOAP.*

*MONKEY BRAND*  
*(Brooke's Soap).*

*LEVER'S DRY SOAP.*

*Y<sup>Wise</sup> Head Z SOAP*  
*POWDER*  
*(Royal Disinfectant).*

*The later specialties will take the same premier position in their class as that now held by "SUNLIGHT" amongst Laundry Soaps.*

*Price list on application to*

*LEVER BROTHERS, LIMITED,*  
*TORONTO.*





President,  
JOHN BAYNE MACLEAN,  
Montreal.

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PLEASE MENTION THAT YOU SAW  
THEIR ADVERTISEMENT IN THIS PAPER

### TAXING COMMERCIAL TRAVELLERS.

THE arrest in Charlottetown lately of a well-know traveller owing to a dispute about the license which he held to sell goods in the Island, directs attention to the fact that this law is still in operation.

We feel sure that this legislation is not characteristic of the business spirit of that Province, where the merchants whom we have come in contact with are fair and reasonable. The law, as it stands, however, is exceedingly oppressive. Its avowed object apparently is to raise revenue, but surely the required taxes could be got by some less objectionable means!

It is just a question whether the law is constitutional, because, to the Dominion Parliament alone belongs the subject of trade, and no Province under the British North America Act of 1867 has power to limit trade with any other Province. It is time for the authorities at Ottawa to consider this question in its legal aspect with a view to deciding whether the Provincial authorities have the right to maintain it.

A valued correspondent on the Island writes to us as follows on this question:

"The Act was introduced a few years ago by the Hon. Fred. Peters, who was at

that time leader of the Liberal Government of this Province. The principal reason for the tax is to help the revenue of the Island. Eight thousand one hundred and forty dollars was collected from the travellers last year. No less than 353 paid \$20 each and six paid \$200 each. The six represented firms in the liquor business. I am not in favor of the tax, not because it makes any difference to our business for buying. I believe that indirectly it is hurtful to the Island, and that no commercial barrier should be allowed in any Province against firms doing business in Canada. There are a few business men here who favor the tax because they do a jobbing trade throughout the Island."

### A COMMENDABLE INNOVATION.

One of the partners of a well-known wholesale house has persuaded one of his sons to spend a part of his school holidays in accompanying one of the firm's travellers on his regular route.

The idea is a commendable one. A young man designed for a commercial career can scarcely begin too soon to lay the foundations necessary to success. And there is scarcely a better way of getting a start than by being taken under the wing of an experienced traveller on such a trip as that being undertaken by the young man in question. And then it is a good way of spending a holiday as well as an admirable way of gaining experience.

It is a matter that we think worthy of the attention of other wholesale merchants who have sons who are taking a rest from their studies.

### HE CONDEMNS HIMSELF.

The secretary of the Kentville (N. S.) Board of Trade confesses, in a circular he has recently sent out, that he, with the other members, is getting lax in regard to board of trade matters and needs a shaking up.

It is not usual for secretaries of boards of trade or of any other organization to find fault with themselves, and such an unusual departure as that of the secretary of the Kentville board ought to lead to a more than usual awakening of the lax members.

Those who know Secretary Calkin, however, can easily imagine that it will not require a great deal of effort to stir him up. He is too enthusiastic a board of trade man for that.

### PROSPECTS FOR HIGH LARD.

ALL signs would indicate that we shall see a continuation of the high prices prevailing on the lard and pork market for some months to come. Those who are in closest touch with the market expect the turning point to come in December, when a large crop of hogs will be marketed. Until that time, dealers will be compelled to pay high prices, in spite of the fact that they expected a turn before this. Lard manufacturers are selling goods under a 90-day guarantee.

The statistics for July 1 show no radical change in the situation. Stocks at Chicago have increased during the month from 47 193 to 120,233 tierces, and the total stocks held at the world's ports have increased from 166,827 to 195,926 tierces in the same time. But, although the stocks have grown within the month, the stringency is by no means removed, for stocks are not increasing in a ratio proportionate to that of previous years. Last year, the stocks held at the world's ports on July 1 were 297,406 tierces, and in 1897 they were 593,780 tierces.

On the Canadian market, the price of lard, if moving at all, is going upward. In Montreal, some houses who bought supplies ahead are selling at \$2.25 per pail, others are asking \$2.30, while a fair market quotation would be \$2.35.

### BEET SUGAR IN THE WEST.

PROVINCIAL aid to the beet sugar industry in Canada is expanding. The Assembly of the Northwest Territories is the latest to define a policy in this respect, Premier Haultain having introduced a Bill to exempt beet-sugar factories from municipal taxation for a period of 20 years.

When introducing his Bill the Premier explained that there was a proposition to establish a beet-sugar manufactory in the western part of the country, which would involve an expenditure of some \$500,000, that it was not proposed to establish such in any existing town or village, but that the exemption was desired from taxation by any future town or village which might grow up as the result of the industry.

Experiments in sugar-beet culture have been carried on for some years in the West, and, as shown by the reports of the Dominion experimental farms, not without encouraging results.

## SIR RICHARD'S ENNUI.

THERE appears to be a feeling in the High Commissioner's office in London that a recent article dealing with it was rather harsh. The purpose of the article was to point out the importance of a commercial agent being sent to London and to deplore that the Trade and Commerce Department had not yet done so. If, in pursuance of this object, anything which was said displeased the High Commissioner's office, we regret it.

With what the High Commissioner's office does we have little or nothing to find fault. As a medium between the Dominion and Imperial Governments it is a necessary office, and the position which the High Commissioner holds undoubtedly makes him serviceable in charging the memory of the War Office and the Admiralty in regard to Canadian products for the army and the navy. The last report of the High Commissioner shows that the South African and China Wars were seized as opportunities of drawing the attention of the War Office and the India Office to Canadian products.

"During the last year, as in 1899," says the Commissioner in his report, "I have paid considerable attention to procuring from the War Office and from the India Office orders for the supply from Canada of articles required by His Majesty's forces, both in South Africa and China. That my efforts have been successful, will, I think, be admitted on a perusal of the following lists of supplies that have been obtained from the Dominion, the value of which must, in the aggregate, represent some millions of dollars." Then follows a list of Canadian articles, such as hay, corned beef, boneless chicken, saddlery, clothing, flour, which had been purchased by the War Department since November, 1899.

So far so good, but what Canada wants as well as is an official—a commercial agent—who will be in a position to supply business men with information about business men and business matters. This, the High Commissioner's office does not supply.

It is true that it has prepared lists of importers and exporters, which have, no doubt, proved of assistance in not a few instances. But that in itself is not enough. The business men in this country and the business men in Great Britain who have sought for commercial information know this perfectly well. If it were not so why is it that The Canadian Manufacturers' Association and various boards of trade throughout the country have spent so much time and money in trying to impress upon the Canadian Government the necessity of appointing a commercial agent in London to supply that in which we are now so deficient? It is simply because they recognize that there is a long-felt want, which, in the interests of this country, should be

filled. Our position is, therefore, based on no mere supposition.

We believe in fact, we know that Lord Strathcona and Mr. J. G. Colmer, his secretary, are doing the best they can for the country they represent. But, as we have said before, Lord Strathcona has not the time to look after such matters as would be required of a commercial agent. Then, if Mr. Colmer had the time at his disposal his long absence from Canada places him at a decided disadvantage.

We all generally recognize that one of the best commercial agents Canada has is Mr. J. S. Larke. Yet his absence of six or seven years in Australia has made him somewhat out of touch with the commercial interests of the country he represents, and The Canadian Manufacturers' Association has wisely asked to have him recalled for a few months in order that he may have an opportunity of refreshing himself in regard to commercial affairs in Canada.

If the Government does not appoint a commercial agent to reside in London, the next best thing it can do is to invite Mr. Colmer to spend three months in Canada, touring it from one end to the other and associating himself with those engaged in the various industries.

We, however, only urge this as an alternative. The importance of the British trade demands the appointment of a commercial agent whose whole time and attention shall be devoted to the work appertaining to the office. This, the High Commissioner nor anyone in his office is not doing.

It is true that under existing conditions our export trade with Great Britain has increased enormously, during the last five years by 62 per cent. But what we supply, notwithstanding the increase, is only an infinitesimal part of what the Mother Country imports, being scarcely 5 per cent. of the whole, while compared with the United States our exports to the parent country are only about 12 per cent.

None recognize better than the manufacturers of this country the need of a commercial agent in Canada, but notwithstanding that the Trade and Commerce Department has been memorialized by commercial bodies and importers by the trade press and by the daily press of both shades of politics, nothing has been done.

Sir Richard Cartwright is smitten with ennui in regard to this as in regard to nearly all other matters appertaining to his Department. And it looks as though Sir Richard will have to go before a commercial agent in Great Britain is forthcoming.

## THE HANDLING OF COFFEES.

Remember the date for receiving articles on the "Buying, Handling and Selling of Coffees" positively closes on July 20.

## A DECLINE IN SUGAR.

IN spite of a demand in the United States that exceeds the supply and an improvement in business in Canada, the price of refined sugar is lower in both countries this week.

The Arbuckles have been selling sugar on the basis of 1.45c. per lb. for granulated, but they have been alone at that figure until Monday, when The American Refinery Company marked its prices down 5c. per 100 lb. to meet those of its rival.

The action of the Trust has had a particularly depressing effect upon the market, as it had twice within less than a week notified the trade that there would be no change in its figures. One of such notifications was issued on the very morning of the day on which the reduction was made. On the strength of the announcement that there would be no change the refined market assumed a firm tone, while only on Saturday last Willett & Gray, the sugar experts, advised that "It would be well for buyers to anticipate their want, particularly as nothing will be gained by waiting."

The reduction in prices in Canada has not been all along the line. Nos. 1, 2 and 3 yellows, for instance, are quoted as before. Granulated and cream sugars, however, are down 10c. per 100 lb., and bright coffee and bright yellow are 5c. per 100 lb. lower.

Granulated is now on the basis of \$4.15 to \$4.50 in Montreal and \$1.63 to \$1.68 in Toronto.

To have the Arbuckles selling on the basis of 4.45c. per lb. must have been irritating to the Trust, but why it should change its mind so suddenly after two emphatic announcements that it would make no change seems inexcusable.

With the Arbuckles and the Trust again selling sugar on the same basis, to say nothing of the activity of the demand, the conditions for steady prices are, after all, more favorable than they were.

## CANNED CHERRIES ADVANCE.

Quite a little interest has developed in canned cherries this week on account of a somewhat unexpected advance of 25 per cent. in the price of new season's goods. The advance was initiated by the packers and was followed by the wholesalers.

Buyers from the United States have been large purchasers of the ripe fruit along the Niagara Peninsula, and the prices paid have been so high as to put them beyond the reach of the packers. For this reason the pack of cherries in Ontario will be short; and it is the expectation of this that has led to the present appreciation in values.

Wholesalers are now quoting new season's pack to arrive at \$2 for red pitted and \$2.25 for white pitted cherries.



## BUSINESS MEN AND ROYALTY.

CANADA'S loyalty to the British Empire is well known. And preparations are being made to emphasize it during the forthcoming visit of the Duke and Duchess of York. But while this is only natural and proper it is to be hoped that in the exhibitions of loyalty nothing will be forgotten that shall exhibit the resources of the country.

It must not be forgotten that it is not merely the Royal personages and their retinue that will visit us. There are in their train several of Great Britain's leading journalists and artists, the latter of whom will do a great deal of illustrative work for their respective journals. It is of the utmost importance that the natural resources of each and every part of the country shall be brought into as much prominence as possible.

Canada is undoubtedly a country wonderfully rich in natural resources. We all know how dense a great many people in Great Britain are in regard to this fact. Even the extent and beauty of our cities are surprising to many of those from the other side of the Atlantic who visit us. What, therefore, must it be with regard to many of our natural resources that are not so observant to the eye?

This density is often sources of amusement to us, but after all is not the onus largely upon ourselves? We think it is.

The enterprising merchant, by window displays, by advertising, or through the medium of his travelers keeps his wares in the public eye.

Nations are but aggregations of individuals. If they wish to develop the resources with which nature has endowed them they should not miss an opportunity of showing the world what they possess. Canada has not been as enterprising in this respect as the circumstances warranted. Consequently for much of the ignorance which obtains on the other side of the Atlantic in regard to Canada we are to blame.

For the reasons already set out the visit of the Royal couple will afford Canada an exceptionally good opportunity for us to exhibit our products of the factory, field, farm, forest, and mine.

There will be a few months before Royalty will be in our midst, but there is no time to waste. No one is interested more than the business men of the country in making the sojourn of our visitors pleasant, interesting, and instructive, and they should lend their influence to at once launching local schemes which shall attain the maximum of good for Canada as well as the maximum of entertainment for our Royal visitors.

### NEW PACK VEGETABLE PRICES.

Prices on new pack vegetables were issued by the syndicate this week. Compared with

the opening figures of last year they show a reduction of 2 1-2c. per dozen.

The figures at which the wholesalers are quoting futures to the retail trade are 85c. per dozen for tomatoes and 80c. for peas and corn.

No business as far as we can learn has been done on the basis of these figures. Although, as already pointed out, the new prices are lower than last year they are still too high to induce speculative buying, and the wholesalers are disposed, as last year, to allow the packers to carry the bulk of the goods. Then, it will be remembered, the pack of 1900 came upon a bare market, while this year the conditions are somewhat to the contrary.

The control of the bulk of the pack by the syndicate and the agreement to curtail the output by 30 per cent. create, however, new features of the situation, the result of which can only be known from actual experience.

### TEA TAX AND CONSUMPTION.

AT the annual meeting of The Tower Tea Company, Limited, London, the address of the chairman, Mr. Thomas Laugh, M.P., was a more than usually interesting one. We have not the space at our disposal to reproduce the address in full, but the following extract from it cannot fail to be of interest to the grocery trade in Canada:

"The great articles of consumption now subject to a tariff in this country are so few that the public will watch with interest the effect produced even on one of them by those abrupt increases of taxation with which the nation has become familiar. We may well inquire what has been the effect of the large increase, amounting to 50 per cent., in the taxation on tea? This has now been in existence for over a year, so that we are in a position to judge. It is the only increase which has been made in the tax since tea became one of the leading products of the British Empire. In 1865 the tea duty was reduced to 6d., and in 1889 to 4d. per pound. The same result followed the reduction in each case. Within two years consumption increased by 15,000,000 lb. The duty remained at 4d. till last year, when it was raised to 6d. In 1865 96 per cent. of the tea used in the United Kingdom came to us from China. The effect, therefore, of our tariffs on the trade was of small concern to us as a nation; but last year 95 per cent. of the tea consumed came from estates in India and Ceylon, owned by British capitalists and worked by British subjects; therefore any vicissitudes which affect the business become of profound importance to the Empire. The experience of those engaged in tea production is unanimous that the increase of duty has produced disastrous results. British tea-growers had naturally made arrange-

ments to meet a steadily increasing demand, which they had every reason to expect; but the new duty has checked consumption, and the latest figures show, for the first time for many years, a decrease in the quantity of tea used in the United Kingdom per head of the inhabitants. In 1899 the Board of Trade returns show that the consumption had reached 5.98 lb.; but last year, according to figures just issued by Messrs. W. J. & H. Thompson, it had fallen to 5.91 lb. per head. This is the general result of an increase of taxation. In 1898 a tax of 10 cents per pound was imposed on tea in the United States, and the effect was that within two years consumption was lowered by 25,000,000 lb., or one-third of a pound per head of the population. The imposition of this American duty—like that in the United Kingdom—has hit the Indian and Ceylon tea growers, who were rapidly introducing their products into that country. The ill-effect of the duties has been heightened by the recent silver legislation in India, and owing to all these causes one of the most notable new enterprises in which British capital has been engaged during the last half century has received a blow from which it will require some years to recover. We may congratulate ourselves that the business of our company is distribution, and not production, and I may give, in conclusion, one other crumb of comfort to the shareholders—the distributive tea trade generally flourishes when other trades decline."

The above extract from Mr. Laugh's address is worthy of careful perusal, particularly by those in Canada who have been the advocates of a Customs duty on teas in this country.

### THE STRIKE ON THE COAST.

THE salmon canning season opened on the Fraser River on the 1st inst., but on account of the strike among the fishermen the conditions are anything but auspicious.

The strike is over prices. The fishermen want 12 1-2c. per fish during the whole season. The canners at first were unwilling to pay more than 10c. the season through, but ultimately offered to pay 12 1-2c. per fish until August 3, and 10c. from that date until the close of the season. In accepting this the men made it a condition that they should be paid 12 1-2c. per fish till the end of the season, if the price on the British market held good, any break, ever so small, in the price there to be followed by the reduction of the price on the river to 10c. a fish.

The canners refused to accept this proviso and the whites and Indians are on strike, but the Japanese fishermen are standing by the canners. According to the press despatches from the Coast, however, the situation is serious on account of the possibility of physical encounters between the strikers and the Japanese.

It is to be regretted, indeed, that the difficulty could not have been settled by arbitration, particularly after the experience of last season.

The strike does not appear to have yet exercised any marked influence on the market, but, it is, of course, early to expect much in that respect.



## MONTREAL GROCERS' PICNIC.

**T**HE Montreal Retail Grocers' Association met in the Monument National last Thursday evening and completed arrangements for their monster picnic to be held at Plattsburg, N.Y., next Wednesday, July 17. Mr. N. Lapointe, the president, presided over the discussion, and among those in the hall were: J. P. Dixon, secretary; O. Champagne, E. W. Farrell, T. O'Brien, M. de Repentigny, Ald. Turner, V. Raby, S. D. Vallieres, P. Daoust, Deschamps, N. Chartrand, F. Begaouette, C. Creely, Levecque, Gagnon, Lenaïel, J. Brunet, Poupard, and others.

The different committees gave their reports, all showing that the bulk of the preparation work has been done; in fact, the committees have not worked so hard for the success of the affair in years. All that is required to insure a good crowd and a pleasant time is fine holiday weather, and Mr. Lapointe says he is going to have that essential, if he has to take it with him. The association will entertain quite a number of guests on that day, including the mayor of Montreal, the mayor of Plattsburg, the customs collectors of Plattsburg and Rouse's Point and some important tradesmen.

The trains will leave Bonaventure Station at 8.30 and 9 o'clock and return at 6 and 6.30 o'clock, stopping at St. Henri and Pt. St. Charles both coming and going. The fares will be \$1.25 for adults and 60c. for children.

The subscriptions and prizes have been sent in quite generously, and the banquet and games will be kept right up to the standard. The Mascottes, of Montreal, will play the Plattsburg baseball team a game on that day. The following firms have been good enough to subscribe to the picnic funds in money or kind:

Walter Baker & Co.; Hudon, Hebert & Cie; Gunn, Langlois & Co.; E. D. Marceau; Chaput, Fils & Cie; Laing Picking and Provision Co.; Leon Perron; Chas Gurd & Co.; Lyman, Sons & Co.; D. Hutton & Co.; H. Jones & Co.; J. C. Wilson; James Vaillancourt; James Brown; A. Marcott; D. Masson; Austin & Lefebvre; G. Gaucher; Normandine & Prince; Meakins, Sons & Co.; L. A. Wilson; Munderloh & Co.; Tellier, Rothwell & Co.; John L. Cassidy & Co.; J. J. Duffy; Joseph Christin; N. Barsalou; Ald. Robillard; W. Perkins; P. Milloy; Colin Campbell; W. D. Strouf & Co.; Gooderham & Worts; Young & Co.; John Hope; H. J. Chard; John Magor & Son; St. Lawrence Sugar Refinery; Canada Sugar Refinery; Evans & Son; Bovril Co.; W. D. McLaren; Geo. Wait & Co.; W. R. Wonham & Son; Wm. Farrell; Carter, Galbraith & Co.; Hadd & Pelletier; Phelps & Burns; James Aird; R. S. Hall; Joseph Brown; F. H. Benoit; Chase & Sanborn; "Salada" Tea Co.; Foreign Cheese Co.; L. O. Grothe; R. Herron & Co.; Howard Bottling Co.; Johnson Forbes; Loynachan & Scriver; Laing Manufacturing Co.; Morton & Co.; Thos. Sonne; A. MacArthur; "Ozo" Tea Co.; Pabst Brewing Co.; Savage & Son; J. W. Windsor; Welcome Soap Co.; J. Wright & Co.; Jos. Lamoureux; Wm. Strand & Co.; Viau & Freres; John H. R. Molson & Bros.; Masson & St. Germain; D. S. Perrin & Co.; Leonard Bros.; Stonewall Jackson Cigar Co.; Marotte & Leblanc; Bourbonnier & Lehay; L. Larne; L. A. Cloutier; Virtue Bottling Co.; The Canadian Brewing Co.; S. H. & A. S. Ewing; Montreal Biscuit Co.; Bowin, Wilson & Co.; Rowan Bros.; Z. Limoges; D. H. Rennoldson; J. E. Hunsicker; T. Kinsella American Dressing Co.; Jos. Brown; Christie, Brown & Co.; N. Quintal & Fils; Wm. Dunn; Johnston & Turgis; Rose & Laflamme; Surprise Soap; Lyon Silvermann; A. Savage & Sons; Imperial Extract Co.; Welsh & Son; Ontario Grape and Wine Growing Co.; J. C. Wilson; Jos. Brown; Bell, Simpson & Co.; John Duncan; Wm. Dawes; William Dow & Co.; James Harper; A. Marcotte; Normandin & Prince; J. J. Gaucher; John Boyd; David Robinson; J. E. Cavanagh; R. W. Masterman; Hart &

Tuckwell; Bell, King & McLaren; A. Bowes & Co.; St. Arnaud & Clement; Vipond, McBride & Co.; G. G. Vipond; Montreal Fruit Auction Co.; J. R. Clagg; John Barry & Son; Imperial Oil Co.; Leduc & Daoust; S. H. Ewing & Sons; Hudon & Orsali; Jas. Dalrymple & Sons; W. W. Ogilvie & Sons.

## CALIFORNIAN RAISIN GROWERS.

**A** VERY remarkable experiment in consolidation is to be tried, and it is to be tried, not by great manufacturers or financiers, but by agriculturists, or, to be more precise, fruit culturists. The courts have ruled against the terms of the agreement between the Prune Association and its members, and this has created some uncertainty about the validity of the raisin agreement, though the President of the Raisin Association says their agreement is better and has not been upset by the courts at any point. But to obviate all doubt it is proposed to change the form of agreement. The association will lease the vineyards of its members. The latter will become virtually the hired men of the association.

There is no doubt that this would give the growers in their corporate capacity absolute control over their combined production. The first problem is to get the growers to enter the arrangement. As President Kearney says: "The association will be the producer and the grower will simply be an employee." It might be supposed that the growers would hesitate a little about putting themselves in this position, and Mr. Kearney admits that they do; "while they will hesitate a little at first about signing leases, they will eventually sign because there is no choice—they will sign the leases or nothing." This is negative pressure; positive pressure of an acute kind is held in reserve; the members of the association feel very bitter toward growers who stayed outside and sold their fruit at some reduction in price. They have called on the directors to cut prices till there is no profit left if these growers remain outside.

Here is about the most extreme type of trust that can be imagined. The individual owners are to lease their vineyards to the association and accept the role of hired men on their own places, and if they refuse the association will undertake to drive them out of business by cutting prices to any extent that may be necessary.

All this for the purpose of maintaining prices, which it is complained were deplorably low the past year. But Mr. Kearney says the last crop was exceptionally large; he does not look for such another crop for years. Besides this, the supply of raisins is going to be curtailed by a larger demand from the wineries for grapes. The surplus of this year has been greatly reduced by the efforts of the association to force a market, and Mr. Kearney is confident that all the raisins on hand will be disposed of before the new crop comes on. It seems to us that the important fact is not that some growers sold outside the association and cut prices, but that the crop was excessive; the association had to cut prices itself to reduce the stock. If Mr. Kearney is right as to a smaller crop and a better demand and no surplus carried over from this year the price the coming year would naturally be better than during the past year. In other words, according to Mr. Kearney's own showing, the price is almost entirely a matter of the supply, and whether the association succeeds in suppressing the independent grower or not has a very slight effect upon the situation.—N. Y. Journal of Commerce.

## AGENCY WANTED.

**A** RELIABLE MANUFACTURERS' AGENT, travelling in the Maritime Provinces and Newfoundland, wants to represent on commission, a reliable provision house or wholesale grocer, in addition to his present business. Apply to JOHN B. HARTY, box 163, North Sydney, N.S. (35)

## — CANADIAN —

## Kipperred Herrings

New pack, now in store.

**WARREN BROS. & CO.**  
TORONTO.

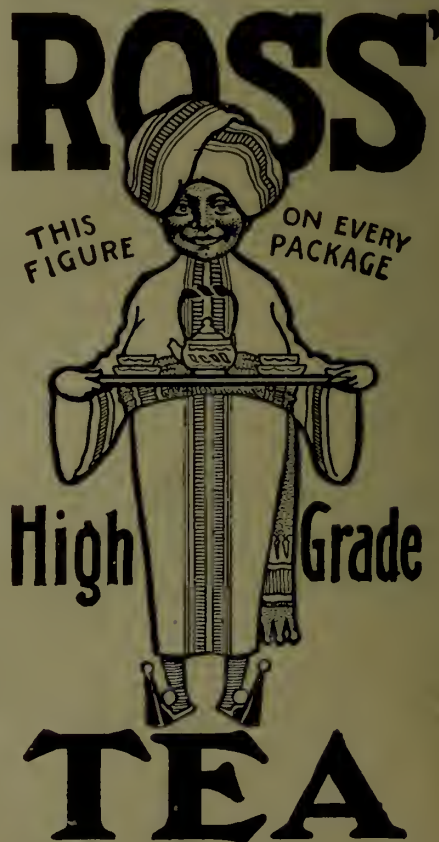
## Fruit for 12th July.

Watermelons, Lemons, Oranges,  
California Pears, Peaches,  
Plums, Bananas.

We have everything in the line. If you are interested and not already getting our weekly price lists, send us your name on a card.

Wanted, consignments of **HUCKLEBERRIES**, Prompt returns. References, R. G. DUN & Co.

**WHITE & CO., ...TORONTO**



**ROSS'S** is the tea of the highest grade, the best, and only pure Ceylon tea on the market.

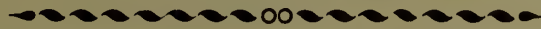
With an order of \$50 we will send an automatic figure, an exact reproduction of our trade mark, the Cingalese, which makes a most attractive window display.

**THE ROSS TEA CO. - - - TORONTO.**



# Quality

Is an essential factor in vinegar—at this time of the year particularly—in working up a profitable trade. Give your customers the best, which cannot be bought at any old price. However, if the quality is not “just right” your trade suffers—then the smaller your stock of cheap vinegar the better. Consumers realize that it is not merely price, but **QUALITY**, that constitutes **value** in the purchase of vinegar.

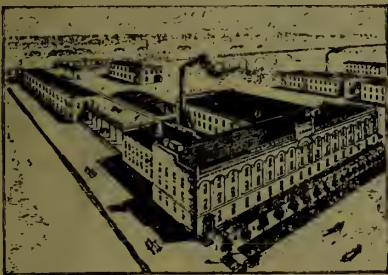


TO GIVE PERFECT SATISFACTION the vinegar you sell must be absolutely reliable. In . . . . .

## IMPERIAL WHITE WINE

the highest standard of excellence is assured to both merchant and consumer. It is clear, sparkling, fine, even-flavored, of full uniform and standard strength.

**IMPERIAL** costs no more than other good-quality vinegars—compare it. It will not be hard to determine that **IMPERIAL** is the best. As a pickle-keeper it has no equal.



## THE WALKERVILLE MATCH CO., LIMITED

Manufacturers of the Celebrated

Maple Leaf, Crown,  
Knight and Imperial  
Parlor Matches



The well and favorably-known

Hero and Jumbo  
Sulphur Matches

**Our Leaders** that give the dealers a big profit: { Imperial Parlor, 1,000 matches, to retail for 5 cents.  
Jumbo Sulphur, 1,000 “ “ “ 5 “

Our goods are put up in neat and attractive packages, and are for sale by all first-class grocers.

## IN HOT WEATHER

The busy housewife is eagerly looking for anything that will lessen her labors. For lunches or quick meals nothing possesses the many advantages of a can of “KENT” BAKED BEANS. Try Them.

THE KENT CANNING CO., Limited - Chatham, Ont.

The continued success attending the sales of  
**"SALADA"** Natural Leaf  
 Uncolored  
 Ceylon Green,  
 as a rival to Japan, is proof evidence of its  
 superior worth.

Draw this tea against the most expensive Japan you can get,  
 and your prompt verdict will be in our favor---not a doubt of it.

The consumer gets a tea in **"SALADA"** green at 25c. equal  
 in cup to the finest Japan produced.

Samples for the Asking.

**"Salada"**--Toronto, Montreal.



## For Fine Work.

The delicate outline of each thread and stitch—the fresh  
 clean appearance so desirable in light colored Summer  
 wear—the absence of "smear" in fine fabrics—these are  
 the characteristics of work done with

## Celluloid Starch.

The Brantford Starch Works, Limited,  BRANTFORD, ONT.

York Bon Bons }  
 York Chocolates }

TO RETAIL AT

**25c.**

The handsomest boxes on the market. Order one dozen of each while they are new.  
 Remember we originated **Cream Sodas**. The genuine are only sold in 3-lb. tins.

**THE CANADA BISCUIT COMPANY, Limited**

King and Bathurst Streets, Toronto.



# MARKETS AND MARKET NOTES

## INFORMATION FOR BUYERS.

If any reader wishes to know where any article can be purchased in Canada or abroad, a letter to the Editor will probably place him in communication with the seller.

## ONTARIO MARKETS.

Toronto, July 11, 1901.

### GROCERIES.

THE aggregate volume of business being done at the moment is moderate, the hot weather and the holiday season combining to lessen the activity of trade. The feature of the week is the issue of prices on the new pack of canned vegetables. The range of prices made by the syndicate, which has control of the output, is considerably above that at present ruling for last year's stock. There is a good demand for gallon apples, canned meats, sardines and campers' supplies. There is a fairly steady trade in currants which continue firm in value. Raisins are easy. Owing to the big sale of sugar during April and early May, the movement since the middle of June has not been quite as large as a year ago.

### CANNED GOODS.

The syndicate prices for the 1901 pack of canned vegetables have been issued. They average about  $7\frac{1}{2}$ c. per doz. higher than the prices which have been quoted by the wholesale dealers for some time. The wholesalers have not yet, however, advanced their quotations to meet this difference, as stocks in retail hands are thought to be rather large. But the feeling is decidedly firm and the tendency to break prices is much less manifest than before the syndicate prices were issued. In any case, wholesalers say, no cut on the present quotations would be made for large lots. Tomatoes are quoted at 75 to 80c. to the retail trade, and canned peas and corn at 70 to 75c. Wholesale dealers are quoting to arrive: Tomatoes, 85c.; peas and corn, 80c. The pack of strawberries is claimed to be moderate, and the wholesalers are quoting \$1.50 for canned strawberries in syrup and \$1.75 for preserved. There is a short pack of cherries, and United States packers have been buying fruit in Niagara and paying prices which local packers are not disposed to pay. Latter advanced prices 25c., and wholesalers

have followed suit on goods to arrive, their quotations being \$2.20 for red pitted and \$2.25 for white pitted. The market is bare of these goods. There is still a good demand for canned salmon, and prices are steady. There is a scarcity of cohoes and the best quality of sockeye salmon on spot. There is an abundant supply, however, of pink salmon. Spot salmon is quoted at \$1.60 to \$1.65 for Fraser River, and \$1.50 to \$1.55 for northern fish, and \$1.20 to \$1.25 for cohoes. Fraser River sockeye for future delivery is still quoted at \$1.45 for less than 10 case lots, and \$1.42½ for 10 case lots and over. Northern sockeye for future delivery is quoted at \$1.30 for less than 10 cases, and \$1.25 for 10 cases and over. There is a good, steady demand for sardines at unchanged figures. All lines of canned meats are in excellent demand, and prices are well maintained.

### COFFEE.

There is an active demand, with prices steady throughout. We quote green Rio

See pages 29 and 30 for  
Toronto, Montreal, and St.  
John prices current.

coffee No. 7,  $7\frac{3}{4}$ c.; No. 6,  $8\frac{1}{4}$ c.; No. 5,  $8\frac{3}{4}$ c.; No. 4,  $9\frac{1}{4}$ c.

### SYRUPS AND MOLASSES.

There is practically nothing doing in either syrups or molasses. Prices are steady throughout. We quote: Corn syrups, barrels, 3c. per lb.; half-barrels,  $3\frac{1}{2}$ c.; kegs,  $3\frac{1}{4}$ c.; pails, \$1.40 each for three gallons, \$1.05 for 2 gallons. Sugar syrups range from 30 to 37c. per gallon, and New Orleans molasses at 23c. upward.

### RICE AND TAPIOCA.

There is a fairly steady demand. Prices are unchanged. B rice is quoted at  $3\frac{1}{2}$ c. per lb. and Japan and Java rice at  $5\frac{1}{2}$  to 6c. The idea for tapioca is  $4\frac{1}{4}$  to  $4\frac{1}{2}$ c.

### SPICES.

There is not much doing yet, but it is expected that there will soon be a demand for pickling spices. Pepper continues stiff, but prices are unchanged. The clove market continues dull.

### TEAS.

There is a fair trade doing in Indian and Ceylon teas and quite a little business is

reported in Ceylon greens. Teas in Japan are about 1c. higher than they were a few weeks ago. Samples of Ceylon tea are being freely shown here, but there is practically no business being done as there is a difference of about 2c. per lb. between the views of buyers and sellers. Mail advices from Yokohama under date of June 22, say: "Our market, notwithstanding the dull reports from your side, keeps fairly firm and active. Second crop leaf is now arriving in small quantities and shows the usual falling off in quality as compared with the earlier leaf." Mail advices from China indicate that a smaller business is being done than last year.

### SUGAR.

While the demand is better than last week, the market is disappointing. In fact, the total volume of sales to date this year has been considerably below that up to this time last year. As a consequence of the dullness, a decline of 10c. has been made in refined and 5c. in all yellow and coffee sugars except Nos. 1, 2 and 3, in sympathy with the New York market. During the week, there has been a decline in raw beet sugar in London.

### FOREIGN DRIED FRUITS.

CURRANTS—An excellent demand is noted. Prices are steady. Ruling quotations here for good, sound fruit are  $9\frac{1}{2}$  to 10c. for Filiatras,  $10\frac{1}{2}$  to 11c. for Patras and 12c. for 1-crown Vostizzas and 14c. for 5-crown.

VALENCIA RAISINS—Reports from Valencia indicate that damage to the extent of 40,000 tons to the raisin crop has been caused by hailstorms. This has steadied the local market considerably, but there is no change. Fine off-stalk, standard brands, is quoted at  $6\frac{1}{2}$  to 7c., but inferior brands run as low as 5 to  $5\frac{1}{2}$ c. Selected is quoted at 7 to  $7\frac{1}{2}$ c. for standard brands and down as low as 6c. for inferior brands.

PRUNES—A steady trade is reported. Californian prunes are quoted at the following prices: 30-40's, 8 to  $8\frac{1}{2}$ c.; 40-50's,  $7\frac{1}{2}$  to 8c.; 50-60's, 7 to  $7\frac{1}{2}$ c.; 60-70's,  $6\frac{1}{2}$  to 7c.; 70-80's, 6 to  $6\frac{1}{2}$ c.; 80-90's,  $5\frac{1}{2}$  to 6c.; 90-100's, 5 to  $5\frac{1}{2}$ c. French prunes,  $3\frac{1}{2}$  to 4c.

CALIFORNIAN DRIED FRUITS—Business is rather quiet. We quote: Apricots,  $11\frac{1}{2}$  to  $12\frac{1}{2}$ c. per lb., in 25-lb. boxes; peaches,  $8\frac{1}{2}$  to 10c. per lb., in bags, and 10 to 12c. in boxes.



**GREEN FRUITS.**

Strawberries are about done, but there is a fair delivery of late varieties which are, as a rule, inferior in quality to what sold previously. The range of prices is steady at 5 to 8c. Raspberries are starting to arrive, and have sold all the way from 12 to 15c. per quart basket. Gooseberries are arriving freely at 35 to 45c. per basket. Red currants range from 35 to 50c. Cherries are in good demand at \$1 to \$1.50 for eating varieties and 90c. to \$1 for cooking varieties. Blueberries are plentiful and are in ready demand at \$1 to \$1.25. Californian fruit is coming to hand fairly well. Peaches are freely offered at \$1.50 to \$1.75. Apples, pears and plums are not so plentiful, but there is generally some of each line to be had. Apples are worth \$3; pears, \$4.50 and plums, \$1.75 to \$2. Apricots are not offering this week. There is a fairly good demand for late Valencia oranges at \$4.50 per box. Rhodi oranges are steady at \$3.50. Messina lemons are selling readily at \$4.50 per box. Bananas are in steady demand, with prices steady at \$1.75 to \$2.25 for firsts. Limes are in fair request at \$2. South Carolina watermelons are offering at 40 to 45c. each.

**COUNTRY PRODUCE.**

**EGGS**—Owing to the large shrinkage due to the heat dealers are buying subject to loss off in Toronto. Prices have declined ½c. We quote 11 to 11 ½c.

**BEANS**—Market is quiet. We quote \$1.60 to \$1.65 for hand-picked and \$1.50 to \$1.60 for prime.

**HONEY**—Some new stock has arrived, and a great deal more is offered. Prices for the season have not yet been definitely made, but a fair nominal quotation is 10c. for new extracted clover, and \$2 to \$2.25 for new clover comb.

**DRIED APPLES**—There is practically nothing doing. We quote nominally 5c. for evaporated and 3 to 3 ½c. for dried apples.

**POTATOES**—The market is dull, as the high prices of three or four weeks ago brought in potatoes so plentifully that the market was practically glutted. Car lots are not salable, but there is a fair movement out of store at 35 to 40c. per bag.

**BUTTER AND CHEESE.**

**BUTTER**—A great deal of what is coming in shows deterioration by heat. Prices are 1c. lower throughout, as last week's figures could not be maintained. We quote: Dairy prints, 16c.; best tubs, 16c.; seconds, 11 to 14c.; creamery prints, 19 to 20c.; boxes, 18 to 19c.

**CHEESE**—The market continues to "ease up," as the prices paid on country boards are fully 1c. below those noted a fortnight ago. New cheese is now worth 9 ½ to 10c.

and old cheese 10c. There is a fair demand for both.

**FISH.**

There is a good demand for whitefish, trout and herring. Herring is 1c. lower. Other fish are in fair request. We quote: Fresh fish—Speckled trout, 25c.; red snappers, 12 ½c.; Spanish mackerel, 12 ½c.; cod-fish, 7c.; whitefish, 7c.; trout, 7c.; halibut, 9c.; sea salmon, 15c.; haddock, 6c.; herring, 3c.; British Columbian salmon, 15c. Prepared fish—Dried cod, in 112 lb. bundles, \$4.75 per cwt.; flitched cod, \$5 to \$5.25; boneless cod, in bricks, 5 to 5 ½c. per lb.; steak cod, 6 ½c. per lb.; shredded cod (2 doz. in box), \$1.80 per box; boneless fish, loose, in 25-lb. boxes, 4 to 4 ½c., and 5-lb. boxes, 5c. per lb. Live lobsters are worth 15c. per lb.

**GRAIN, FLOUR AND BREAKFAST FOODS.**

**GRAIN**—The wheat market is steady. Red and white are quoted at 67c. at outside points, middle freights. Manitoba wheat is worth 89 ½c. for No. 1 hard, grinding in transit, or 88c. Toronto and west. The movement on the local street market is fair. We quote: Wheat, white and red, 71c.; goose, 69 to 69 ½c.; oats, 35c.; rye, 52 to 52 ½c.; barley, 47c.

**FLOUR**—There is a fair demand, with prices steady. We quote on track, Toronto (bags included) as follows: Manitoba patents, \$4.20; Manitoba strong bakers', \$3.95; Ontario patents, \$3.30 to \$3.60; straight roller, \$3.20.

**BREAKFAST FOODS**—A fair trade is doing, with prices unchanged. We quote as follows: Standard oatmeal, \$3.70 in bags, and \$3.80 in bbls.; rolled oats, \$3.60 in bags, and \$3.70 in bbls.; rolled wheat, \$2.25 in 100-lb. bbls.; cornmeal, \$2.75; split peas, \$4; pot barley, \$4.

**HIDES, SKINS AND WOOL.**

**HIDES**—There is a good demand, and prices have advanced 1c. per lb., in sympathy with higher prices on the United States market. We quote: Cowhides, No. 1, 7 ½c.; No. 2, 6 ½c.; No. 3, 5 ½c. Steer hides are worth 1c. more. Cured hides are quoted at 8 to 8 ½c.

**SKINS**—Dekins are 5 to 10c. lower. Otherwise, there is no change. We quote as follows: No. 1 veal, 8-lb. and up, 9c. per lb.; No. 2, 8c.; dekins, from 55 to 60c.; culls, 20 to 25c.; sheepskins, 90c. to \$1.

**PERSONAL MENTION.**

Mr. C. Chaput, of L. Chaput, Fils & Cie, left with Mrs. Chaput on Wednesday for a five-weeks' holiday at Old Orchard Beach.

Mr. J. W. Flavell, manager of The Wm. Davies Packing Co., Limited, Toronto, with his assistant, Dr. Smale, were in Montreal this week calling on the trade on their way down east.

**QUEBEC MARKETS.**

Montreal, July 11, 1901.

**GROCERIES.**

**T**HE general run of business has hardly been so good this week, and some lines show little life. The feature of the week has been the syndicate's announcement of the prices of new pack of vegetables. They are found to be somewhat higher than the present quotations of the wholesale trade, yet rather lower than last year. The strange feature of the market is that the wholesalers have not changed their prices and are still content to sell at a loss. The trouble is, of course, they still have large stocks, some houses having enough corn and tomatoes to run them six months. The demand for sugar has somewhat slackened during the week, but there is still a fairly brisk demand and the markets are steady. Molasses has become interesting, most dealers having taken in their stocks. Japan teas are reported firmer again and dealers have had to advance their limits. Local agents of Japan houses have had their quotations advanced 1 to 2c. this week. Indian and Ceylon tea markets remain dull, while China blacks and greens are very low. Every tea market except the Japan, is deathly sick. Reports to hand this week reiterate prospects for a heavy crop of foreign dried fruits. American pork is 3-8c. per lb. lower, while coarse salt is 2c. higher per bag.

**SUGARS**

The demand for sugars which was at high tide last week has fallen off somewhat, and now the refineries are quite able to fill orders promptly. The market is reported steady with no change in prices. Refiners quote \$1.60 per 100 lb. for granulated, and \$3.85 to \$4.50 for yellows, according to quality. City 5c. extra. The raw sugar markets are rather quiet.

**SYRUPS**

There is but little demand for syrup just now. Prices are unchanged at 1 ½ to 2c. per lb. for cane syrup and 3 to 3 ½c. for corn syrup, according to package.

**MOLASSES**

The molasses market has lost almost all interest for the grocer, the primary market being closed, and the retail trade being thoroughly supplied with early goods.

**CANNED GOODS.**

The syndicate has announced its quotations. That is sufficient to make the canned goods market interesting for a week. These are above the present wholesale values and somewhat below last year's combine figures. They are such as to allow the wholesaler to quote the following prices: Tomatoes, \$5 to \$7 ½c.; corn, 80 to 85c.; peas, English garden, 80 to 85c.; sweet wrinkled, \$2 ½ to 85c.; early, 85 to 90c.; and fine French, \$1 to \$1.10; golden wax beans, 77 ½ to 80c. At the present moment tomatoes are selling in Montreal at 80 to 85c.; corn, 75c.; beans, 70c.; and peas 75c. to \$1. The syndicate's announcement, although it may have tended to strengthen the market, has not yet caused and appreciation of values. It seems to be the supreme object of wholesalers to rid themselves of stocks and they voice the determination that they will not hereafter buy heavily. There seems to be no inducement to do so, a fact which the retailers will also note. Fruits, to arrive, are selling in regular quantities, at \$1.50 and \$1.65 for



Toronto Commission Houses.

**New Messina Lemons**

Get our special quotations for "Long Keepers" for your Summer trade.

**Pineapples**

We are now in a position to fill your orders for all grades of this popular fruit.

**McWilliam & Everist,**

Wholesale Fruit, Produce and Commission Merchants

**25 and 27 Church St., TORONTO, Can.**

Long Distance 'Phone Main 645.

Warehouse 'Phone Main 3394.

**Butter Cheese  
Eggs Poultry**

Consignments Solicited.

Highest Prices. Prompt Returns.

**The Wm. Ryan Co.,**

... Limited.

70 and 72 Front St. E., Toronto.

**Butter Wanted**

In Tubs and Pails. Ship to us.

**Rutherford, Marshall & Co.**

Commission Merchants,

68 Front Street East, Toronto.

Telephones Main 4226 and 4227.

**DAWSON** Commission Co., Limited**FRUIT, PRODUCE AND  
COMMISSION MERCHANTS.**Cor. Market and  
Colborne Streets.**TORONTO**

ESTABLISHED 1869

**Geo. Stanway & Co.****Brokers and  
General Commission Merchants**Teas, Sugars, Molasses, 46 Front St. East,  
Canned Goods **TORONTO.**

Correspondence Solicited.

**For Catchy Money-Making Lines in  
BISCUITS**

WRITE

**THE HOME CAKE CO.  
QUELPH, ONT.**

Samples and prices on receipt of Post Card.

strawberries in syrup and preserved; \$1.40 and \$1.55 for raspberries in syrup and preserved, and \$2.30 and \$2.50 to \$2.60 for pineapples preserved and grated. Salmon is firm and unchanged in price.

**SPICES.**

There is a fair demand reported for spices this week. The market remains firm. We quote: Nutmegs, 35 to 65c. per lb., as to size; Penang mace, 45 to 50c. per lb., as to quality; pimento, ground, 12 1-2 to 15c.; cloves, 15 to 25c.; pepper, ground, black, 17 to 20c., according to grade; white, 25 to 27c.; ginger, whole, Cochin, 15c.; Japan, 10c.; Jamaica, 20c.; ground, Japan, 15c.; Cochin, 20c.; Jamaica, 25c.

**RICE**

Tapioca continues to be very scarce and supplies are being taken as rapidly as they come upon the market. We quote in combine district: B rice, in bags, \$3.10; in half bags, \$3.15; in 1-4 bags, \$3.20; in pockets, \$3.25. In 10-bag lots an allowance of 10c. is made. CC rice, \$3 in bags; \$3.05 in half bags; \$3.10 in 1-4 bags, and \$3.15 in pockets. In the open territory prices are about 10c. less. Patna rice is worth 4 1-4c. per lb.

**TEAS**

Cablegrams have come from Japan this week advising agents here of advances of 1 1-4 to 1 3-4c. per lb. The trade has been holding off, expecting a fall, but contrary to their expectations comes this rise. Importers have been compelled to advance their limits two or three times.

The local market is in a rather poor state. Indian and Ceylon as well as China black and green teas are very sick and dull. There seems to be but little demand for any grade. The market for Japan teas is also affected, for, on account of the slow demand for teas, dealers are making concessions and are selling Japan tea at prices fully 2c. below what it would cost to lay them down here. Old teas have sold at 13c. Medium grades generally bring 18 to 20c.

**FOREIGN DRIED FRUITS.****CURRENTS**—The market is strong, with goods selling at 9 1-2 to 10c., although some quote 10 1-2 to 11c. There is a regular demand and the market is in a healthy condition.**RAISINS**—According to latest mail advices the new crop has been progressing favorably till a few days ago when some hail storms set in and damaged 40,000 or 50,000 cwt. There is no talk of price ideas as yet. In sultanas there is no change in the crop prospects. There has been some cloudy weather but no complaints are to hand as yet. Locally, the raisin market is quiet and unchanged.**PRUNES**—There is a fair demand for prunes. The mails give optimistic prospects for the new French prune crop, although the size may be hardly as large as last year. Californian prunes are worth 5 to 5 1-2c. for 90's to 100's; 6 1-2 to 7 1-2c. for 60's to 70's and 7 1-2 to 8c. for 40's to 50's. French prunes are selling at 3 to 5c.**EVAPORATED FRUITS**—Evaporated apples are firm at 6 1-2c. Apricots are worth 10c., and peaches and pears, 8c. each.**GREEN FRUITS.**

Strawberries are now about out of season. They have been selling at 6 to 8c., but the quality is poor. Raspberries are worth 15 to 18c., but a drop is expected. Bananas are in good demand, with firsts selling at

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**CUT TOBACCO****OLD CHUM.****SEAL OF NORTH CAROLINA****OLD GOLD****CIGARETTES****RICHMOND STRAIGHT CUT.****SWEET CAPORAL.****ATHLETE.****DERBY****ROCK SALT** FOR HORSES and CATTLE.**TORONTO SALT WORKS, Toronto, Ont.****Winnipeg Brokers.****M. B. STEELE**

Wholesale Commission Merchant and Broker.

Correspondence and Agencies Solicited.

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P.O. Box 731.

**JOSEPH CARMAN . . .****WHOLESALE MERCHANDISE BROKER  
AND MANUFACTURERS' AGENT.**

Winnipeg, Manitoba, Canada.

Secretary Winnipeg Fruit and Produce Exchange  
Correspondence and Agencies Solicited.

Storage, Track Facilities.

**Foreign Shippers**If you want to offer your goods in  
**WINNIPEG, CANADA.** we will be  
pleased to answer your inquiries.**E. NICHOLSON**Wholesale Commission Merchant and  
Broker.115 Bannatyn e St. East, **Winnipeg, Canada.****Winnipeg Fruit Merchants.****THE RUBLEE FRUIT CO.  
LIMITED.****IMPORTERS OF FOREIGN AND DOMESTIC  
GREEN AND DRIED FRUITS, NUTS, Etc.**

151 Bannatyn e St.,

**WINNIPEG, MAN.**

12th St.,

**BRANDON, MAN.****Winnipeg Advertising Agents.****ADVERTISING in WESTERN CANADA**will be Carefully, Efficiently, and Promptly  
attended to by**The Roberts Advertising Agency,  
WINNIPEG, CANADA**

\$1.90 to \$2.25 per bunch. Oranges are 25 to 50c. per box higher. We quote: Messina oranges, 200's, \$3 to \$3.50 per box and \$1.50 to \$2 per half box; Messina lemons, 300's, \$2.25 to \$3.25; 360's, \$2 to \$2.75 per box; bananas, \$1.90 to \$2.25; Californian apples, \$2.25 per box; pineapples, 20 to 25c.; Tennessee tomatoes, \$1 to \$1.25 per crate; radishes, 15c. per doz.; new Bermuda potatoes, \$3.75 per bbl.; new Bermuda onions, \$3 per crate; Canadian asparagus, \$1.50 per basket; strawberries, 6 to 8c.; cabbage, in crates, \$1.75; cucumbers, in baskets, \$2; Californian plums, \$1 to \$1.75 per box; Californian peaches, \$1.10 to \$1.25 per box; Californian apricots, \$1.25 to \$1.40 per box; Egyptian onions, 2 1/4c. per lb.; limes, \$1.50 per box; gooseberries, 40c. per basket; raspberries, 15 to 18c. Country produce.

### COUNTRY PRODUCE.

EGGS—There has been no important change in the situation of the market. Exporters report a better demand this week, but it seems difficult to get the Englishman to pay the price. Locally, No. 1 stock is selling at 11 1/2 to 12c. and No. 2 at 9 to 9 1/2c.

HONEY—The demand for honey is nil; the trade is dull and prices are steady. We quote: White clover honey in comb, 12 1/2 to 13 1/2c.; white, extracted, 9 to 10c.; buckwheat, in comb, 9 to 10c., and extracted, 7 to 8c.

POTATOES—The season for old potatoes is about over; the last sales of carlots being made at 45 to 50c. on track. A few lots of new potatoes have arrived but they are mostly small.

ASHES — There is nothing new to report. We quote: Firsts, \$1.30 to \$4.35; seconds, \$3.90 to \$4, and pearls, \$5.85 per 100 lb.

### LIQUORS.

#### SCOTCH WHISKIES.

|                                                   | Per case of quarts.        |
|---------------------------------------------------|----------------------------|
| Roderick Dhu .....                                | \$9 50 less 3 p.c. 30 days |
| Usher's O.V.G. Special Reserve 9 75               | " " "                      |
| Usher's G O H. .... 12 25                         | " " "                      |
| Gaelic, Old Smuggler..... 9 75                    | " " "                      |
| Greer's O.V H. .... 9 50                          | " " "                      |
| Old Mull .....                                    | 9 75 " " "                 |
| Sheriff's One Star .....                          | 10 25 " " "                |
| " V.O. ....                                       | 10 50 " " "                |
| Kilmarnock .....                                  | 9 75 " " "                 |
| Doctor's Special .....                            | 10 00 " " "                |
| House of Lords .....                              | 10 75 " " "                |
| Bullock, Lade & Co.—                              |                            |
| Special blend .....                               | 9 25                       |
| Extra special .....                               | 11 00                      |
| John Dewar & Sons—                                |                            |
| Extra special .....                               | 9 50                       |
| Special liqueur .....                             | 12 25                      |
| Extra " .....                                     | 16 50                      |
| James Ainslie & Co.—                              |                            |
| Highland Dew .....                                | 6 75                       |
| Glen Lion, extra special 12 50                    |                            |
| J. Brown & Co.—                                   |                            |
| Duke of Cambridge ....                            | 12 00                      |
| Mitchell's—                                       |                            |
| Heather Dew .....                                 | 7 00                       |
| Special Reserve .....                             | 9 00                       |
| Mullmore .....                                    | 6 50                       |
| W. Teaches & Sons—                                |                            |
| Highland Cream, qts., \$9.50 less 3 p.c. 30 days. |                            |

#### CANADIAN WHISKIES.

|                                  | In harrels per gal. |
|----------------------------------|---------------------|
| Gooderham & Worts, 65 O. P. .... | \$4 50              |
| Hiram Walker & Sons " .....      | 4 50                |
| J. P. Wiser & Son " .....        | 4 49                |
| J. E. Seagram " .....            | 4 49                |
| H. Corby " .....                 | 4 49                |
| Gooderham & Worts, 50 O. P. .... | 4 10                |
| Hiram Walker & Sons " .....      | 4 10                |

|                                    |        |
|------------------------------------|--------|
| J. P. Wiser & Son " .....          | 4 09   |
| J. E. Seagram " .....              | 4 09   |
| H. Corby " .....                   | 4 09   |
| Rye, Gooderham & Worts....         | 2 20   |
| " Hiram Walker & Sons .....        | 2 20   |
| " J. P. Wiser & Son .....          | 2 19   |
| " J. E. Seagram .....              | 2 19   |
| " H. Corby .....                   | 2 19   |
| Imperial, Walker & Sons .....      | 2 90   |
| Canadian Club, Walker & Sons ..... | 3 60   |
| Less than one bbl. per gallon.     |        |
| 65 O. P. ....                      | \$4 55 |
| 50 O. P. ....                      | 4 15   |
| Rye .....                          | 2 25   |

#### CHAMPAGNE.

The prices below are subject to the trade discount of 5 and 3 per cent.:

|                                  | Per Case.       |
|----------------------------------|-----------------|
| Comte de Castellane—             |                 |
| Cuvee Reservee... { Quarts ..... | \$12 50         |
| Carte d'Or..... { Pints .....    | 13 50           |
|                                  | 15 00           |
| Champagne Ve Amiot—              |                 |
| Carte d'Or .....                 | 16 00           |
| " Blanche.....                   | 13 00           |
| " d'Argent .....                 | 10 50           |
| Pommery—                         | Quarts. Pints.  |
| Sec and Extra Sec. ....          | \$28 00 \$30 00 |
| Mumm's—                          |                 |
| Extra Sec.....                   | 28 00 30 00     |
| Moet & Chandon—                  |                 |
| White Seal.....                  | 28 00 30 00     |
| Brut Imperial .....              | 31 00 33 00     |
| Perrier-Jouet—                   |                 |
| Fruit .....                      | 28 00 30 00     |
| Reserve Dry .....                | 28 00 30 00     |

#### GIN.

|                               | Per Case. |
|-------------------------------|-----------|
| Pollen Zoon—                  |           |
| Red, cases of 15 bottles..... | \$9 75    |
| Green, " 12 " .....           | 4 75      |
| Violette, " 12 " .....        | 2 45      |

#### P. Hoppe "Night Cap" Brand—

|                               |       |
|-------------------------------|-------|
| Red, cases of 15 bottles..... | 10 50 |
| Green, " 12 " .....           | 5 25  |
| Yellow, " 15 " .....          | 10 75 |
| Blue, " 12 " .....            | 5 40  |
| Poney, " 12 " .....           | 2 50  |

|                    | Per Gal. |
|--------------------|----------|
| Draught—           |          |
| Hogsheads.....     | \$2 95   |
| Quarter casks..... | 3 00     |
| Octaves .....      | 3 05     |

#### De Kuyper—

|                            |       |
|----------------------------|-------|
| Violet, 2 doz. cases ..... | 5 30  |
| Green, " " .....           | 6 00  |
| Red, " " .....             | 11 50 |
| White, " " .....           | 4 00  |

Terms, net 30 days, 1 per cent. off 10 days. In five-case lots, freight may be prepaid.

#### Key Brand—

|                |       |
|----------------|-------|
| Red cases..... | 10 25 |
| Green " .....  | 4 85  |
| Poney " .....  | 2 60  |

#### Melcher's—

|                         |       |
|-------------------------|-------|
| Infantes (4 doz).....   | 4 75  |
| Picnic .....            | 7 75  |
| Poney .....             | 2 60  |
| Blue cases .....        | 4 75  |
| Green " .....           | 5 50  |
| Red .....               | 10 25 |
| Honeysuckle, sma'l..... | 7 90  |
| " large .....           | 15 25 |

### FLOUR AND GRAIN.

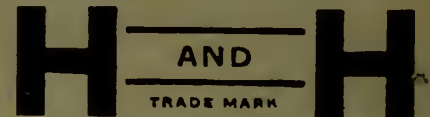
FLOUR — The market during the past week has ruled quiet, although the usual amount of business has been put through on local account. We quote: Manitoba spring wheat patents, \$3.85 to \$4.20; winter wheat patents, \$3.45 to \$3.70; straight roller, \$3.20 to \$3.10; in bags, \$1.55 to \$1.65, and Manitoba strong bakers', \$3.50 to \$3.90.

GRAIN — We quote: No. 1. spring wheat, 71 to 71 1/2c. afloat July; peas, 78 to 79c.; rye, 58 to 59c.; No. 2 barley, 52 to 53c.; oats, 35 to 35 3/4c.; buckwheat, 60 to 61c.; corn 54 to 55c.

OATMEAL — The market is quiet and

CANADIAN ADVERTISING is best done by THE E. DESBARATS ADVERTISING AGENCY MONTREAL

FREE SAMPLE TO SHAMPOO YOUR HAIR.



THE "ALL-ROUND" CLEANER  
JAMES MCINTOSH, 34 Yonge St., TORONTO  
Sole Agent for Canada.

Victoria Fruit Merchants.

From the Atlantic to the Pacific,

OKELL & MORRIS'

(Gold Medal Brands) of Whole Fruit Preserves

Messina Orange Marmalade, Tomato Ketchup, Sauces, Pickles and Vinegars

are acknowledged the purest and best. Trade Builders, Trade-Winners 15 Gold and Silver Medals, and 30 Diplomas for purity and excellence. Write for prices to Factory, Victoria, B.C.

Victoria B. C. Commission Merchants

# PATTON & SONS

Wholesale Produce

and

Commission Brokers

Operating B. C. Cold Storage and Ice Works. Bonded and Free Storage.

Consignments Solicited.

Advances Made on Warehouse Receipts.

AGENCIES ACCEPTED.

Toronto Fruit Merchants.

# ..CALIFORNIA ORANGES..

CANADIAN BERRIES,  
" CHERRIES.

California Peaches, Apricots, Plums. Foreign Nuts, Dates, Figs.

ALL AT LOWEST MARKET.

# HUSBAND Bros. & Co.

82 Colborne St., Toronto  
Telephone Numbers—Main 3428, Main 54.

# CLEMES BROS.

Just Address TORONTO Everybody Knows Us

Are you going to speculate in 10 or 25 boxes Summer-Keeping

LEMONS ?

Write us about them.



# Save Money

By buying your Paper,  
Paper Bags, Twines,  
etc., etc., from

## Douglas <sup>AND</sup> Ratcliff,

PAPER DEALERS  
AND IMPORTERS

Phone 1773.

30-34 Church Street

TORONTO.

prices irregular at \$3.60 to \$3.80 in wood and \$1.75 to \$1.85 in bags.

Feed — The market is easier and sales of carlots are reported at \$13, buyers now offering \$12.50. Shorts, \$14 to \$15, as to quality: mouillie, \$19 to \$21.

BALED HAY — The supply is ample for all local requirements and as regards business we have to report sales of No. 2 in carlots at \$9.50, \$9.75 and \$10 on spot. No. 1, at \$10.50 to \$11.

### CHEESE AND BUTTER.

CHEESE — The dull tone that pervaded the market last week seems to have deserted it and we now find quotations advancing. The English market refused to meet the advance here, and prices have again settled themselves down to a fair basis. For Quebec cheese the ruling quotation is 8 1-2 to 8 7-8c., and for Ontario, 9 3-8 to 9 1-2c. So far this season dealers are reported to have made little money. The break-down of a portion of the city cold storage system has brought a fear for quality in the market.

BUTTER — After a break the tendency of the butter market is again upward. The English market is bullish on Canadian butter, which seems to have given every satisfaction this year. For finest creamery, 19 1-2 to 19 3-4c. is paid, and for dairy, 16 to 16 1-2c.

### MARKET NOTES.

Oranges are 25 to 50c. per box of 200's higher.

Coarse salt is 2c. higher per bag, being now quoted at 40c. f.o.b. wharf. Fine salt, in bags, is unchanged at 90c. f.o.b. wharf.

### NEW BRUNSWICK MARKETS.

St. John, N.B., July 9, 1901.

COOL? Yes; we are just enjoying life. While we have had a few warm days, in the city we do not know what warm weather is. And though, perhaps, a little warm at midday, the evenings are delightful and the nights cool. Our American friends appreciate this and are arriving in large numbers, driven from Boston, New York, and other points by the extreme heat. We wish more western Canadians would come this way as we feel sure they would enjoy the change. In business there is little new. The lumbermen complain of the low prices, although the American market has kept at quite good figures. In line, for which, in quality, quantity and ease of shipment, we cannot be surpassed, this has been the best spring for many years. In groceries, flour is easy and dull. Sugar is firmer, the refiners have slight. Sugar is firmer, the refiners having slight.

OIL — There is nothing new to report in burning oils. While prices are steady the market cannot be called strong. The sale

## Summer Season.

EVERY GROCER SHOULD ORDER

Hygienic Cocoa.  
Queen's Dessert  
Chocolate.  
Chocolate Cream  
Bars.

## COWAN'S

Chocolate Ginger.  
Chocolate  
Wafers, Etc.

to supply his customers going on their summer tours.

## KEEP COOL!

### Georgia Watermelons

First car of the season just arrived.

Extra Fancy Bananas, Pineapples, Oranges, Lemons.

CANADIAN Tomatoes, Raspberries, Cherries, Currants, etc.,  
arriving 3 to 5 times daily per express.

Telephone or Mail your orders. Will make prices right. Quality Right.

Hugh Walker & Son, Wholesale Fruit Importers, Guelph, Ont.

## EPPS'S

GRATEFUL.  
COMFORTING.

IN ¼-LB. LABELLED TINS.

14-LB. BOXES.

Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal.

In Nova Scotia, E. D. ADAMS, Halifax.

In Manitoba, BUCHANAN & GORDON, Winnipeg.

THE MOST  
NUTRITIOUS.

## COCOA

## PARAFFINE WAX

In "One Pound Cakes" for

### HOUSEHOLD USE

Washing Clothes, Ironing, Sealing Canned Fruit, etc.

QUEEN CITY OIL COMPANY, Limited, - - TORONTO, ONT

SAMUEL ROGERS, President.

Owing to the increased demands on us by the grocery trade, who recognize the worth and selling qualities of

## "Capstan" Brand

grocery articles, we have been compelled to remove our manufacturing plant to larger premises and a better shipping centre.

We are now installed in our new factory at 50 Jarvis Street, Toronto, where we can meet your demands favorably.

The Capstan Mfg. Co., formerly of Collingwood, Ont.

# Does Your Coffee Department Require Replenishing?

If so, we can quote you the lowest figures in the market, for absolutely the very finest quality of

**Mocha, Java, Ceylon, Costa Rica, Maracaibo, Rio, Santos, Etc.**

Being direct importers and large buyers, we can consequently offer you some splendid values. Prompt shipment and satisfaction guaranteed. Be convinced of what we claim by sending for samples and prices.

**S. H. Ewing & Sons, Montreal**

at this season is very light. In paint oils there continues to be an active business at quite full prices. The situation has favored the wholesale dealer. Lubricating oils have a steady sale; prices are quite low and the market is easy. In seal oil there is a good demand, and figures are firm. Cod oil is scarce. Little new has yet been received and prices are fully maintained. In wax, while prices are still the lowest which have been quoted this season, there is no expectation of as low prices as those which prevailed a few years ago.

**SALT** — In Liverpool coarse there is a fair stock held. Prices are unchanged. There have been no arrivals for a time, but some is shortly expected by sailing vessel. Some shipments are being made from Boston to points along the Bay shore. In fine salt, Canadian is in good demand, as the cheese factories use it almost exclusively. Note as follows: Liverpool coarse, 50 to 55c.; English factory-filled, 95c. to \$1; Canadian fine, \$1 per bag; cheese and butter salt, bulk, \$2.40 per bbl.; 5-lb. bags, \$2.85 to \$2.90 per bbl.; 10 lb. bags, \$2.70 to \$2.75 per bbl.; 20-lb. wood boxes, 22c. each; 10-lb. wood boxes, 11c. each; cartons, \$2 per case of 2 doz.; English bottled salt, \$1.25 to \$1.30 per doz.; mineral rock salt, 60c. per 100 lb.

**CANNED GOODS** — There has been considerable interest in old goods, vegetables, caused by some low figures quoted. It is generally understood that orders at these figures were not filled. There were, however, quite a few goods sold at lower prices than the standard association packers would quote. There are fair stocks held. Buying of new goods is likely to be small. Fruits are quiet. This is a small market. Lobsters are high and not generally offered. In salmon, while some sales have been made, there is no special interest. The cheaper grades have the demand. Oysters are quoted rather higher by Baltimore packers. In local packed fish, such as finnan haddies, considerable stock is being received. There

is a good sale, chiefly for the west. The quality of these goods is such as should command better prices. Sardines, which are just being packed, are easier. It is early for herring. In these goods the demand exceeds the supply. In all these lines competition among the packers keeps the price, it is said, below cost.

**GREEN FRUITS** — There is a very active business. Californian pears are now being received and they are large sellers here. Peaches, plums and apricots are rather higher. A few Valencia oranges have been received. The quality is good. Very few Californians have been received. Other grades are light sellers. Lemons are sellers and the price is quite low, though somewhat higher than it was. Bananas are rather higher this week. There is a large consumption. Pines are not so freely sold. Georgia peaches are received and are of good quality. Tomatoes are lower and more freely offered. Strawberries, local grown, have been very low, selling freely at retail at 5 to 6c. The quality is particularly good. Large quantities are being shipped west.

**DRIED FRUITS** — There is little of interest. Some orders for the new Valencias for first shipment have been given at open prices. The spot market is very dull. It is thought buying will be light. The trade prefer Californians but in these the sales, owing to price, were disappointing last season. A good business is hoped for. Seeded will be largely used. Prunes, it is expected, will be largely bought. Prices are expected to be below last year. The spot market is dull. Currants are light sale, with price firm. In peels, the price of citron, new goods, is well above that of last year. Orange and lemon show little change, but are also rather higher. In dates, the sale is for package goods. Figs have no sale. Onions are a light stock and are held rather higher. In nuts, peanuts have a steady sale but prices hold low.

**DAIRY PRODUCE** — In eggs, the price is low and there is a tendency to still lower figures. There are but few receipts and light sales. Buyers have to be careful about quality as there are many bad at this season. Butter is dull and the price is low. Stock needs to be very good to move at all freely. Cheese tends higher. Prices here have been below western figures. Local consumption is not large.

**SUGAR** — While prices of both yellows and granulated have been advanced 10 cents by the refineries, there is little or no change in the local market. There is a large sale. Considerable foreign granulated is offered.

**MOLASSES** — Much of the Barbados which has been received has been shipped west. At the difference in price the local demand is for Porto Rico, the price of which in the local market has been kept low. There is still considerable to arrive.

**FISH** — The interest is still in fresh fish, chiefly salmon. There has been a good catch and prices have been well maintained. The quality of the fish is particularly good. A few shad are still being received. There is a wide range in price. In dry codfish the receipts are light, the weather being too hot for curing. There is but a limited sale. Pollock are a small stock, but are in little demand. While a few new pickled herring have been received the market does not require many. Smoked show no change. Fresh halibut is still received. In finnan haddies business is local. We quote: Large and medium dry cod, \$3.25 to \$3.30; small, \$2.10 to \$2.25; haddies, 5 to 5 1-2c.; smoked herring, 12 to 13c.; fresh haddock and cod, 2 1-2c.; boneless fish, 4 to 5c.; pollock, \$1.60 to \$1.65 per 100 lb.; pickled herring, \$2.15 to \$2.25 per half bbl.; Canso herring, \$5 per bbl.; \$2.75 halves; Shelburne, \$4.50 per bbl.; \$2.25 halves; halibut, 8c.; shad, 10 to 22c.; salmon, 12 to 14c.

**FLOUR, FEED AND MEAL** — In flour, values are lower and demand dull. There

*The best selling tea in Canada today is*  
*Blue Ribbon Ceylon*  
*packed and sold by*  
*Blue Ribbon Tea Co.*  
*17 Front St. East - Toronto*



# Ceylon and Indian Teas— Black or Green.

**The Black Teas** were introduced into Canada only a few years ago. Reflect how they have gained in popularity yearly and consider the present consumption.

**The Green Teas** are still quite a novelty, but have already made their mark and merit all success. They are made expressly to meet the tastes of those who do not drink Black Tea.

In addition to their unquestioned merits, remember how they are **advertised**—See the daily papers.

Ceylon Greens are for sale in Montreal by—

Messrs. Carter, Galbraith & Co.

“ L. Chaput, Fils & Cie.

“ Laporte, Martin & Cie.

“ E. D. Marceau.

“ “Ozo” Tea Co.

is a very good sale for Manitobas, which show a low range. In feed, there is little doing. Oats are dull but quite firm in price. Oatmeal is a light sale. Prices are steady. Beans are quite firm but there is little doing. Yellow eyes have some demand. Barley has but a small movement and price is quite firm. Blue peas are quite scarce and hard to get. Hay is dull for local consumption. We quote: Manitoba flour, \$1.65 to \$1.70; best Ontario, \$3.70 to \$3.80; medium, \$3.60 to \$3.70; oatmeal, \$3.80 to \$4; cornmeal, \$2.30 to \$2.35; middlings, \$2.2 to \$2.3; oats, 40 to 42c.; H. P. beans, \$1.65 to \$1.75; primes, \$1.55 to \$1.60; yellow eye beans, \$2.10 to \$2.60; split peas, \$1.10 to \$1.15; barley, \$3.90 to \$4; hay, \$12 to \$14.

#### TRADE NOTES.

Geo. E. Barbour is expecting this week the third cargo of Porto Rico molasses for this present season.

Messrs. Jones & Schofield and Geo. E. Barbour have lately enlarged and very much improved their offices.

Messrs. W. Frank Hatheway & Co., packers of "Tiger" tea, are presenting their customers with useful souvenirs.

Mr. Ryan, of Lefebvre, Ryan & Co., manufacturers of vinegar and pickles, called on the trade this week. Mr. Ryan has many friends among the trade.

J. Hunter White has been appointed representative here for the N. K. Fairbank Co. Their compound lard and "Gold Dust" washing powder are almost staples with the trade.

#### MANITOBA MARKETS.

WINNIPEG, July 6, 1901.

**TRADE** continues fair, and to date all reports from the country are favorable, but it is generally conceded that we have had sufficient rain and a warm and fairly dry July would be desirable.

**FLOUR**—Trade fair and prices unchanged.

**CEREALS**—In merely normal demand and unchanged in price.

**CANNED GOODS**—The unfavorable reports from Ontario re strawberry crop have led to the withdrawal of all quotations from this market, and higher prices are expected. New pack peas have been shown the trade here, but quotations are not yet arranged. It is anticipated, however, that prices will be higher.

**EVAPORATED FRUITS**—The firmness of apricots reported last week continues, and an advance of ½c. per lb. is now reported in peaches.

**DRIED FRUITS**—Nothing new is reported in this market concerning currants and raisins. The demand for old stock is very light.

**COFFEE**—There is a further drop, and No. 5 Rio is now 9c. Little is being done.

**SUGARS**—Yellow sugars have advanced 10c. per 100 lb., but granulated remains unchanged.

**GREEN FRUITS**—Business has been much retarded owing to a shortage of fruit. Bananas, for which there is always a great

demand here, have arrived in a most unsatisfactory condition. So much so, in fact, that a man has been sent direct to New Orleans by the Winnipeg Fruit and Produce Exchange to superintend the shipment of fruit to this point. The shipments of Ontario strawberries have been more unsatisfactory than usual, and that is putting it strongly. Ontario gooseberries arrived and were satisfactory, the price is \$3 per 24-box crate. A few Californian apples came in during the week; these were quoted at \$2 per box. Peaches, \$2; plums, \$2.25; apricots, \$2. Cherries are over for this season. Oranges and lemons are in active demand.

**CURED MEATS**—Markets are firm and prices unchanged.

**BUTTER**—Creamery, 15 to 16c. factories, with poor demand for June make. Dairy butter offering large on a weak market.

**CHEESE**—Offerings fair and price 8 to 8½c. Winnipeg; 7½c. f.o.b., factories.

**EGGS**—Offerings decreasing and prices advanced to 11c. Winnipeg.

#### AMONG TORONTO RETAILERS.

**EARLY CLOSING AND TRADING STAMPS.** At the meeting of the Legislative and Reception Committee of the City Council

on Tuesday considerable time was devoted to the proposed by-law to prohibit the use of trading stamps and to the amendment to the early-closing by-law which has been proposed in order to meet the technical objections of Judge Macdougall to the by-law as at present worded. The committee decided to recommend to the City Council that the trading stamp by-law be passed.

**T. HOLMES ROBBED.**

On Thursday evening last week, T. Holmes, 994 Bathurst street, left \$6.90 on a shelf when he closed his store, in order that he would be reminded by it to pay an account early in the morning. On Friday morning, when he came down to open up, he found his front door open and his money gone. "I cannot swear that the thieves took anything else," said Mr. Holmes, "but I can swear about that all right." It seems that the thieves entered through the fan light above the door, which was not locked.

**GROCERS' FAILURES.**

Two Toronto grocery firms are in financial trouble this week. One of these, Adam Reddock, Parliament street, whose creditors were called to meet this week, became prominent last year in connection with his vigorous opposition to early closing. The other firm, Jeffs Bros., College street, had not been in business many years. They were enterprising grocers, but frequently

cut prices and gave trading stamps. They assigned to J. P. Langley, and their creditors meet on July 15.

#### A MODERATE PACK OF LOBSTERS.

**T**HE season for lobster fishing on the Atlantic coasts of Canada ended on Wednesday. Regarding the pack, a despatch from Ottawa says: "Early in the year enormous quantities of live lobsters were shipped from Western Nova Scotia, chiefly from Yarmouth, and also from points as far east as Richmond and Cape Breton counties, on Cape Breton Island. The catch was probably quite equal to previous years. Along most of the coasts the canning of lobsters by law does not commence for four or five months after the live lobster trade has begun. In Western Nova Scotia the canners found that in some localities the lobsters were extremely scarce, while in others a pack above the average was put up. The same holds true of Northern New Brunswick."

"On account of the shortage in the localities referred to, the Department of Marine and Fisheries has been asked to grant an extension of the season, but Sir Louis Davies decided before he left for England that no such enlargement was to be permitted. In view of the high prices which prevail the fishermen and canners will do better than the shortage would lead one to suspect. In the Straits of Northumberland and on the eastern shore of Cape Breton Island lobster fishing continues after July 10, but the industry there is not of such extent as to seriously affect the total pack."

#### PHOENIX, B.C., TRADE NOTES.

B. A. Reeves has opened up a fruit, confectionery, cigar and news stand in the Delahay building under the style of Reeves the Confectioner.

Vaughan & McInnis, last week, sold their butcher shop, stock and real estate in Phoenix to P. Burns & Co., who already have shops all through British Columbia. It is the intention to run the two shops in Phoenix.

J. E. W. Thompson, of Morrin, Thompson & Co., general merchants, is taking a much needed holiday in Nelson, B.C., and Columbia Valley.

#### "Chief Keokuk"

Pickles and Condiments.

#### "Montrose"

Tomatoes, Peas and Vegetables.

SOLD ON THEIR MERITS.

**KEOKUK PICKLE CO.**

KEOKUK, IOWA, U.S.A.



# CURRENT MARKET QUOTATIONS

July 11, 1901.

This list is corrected every Thursday, and the quotations herein given are for the cities of Montreal, Toronto, St. John, N. B., and Halifax. The prices are solicited for publication, and are of such quantities and qualities as are usually ordered by retail dealers on the usual terms of credit. For Winnipeg market report and prices, see page 28.

Goods in large lots and for prompt pay are generally obtainable at lower prices. All quotations for staple products are under the direct control of the Editors, who call daily upon all the leading houses in the principal centres.

## BUTTER, CHEESE AND EGGS

|                                 | Montreal. |         | Toronto. |       | St. John, Halifax. |       |
|---------------------------------|-----------|---------|----------|-------|--------------------|-------|
| Dairy, choice, large rolls, lb. | \$0 14    | \$0 14½ | .....    | ..... | .....              | ..... |
| “ “ pound blocks.....           | 16        | 0 17    | .....    | 16    | 18                 | 19    |
| “ “ tubs, best.....             | 16        | 17      | .....    | 16    | 15                 | 17    |
| “ “ tubs, sec. grade.....       | 15        | 16      | 11       | 14    | 12                 | 14    |
| Creamery, boxes.....            | 19½       | 20      | 19       | 20    | 18                 | 20    |
| “ prints.....                   | .....     | 21      | .....    | 21    | 21                 | 22    |
| Cheese, new, per lb.....        | 9½        | 10      | 9½       | 10    | 10                 | 10½   |
| Eggs, new laid, per doz.....    | 11        | 11½     | 11       | 11½   | 10                 | 12    |

## CANNED GOODS

|                                 |       |       |       |       |       |       |
|---------------------------------|-------|-------|-------|-------|-------|-------|
| Apples, 3's.....                | 90    | 0 90  | 0 75  | 0 90  | 1 00  | 1 10  |
| “ “ gallons.....                | 1 65  | 1 75  | 2 00  | 2 00  | 2 15  | 2 25  |
| Asparagus.....                  | 2 20  | 2 25  | 2 00  | 2 40  | ..... | ..... |
| Beets.....                      | 1 00  | 1 00  | 95    | 1 10  | ..... | ..... |
| Blackberries, 2's.....          | 1 30  | 1 40  | 1 70  | 1 50  | 1 80  | 1 80  |
| Blueberries, 2's.....           | 80    | 85    | 75    | 85    | 95    | 1 00  |
| Beans, 2's.....                 | 80    | 90    | 75    | 80    | 90    | 95    |
| Corn, 2's.....                  | 70    | 80    | 70    | 75    | 80    | 8½    |
| Cherries, red, pitted, 2's..... | 2 15  | 2 20  | 2 10  | 2 25  | 2 30  | 2 40  |
| “ “ white.....                  | 2 00  | 2 15  | 2 00  | 2 25  | ..... | ..... |
| Peas, 2's.....                  | 70    | 80    | 70    | 75    | 80    | 85    |
| “ “ sifted.....                 | 90    | 1 00  | ..... | 1 00  | 1 10  | 1 15  |
| “ “ extra sifted.....           | 1 00  | 1 10  | 1 25  | 1 30  | 1 20  | 1 25  |
| Pears, Bartlett, 2's.....       | 1 40  | 1 60  | 1 50  | 1 75  | 1 80  | 1 80  |
| “ “ 3's.....                    | 1 90  | 2 0½  | 2 00  | 2 40  | 2 25  | 2 50  |
| Pineapple, 2's.....             | 1 75  | 2 40  | 2 25  | 2 50  | 2 15  | 2 25  |
| “ “ 3's.....                    | 2 40  | 2 60  | 2 50  | 2 60  | 2 50  | 2 60  |
| Peaches, 2's.....               | 1 50  | 1 90  | 1 75  | 1 90  | 1 85  | 1 85  |
| “ “ 3's.....                    | 2 25  | 2 90  | 2 50  | 2 75  | 2 70  | 2 85  |
| Plums, green gages, 2's.....    | 1 25  | 1 35  | 1 10  | 1 25  | 1 30  | 1 60  |
| “ “ Lombard.....                | 1 00  | 1 25  | 1 00  | 1 10  | 1 30  | 1 50  |
| “ “ Damson, blue.....           | 1 00  | 1 25  | 1 00  | 1 10  | 1 10  | 1 30  |
| Pumpkins, 3's.....              | ..... | 85    | 80    | 85    | 1 00  | 1 25  |
| “ “ gallon.....                 | ..... | 2 10  | 2 25  | 2 10  | 2 25  | 2 25  |
| Raspberries, 2's.....           | 1 45  | 1 60  | 1 60  | 1 80  | 1 70  | 1 75  |
| Strawberries, 2's.....          | 1 70  | 1 85  | 1 80  | 1 90  | 1 75  | 1 80  |
| Succotash, 2's.....             | 1 00  | 1 25  | 1 15  | 1 10  | 1 10  | 1 15  |
| Tomatoes, 3's.....              | 75    | 80    | 75    | 80    | 90    | 1 00  |
| Lobster, tails.....             | 2 75  | 3 20  | 3 25  | 3 00  | 3 25  | 3 25  |
| “ “ 1-lb. flats.....            | 3 00  | 3 75  | 3 50  | 3 70  | 1 25  | 1 25  |
| “ “ ½-lb. flats.....            | 1 75  | 1 85  | 1 75  | 1 80  | 1 75  | 1 75  |
| Mackerel.....                   | 1 00  | 1 10  | 1 15  | 1 25  | 1 35  | 1 45  |
| Salmon, sockeye, Fraser.....    | 1 50  | 1 85  | 1 75  | 1 85  | 1 50  | 1 75  |
| “ “ Northern.....               | ..... | 1 60  | 1 65  | 1 60  | 1 50  | 1 60  |
| “ “ Horseshoe.....              | ..... | ..... | ..... | ..... | ..... | ..... |
| “ “ Cohoes.....                 | 1 10  | 1 25  | 1 25  | 1 30  | 1 25  | 1 50  |
| Sardines, Albert, ½'s.....      | 12    | 12½   | 12½   | 13    | 14    | 15    |
| “ “ ¼'s.....                    | 20    | 21    | 20    | 21    | 20    | 21    |
| “ “ Sportsman, ½'s.....         | 11½   | 12    | 12½   | 12½   | 12    | 12    |
| “ “ ¼'s.....                    | 19    | 20    | 21    | 20    | 21    | 21    |
| “ “ key opener, ½'s.....        | 9     | 11    | 10½   | 11    | 18    | 18    |
| “ “ ¼'s.....                    | 20    | 22½   | 23    | 25    | 23    | 25    |
| “ “ P. & C., ½'s.....           | 27½   | 30    | 33    | 36    | 33    | 36    |
| “ “ Domestic, ½'s.....          | 4     | 4½    | 4     | 4½    | 4     | 4½    |
| “ “ ¼'s.....                    | 7     | 8     | 9     | 11    | ..... | ..... |
| “ “ Mustard, ¼ size, cases..... | 7 50  | 11 00 | 8 50  | 9 00  | 8 00  | 9 00  |
| “ “ 50 tins, per 100.....       | ..... | 1 00  | 1 10  | 1 15  | 1 00  | 1 10  |
| Haddies.....                    | 1 00  | 1 85  | 1 00  | 1 75  | 1 00  | 1 10  |
| Kipper Herring.....             | 1 10  | 1 55  | 1 00  | 1 70  | ..... | 2 00  |
| Herring in Tomato Sauce.....    | ..... | ..... | ..... | ..... | ..... | ..... |

## CANDIED PEELS

|                    |    |    |    |    |    |    |
|--------------------|----|----|----|----|----|----|
| Lemon, per lb..... | 10 | 11 | 12 | 12 | 13 | 13 |
| Orange, “.....     | 11 | 12 | 13 | 12 | 13 | 13 |
| Citron, “.....     | 15 | 15 | 17 | 15 | 17 | 17 |

## GREEN FRUITS

|                                     |       |       |      |       |       |       |
|-------------------------------------|-------|-------|------|-------|-------|-------|
| Oranges, Rhodi.....                 | ..... | ..... | 3 50 | ..... | ..... | ..... |
| “ “ Cal. late Valencias.....        | ..... | ..... | 4 50 | ..... | ..... | ..... |
| Lemons, Messina, per box.....       | 1 50  | 2 25  | 4 50 | 3 50  | 4 00  | 4 00  |
| Bananas, Firsts, per bunch.....     | 1 25  | 2 75  | 1 75 | 2 25  | 1 50  | 2 00  |
| Apples, per bbl.....                | 4 00  | 5 00  | 4 00 | 7 00  | ..... | ..... |
| Cocoanuts, per 100.....             | ..... | ..... | 3 50 | 3 75  | 3 00  | 3 25  |
| Pineapple, Floridas, per crate..... | ..... | ..... | 3 25 | 3 75  | ..... | ..... |
| Strawberries, per quart.....        | 0 08  | 0 15  | 5    | 8     | 12    | 16    |
| Cal. Peaches.....                   | ..... | ..... | 1 75 | 2 00  | 5     | 6     |
| “ “ Apricots.....                   | ..... | ..... | 1 75 | 2 00  | 1 75  | 1 50  |
| “ “ Pears.....                      | ..... | ..... | 4 50 | ..... | 1 75  | 1 75  |

## SUGAR

|                                        |      |       |      |       |       |       |
|----------------------------------------|------|-------|------|-------|-------|-------|
| Granulated St. Lawrence and Red.....   | 4 50 | ..... | 4 68 | 4 75  | 4 80  | 4 80  |
| Granulated, Acadia.....                | 4 45 | ..... | 4 63 | ..... | 4 61  | ..... |
| Paris lump, bbls. and 100-lb. bxs..... | 5 00 | ..... | 5 18 | ..... | 0 6   | ..... |
| “ “ in 50-lb. boxes.....               | 5 10 | ..... | 5 28 | ..... | ..... | ..... |
| Extra Ground Carg. bbls.....           | 5 00 | ..... | 5 45 | ..... | ..... | ..... |
| Powdered, bbls.....                    | 4 65 | ..... | 5 20 | 5 55  | 5 80  | 5 80  |
| Phoenix.....                           | 4 35 | ..... | 4 63 | ..... | ..... | ..... |
| Cream.....                             | 4 40 | ..... | 4 58 | ..... | ..... | ..... |
| Extra bright coffee.....               | 4 35 | ..... | 4 43 | ..... | 4 44  | 4 44  |
| Bright coffee.....                     | 4 25 | ..... | 4 43 | 3 75  | 4 00  | 4 00  |
| Bright yellow.....                     | 4 15 | ..... | 4 33 | ..... | 3 50  | 3 50  |
| No. 3 yellow.....                      | 4 05 | ..... | 4 23 | 8 80  | 3 92½ | 3 92½ |
| No. 2 yellow.....                      | 4 00 | ..... | 4 18 | ..... | ..... | ..... |
| No. 1 yellow.....                      | 3 85 | ..... | 4 03 | ..... | ..... | ..... |

## HARDWARE PAINTS AND OILS

|                                     |      |       |       |       |       |       |
|-------------------------------------|------|-------|-------|-------|-------|-------|
| Wire nails, base.....               | 2 85 | ..... | 2 85  | ..... | 3 20  | 3 20  |
| Cut nails, base.....                | 2 35 | ..... | 2 35  | ..... | 2 85  | 2 85  |
| Barbed wire, per 100-lb.....        | 3 05 | ..... | 3 05  | ..... | 3 50  | 3 75  |
| Oiled and Annealed Wire, No. 9..... | 2 80 | ..... | 2 80  | ..... | ..... | ..... |
| White lead, Pure.....               | 6 2½ | ..... | 6 37½ | ..... | 6 80  | 6 80  |
| Linseed oil, 1 to 4 bbls., raw..... | 83   | ..... | 81    | ..... | 83    | 83    |
| “ “ boiled.....                     | 86   | ..... | 84    | ..... | 89    | 89    |
| Turpentine, single bbls.....        | 55   | ..... | 55    | ..... | 57    | 58    |

## SYRUPS AND MOLASSES

|                                 |       |       |       |       |       |       |
|---------------------------------|-------|-------|-------|-------|-------|-------|
| Syrups—                         | ..... | 1½    | ..... | ..... | ..... | ..... |
| Dark.....                       | ..... | 2½    | 30    | 32    | ..... | ..... |
| Medium.....                     | ..... | 2½    | 35    | 37    | 34    | 36    |
| Bright.....                     | ..... | 2½    | 37    | 38    | 36    | 38    |
| Corn Syrup, barrel, per lb..... | ..... | 3     | ..... | 3     | ..... | ..... |
| “ “ ½ bbls.....                 | ..... | 3½    | ..... | 3½    | ..... | ..... |
| “ “ kegs.....                   | ..... | 3½    | ..... | 3½    | ..... | ..... |
| “ “ 3 gal. pails, each.....     | 1 40  | ..... | 1 40  | ..... | ..... | ..... |
| “ “ 2 gal. “.....               | 1 05  | ..... | 1 05  | ..... | ..... | ..... |
| Honey.....                      | ..... | 90    | 1 00  | ..... | ..... | ..... |
| “ “ 25-lb. pails.....           | ..... | 1 20  | 1 40  | ..... | ..... | ..... |
| “ “ 38-lb. pails.....           | ..... | ..... | ..... | ..... | ..... | ..... |
| Molasses—                       | ..... | ..... | ..... | ..... | ..... | ..... |
| New Orleans.....                | 22    | 30    | 23    | 60    | 29    | 36    |
| Barbadoes.....                  | ..... | 29    | ..... | 24    | 28    | 28    |
| Porto Rico.....                 | ..... | 38    | 42    | 30    | 34    | 34    |
| Antigua.....                    | ..... | ..... | ..... | ..... | ..... | ..... |
| St. Croix.....                  | ..... | ..... | ..... | ..... | ..... | ..... |

## CANNED MEATS

|                                  |       |       |       |       |       |       |
|----------------------------------|-------|-------|-------|-------|-------|-------|
| Comp. corn beef, 1-lb. cans..... | 1 50  | 1 85  | 1 60  | 1 65  | 1 60  | 1 70  |
| “ “ 2-lb. cans.....              | 2 75  | 3 30  | 2 85  | 3 00  | 2 80  | 2 90  |
| “ “ 6-lb. cans.....              | 8 50  | 11 00 | ..... | 8 25  | 8 75  | 9 25  |
| “ “ 14-lb. cans.....             | 20 00 | 24 50 | ..... | 19 50 | 20 00 | 21 00 |
| Minced callops, 2-lb. can.....   | ..... | 2 75  | ..... | 2 60  | 2 50  | 2 60  |
| Lunch tongue, 1-lb. can.....     | ..... | 3 00  | ..... | 3 00  | 3 00  | 3 25  |
| “ “ 2-lb. can.....               | 6 00  | 7 90  | ..... | 7 00  | 5 80  | 6 00  |
| English brawn, 2-lb. can.....    | 2 40  | 2 75  | ..... | 2 45  | 2 75  | 2 80  |
| Camp sausage, 1-lb. can.....     | ..... | ..... | ..... | 2 50  | 2 50  | ..... |
| “ “ 2-lb. can.....               | ..... | ..... | ..... | 4 00  | 4 00  | ..... |
| Soups, assorted, 1-lb. can.....  | 1 15  | 1 50  | ..... | 1 50  | 1 40  | ..... |
| “ “ 2-lb. can.....               | 2 40  | 2 45  | ..... | 2 20  | 2 25  | ..... |
| Soups and Bouli, 2-lb. can.....  | 1 75  | 2 50  | ..... | 1 80  | 1 75  | ..... |
| “ “ 6-lb. can.....               | 3 50  | 5 85  | ..... | 4 50  | 4 25  | 4 50  |
| Sliced smoked beef, ½'s.....     | 1 65  | 1 70  | 1 65  | 1 70  | ..... | 2 00  |
| “ “ 1's.....                     | 2 75  | 3 10  | 2 80  | 2 95  | ..... | 8 25  |

## FRUITS

|                                |       |       |       |       |       |       |
|--------------------------------|-------|-------|-------|-------|-------|-------|
| Foreign                        | ..... | ..... | ..... | ..... | ..... | ..... |
| Currants, Provincial, bbl..... | ..... | ..... | ..... | 12    | 12½   | 12½   |
| “ “ ½-bbls.....                | ..... | ..... | ..... | ..... | ..... | ..... |
| “ “ Filistiras, bbls.....      | 10    | ..... | ..... | ..... | ..... | ..... |
| “ “ ½-bbls.....                | 10    | ..... | ..... | ..... | ..... | ..... |
| “ “ cases.....                 | 10    | 9½    | 10    | ..... | ..... | ..... |
| “ “ ½-cases.....               | 10½   | 9½    | 10    | 12½   | 12    | 12    |
| “ “ Patras, bbls.....          | ..... | ..... | ..... | ..... | ..... | ..... |
| “ “ ½-bbls.....                | ..... | ..... | ..... | ..... | ..... | ..... |
| “ “ cases.....                 | 11    | 10½   | 11    | ..... | ..... | ..... |
| “ “ ½-cases.....               | 11    | 1½    | 11    | ..... | ..... | ..... |
| Vostizzas, cases.....          | 14    | 15    | 12    | 13    | ..... | ..... |
| Dates, Hallowses.....          | 3     | 3½    | 4     | 3½    | 4     | 4     |
| “ “ Sals.....                  | 70    | 90    | 9½    | 12    | 10    | 12    |
| Figs, 10-lb. boxes.....        | ..... | 3½    | ..... | 3½    | ..... | ..... |
| “ “ Mats, per lb.....          | ..... | ..... | ..... | ..... | ..... | ..... |
| “ “ 7 cr., 25-lb. boxes.....   | ..... | ..... | ..... | 16    | ..... | ..... |
| “ “ 1-lb. glove boxes.....     | ..... | ..... | ..... | 12    | ..... | ..... |
| Prunes, California, 30's.....  | 8     | 8     | 8     | 10    | 12    | 12    |
| “ “ 40's.....                  | 7½    | 7½    | 8     | 8½    | 9     | 9     |
| “ “ 50's.....                  | 7     | 7     | 7     | 7½    | 8     | 8     |
| “ “ 60's.....                  | 6     | 6     | 6     | 6½    | 7     | 7½    |
| “ “ 70's.....                  | 6     | 6     | 6     | 6½    | 7     | 7     |
| “ “ 80's.....                  | 5     | 5     | 5     | 5½    | 6     | 6½    |
| “ “ 90's.....                  | 5     | 5     | 5     | 5½    | 6     | 6     |
| “ “ 100's.....                 | 5     | 5     | 5     | 5½    | 6     | 6     |
| “ “ Bosnia, A's.....           | ..... | ..... | ..... | ..... | ..... | ..... |
| “ “ B's.....                   | ..... | ..... | ..... | ..... | ..... | ..... |
| “ “ U's.....                   | ..... | ..... | ..... | ..... | ..... | ..... |
| “ “ French, 50's.....          | 3½    | 3½    | 3½    | 4     | ..... | ..... |
| “ “ 110's.....                 | ..... | ..... | ..... | ..... | ..... | ..... |
| Raisins, Fine off stalk.....   | 5     | 5½    | 5     | 7     | 8     | 8½    |
| “ “ Selected.....              | 5½    | 6     | 6     | 7½    | 9     | 9½    |
| “ “ Selected layers.....       | 6     | 6½    | 7     | 8     | 10    | 10    |
| “ “ Snitanas.....              | 8     | 10    | 9     | 12    | 10    | 12    |
| “ “ California, 2-crown.....   | 5     | 5½    | ..... | 9     | 9½    | 9½    |
| “ “ 3-crown.....               | ..... | ..... | ..... | 7½    | 8½    | 9     |
| “ “ 4-crown.....               | ..... | ..... | ..... | 8½    | 10    | 10½   |
| “ “ seeded, 3-cr.....          | 9½    | 10    | 10    | 11    | 10    | 10½   |
| Malaga, Lon. layers.....       | 1 50  | ..... | 2 00  | 2 25  | 2 40  | 2 40  |
| Black baskets.....             | ..... | ..... | 2 25  | 2 50  | 2 75  | 2 75  |
| Blue baskets.....              | ..... | ..... | 2 25  | 2 80  | 3 00  | 3 00  |
| Dehesa clusters.....           | ..... | ..... | 3 00  | 4 00  | 3 25  | 3 50  |
| Choice clusters.....           | 2 75  | 3 00  | 3 00  | ..... | ..... | ..... |

## PROVISIONS

|                               |       |       |       |       |       |       |
|-------------------------------|-------|-------|-------|-------|-------|-------|
| Dry Salted Meats—             |       |       |       |       |       |       |
| Long clear bacon.....         | 10    | ..... | 11    | ..... | ..... | ..... |
| Smoked meats—                 |       |       |       |       |       |       |
| Breakfast bacon.....          | 14    | 14    | 14½   | ..... | ..... | ..... |
| Rolls.....                    | 11    | 11½   | 12    | 11    | 12    | 12    |
| Medium Hams.....              | 13    | 14    | 13½   | 12    | 14    | 14    |
| Large Hams.....               |       | 12    | 12½   | ..... | ..... | ..... |
| Shoulder hams.....            | 11    | ..... | 11    | 8     | 9     |       |
| Becks.....                    | ..... | ..... | 14    | ..... | ..... | ..... |
| Meats out of pickle 1c. less. |       |       |       |       |       |       |
| Barrel Pork—                  |       |       |       |       |       |       |
| Canadian heavy mess.....      | 19 50 | ..... | 20 00 | 19 00 | 19 50 |       |
| “ short cut.....              | 20 10 | ..... | 21 00 | 19 00 | 20 50 |       |
| Plate beef.....               | 12 50 | 18 50 | 12 50 | 14 00 | 14 50 |       |
| Lard, tierces, per lb.....    | 11    | 11    | 10½   | 10½   | 11    |       |
| Tubs.....                     | 11½   | ..... | 11    | 11    | 11½   |       |
| Pails.....                    | 11½   | ..... | 11½   | 11½   | 11½   |       |

Subscribers wanting goods or special quotations on anything anywhere in Canada at any time, can get them by mail or wire by corresponding with THE CANADIAN GROCER, Toronto or Montreal.

## "SUPERIOR GLUTEN FLOUR"

a life-giving portion to all suffering from Dyspepsia, Diabetes, Obesity, Constipation, etc., because it contains only the elements in the wheat that assist nature.

Samples and prices on application to

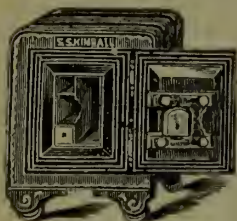
**E. A. SHOEBOOTHAM**

CANADIAN AGENT,

St. James' Park, LONDON, Canada.

## CHAMPION FIRE and BURGLAR-PROOF SAFES

ESTABLISHED HERE SIXTEEN YEARS.



We sell direct to the user, and save all commissions.

SIXTEEN SIZES IN STOCK.

Our small Safe is the best low-priced safe in the market.

GET PRICES, ETC.

BEFORE BUYING.

**S. S. KIMBALL,**

577 Craig Street, - Montreal.

## It Will Pay

you to get our quotations before buying

# MOLASSES

Barbados and Porto Rico.

We are the largest direct importers in New Brunswick.

**BAIRD & PETERS, ST. JOHN, N.B.**

## WAIT!

Have you sent us an order?

# VICTORINE

For washing clothes is having tremendous sales.

WRITE FOR FREE SAMPLE.

**VICTORINE** (Incorporated)  
MONTREAL.

Shipping  
Packages.

Write  
for  
Prices to

Boeckh Bros.  
& Company,

TORONTO.

The Wm. Cane & Sons Mfg. Co., Limited,  
Mfrs., Newmarket, Ont.



| COFFEE                         |      | Montreal. |      | Toronto. |       | St. John, Halifax. |      |
|--------------------------------|------|-----------|------|----------|-------|--------------------|------|
| Green—                         |      |           |      |          |       |                    |      |
| Mocha.....                     | 24   | 23        | 28   | 25       | 30    |                    |      |
| Old Government Java.....       | 27   | 22        | 30   | 25       | 30    |                    |      |
| Rio.....                       | 10   | 7½        | 9½   | 12       | 13    |                    |      |
| Santos.....                    | 9½   | 10½       |      |          |       |                    |      |
| Plantation Ceylon.....         | 29   | 26        | 30   | 29       | 31    |                    |      |
| Porto Rico.....                |      | 22        | 25   | 24       | 28    |                    |      |
| Gautemala.....                 |      | 22        | 25   | 24       | 26    |                    |      |
| Jamaica.....                   | 18   | 15        | 20   | 18       | 22    |                    |      |
| Maracabo.....                  | 13   | 13        | 18   | 13       | 15    |                    |      |
| NUTS                           |      | Montreal. |      | Toronto. |       | St. John, Halifax. |      |
| Brazil—                        |      |           |      |          |       |                    |      |
| Valencia shelled almonds.....  | 31   | 32        | 30   | 22       | 25    |                    |      |
| Tarragona almonds.....         | 11½  | 12½       | 13   | 14       | 15    |                    |      |
| Formegetta almonds.....        |      |           | 14½  |          |       |                    |      |
| Jordan shelled almonds.....    | 40   | 40        | 43   |          |       |                    |      |
| Peanuts (roasted).....         | 7½   | 8         | 8    | 9        | 10    |                    |      |
| " (green).....                 | 6½   | 7         | 7    | 9        |       |                    |      |
| Cocanuts, per sack.....        | 3 00 |           | 3 75 | 3 50     | 4 00  |                    |      |
| " per doz.....                 |      |           | 60   | 60       | 70    |                    |      |
| Grenoble walnuts.....          | 9½   | 10        | 12½  | 9        | 12    |                    |      |
| Marbot walnuts.....            | 9½   |           | 11½  | 9        | 10    |                    |      |
| Bordeaux walnuts.....          | 7    | 8         | 9    | 9        | 10    |                    |      |
| Sicily filberts.....           | 9    | 10        | 10   | 11½      | 9     |                    |      |
| Naples filberts.....           |      |           | 10   | 11       | 10    |                    |      |
| Pecans.....                    | 10   | 12        | 13   | 15       | 12    |                    |      |
| Shelled Walnuts.....           | 19   | 20        | 20   | 25       |       |                    |      |
| SODA                           |      | Montreal. |      | Toronto. |       | St. John, Halifax. |      |
| Bl-carb, standard, 112-lb. keg | 1 65 | 1 80      | 2 00 | 2 25     | 1 70  | 1 75               |      |
| Sal soda, per bbl.....         | 70   | 75        | 80   | 90       | 85    | 90                 |      |
| Sal Soda, per keg.....         | 95   | 1 00      | 1 00 | 95       | 1 00  |                    |      |
| Granulated Sal Soda, per lb..  |      |           | 1    |          |       |                    |      |
| SPICES                         |      | Montreal. |      | Toronto. |       | St. John, Halifax. |      |
| Pepper, black, ground, in kegs |      |           |      |          |       |                    |      |
| palls, boxes.....              | 16   | 18        |      | 18       | 14    | 15                 |      |
| " in 5-lb. cans.....           | 14   | 17        |      | 19       | 15    | 16                 |      |
| " whole.....                   | 15   | 17        |      | 19       | 12    | 13                 |      |
| Pepper, white, ground, in kegs |      |           |      |          |       |                    |      |
| palls, boxes.....              | 26   | 27        | 26   | 27       | 24    | 26                 |      |
| " 5-lb. cans.....              | 25   | 26        | 25   | 26       | 20    | 22                 |      |
| " whole.....                   | 23   | 25        | 23   | 25       | 20    | 22                 |      |
| Ginger, Jamaica.....           | 19   | 25        | 22   | 25       | 20    | 25                 |      |
| Cloves, whole.....             | 12   | 30        | 14   | 35       | 20    | 25                 |      |
| Pure mixed spice.....          | 25   | 30        | 25   | 30       | 25    | 30                 |      |
| Cassia.....                    | 13   | 18        | 20   | 40       | 16    | 20                 |      |
| Cream tartar, French.....      | 25   | 24        | 25   | 20       | 20    | 22                 |      |
| " " heat.....                  | 28   | 25        | 30   | 25       | 25    | 30                 |      |
| Allspice.....                  | 10   | 15        | 13   | 16       | 16    | 18                 |      |
| WOODENWARE                     |      | Montreal. |      | Toronto. |       | St. John, Halifax. |      |
| Palls, No. 1, 2-hoop.....      |      | 1 90      |      | 1 60     |       | 1 90               |      |
| " " 3-hoop.....                | 2 05 |           | 1 75 | 2 05     |       |                    |      |
| " half, and covers.....        | 1 75 |           | 1 70 | 1 75     |       |                    |      |
| " quarter, jam and covers      | 1 45 |           | 1 20 | 1 45     |       |                    |      |
| " candy, and covers.....       | 2 70 | 3 20      | 1 75 | 2 70     | 8 20  |                    |      |
| Tubs No. 0.....                |      | 11 00     |      | 8 60     | 11 00 |                    |      |
| " " 1.....                     |      | 9 00      |      | 7 00     | 9 00  |                    |      |
| " " 2.....                     |      | 8 00      |      | 6 25     | 8 00  |                    |      |
| " " 3.....                     |      | 7 00      |      | 5 85     | 7 00  |                    |      |
| PETROLEUM                      |      | Montreal. |      | Toronto. |       | St. John, Halifax. |      |
| Canadian water white.....      |      | 14½       | 15½  | 17½      | 17    | 17½                |      |
| Sarnia water white.....        | 16   | 17        | 16½  | 17       | 17½   |                    |      |
| Sarnia prime white.....        | 18   | 18        | 15½  | 16½      | 16½   |                    |      |
| American water white.....      | 19   | 19        | 17½  | 18       | 18½   |                    |      |
| Pratt's Astral (barrels extra) | 18½  | 19        | 17½  | 19       | 19½   |                    |      |
| TEAS                           |      | Montreal. |      | Toronto. |       | St. John, Halifax. |      |
| Black—                         |      |           |      |          |       |                    |      |
| Congon—Half-chests Kalsow,     |      |           |      |          |       |                    |      |
| Moning, Peking.....            | 13   | 60        | 12   | 60       | 11    | 40                 |      |
| Caddles Peking, Kalsow.....    | 17   | 40        | 18   | 50       | 15    | 40                 |      |
| Indian—Darjeelings.....        | 35   | 55        | 35   | 55       | 30    | 50                 |      |
| Assam Pekoes.....              | 20   | 40        | 20   | 40       | 18    | 40                 |      |
| Pekoe Souchong.....            | 18   | 25        | 18   | 25       | 17    | 24                 |      |
| Ceylon—Broken Pekoes.....      | 35   | 42        | 35   | 42       | 34    | 40                 |      |
| Pekoes.....                    | 20   | 30        | 20   | 30       | 20    | 30                 |      |
| Pekoe Souchong.....            | 17½  | 40        | 17   | 35       | 17    | 35                 |      |
| China Greens—                  |      |           |      |          |       |                    |      |
| Gunpowder—Cases, extra first   | 42   | 50        | 42   | 50       |       |                    |      |
| Half-chests, ordinary firsts   | 22   | 28        | 22   | 28       |       |                    |      |
| Young Hyson—Cases, sifted      |      |           |      |          |       |                    |      |
| extra firsts.....              | 42   | 50        | 42   | 50       |       |                    |      |
| Cases, small leaf, firsts..... | 35   | 40        | 35   | 40       |       |                    |      |
| Half-chests, ordinary firsts   | 22   | 38        | 22   | 38       |       |                    |      |
| Half-chests, seconds.....      | 17   | 19        | 17   | 19       |       |                    |      |
| " " thirds.....                | 15   | 17        | 15   | 17       |       |                    |      |
| " " common.....                | 13   | 14        | 13   | 14       |       |                    |      |
| Pingsueys—                     |      |           |      |          |       |                    |      |
| Young Hyson, ½-chests, firsts  | 28   | 32        | 38   | 32       | 30    | 40                 |      |
| " " seconds.....               | 16   | 19        | 16   | 19       |       |                    |      |
| " " Half-boxes, firsts ..      | 28   | 32        | 28   | 32       |       |                    |      |
| " " seconds.....               | 16   | 19        | 16   | 19       |       |                    |      |
| Japans—                        |      |           |      |          |       |                    |      |
| ½-chests, finest May pickings  | 38   | 40        | 38   | 40       |       |                    |      |
| Choice.....                    | 32   | 36        | 33   | 37       |       |                    |      |
| Finest.....                    | 28   | 30        | 30   | 32       |       |                    |      |
| Fine.....                      | 25   | 27        | 27   | 30       |       |                    |      |
| Good medium.....               | 22   | 24        | 25   | 28       |       |                    |      |
| Medium.....                    | 19   | 20        | 21   | 23       |       |                    |      |
| Good common.....               | 16   | 18        | 18   | 20       |       |                    |      |
| Common.....                    | 13   | 15        | 15   | 17       |       |                    |      |
| Nagasaki, ½-chests, Pekoe..    | 16   | 22        |      |          |       |                    |      |
| " " Oolong.....                | 14   | 15        |      |          |       |                    |      |
| " " Gunpowder.....             | 16   | 19        |      |          |       |                    |      |
| " " Siftings.....              | 7½   | 11        |      |          |       |                    |      |
| RICE, MACARONI, SAGO, TAPIOCA. |      | Montreal. |      | Toronto. |       | St. John, Halifax. |      |
| Rice—Standard B.....           |      | 3 00      | 3 10 |          | 3½    | 3 25               | 3 40 |
| Patna, per lb.....             | 4 25 | 4 50      | 4½   | 5        | 5     | 6                  |      |
| Japan.....                     | 4 40 | 4 90      | 5½   | 6        | 5     | 6                  |      |
| Imperial Seeta.....            | 4 60 | 4 90      | 4½   | 5½       | 5     | 6                  |      |
| Extra Burmah.....              |      |           | 4½   | 4½       | 4     | 5                  |      |
| Java, extra.....               |      | 5½        | 6    | 6½       | 6     | 7                  |      |
| Macaroni, dom'ic, per lb., bnk | 5    | 6         |      |          |       |                    |      |
| " imp'd, 1-lb. pkg., French..  | 8    | 12        | 9    | 10       |       |                    |      |
| " " " Italian.....             | 8    | 10        | 11   | 12½      |       |                    |      |
| Sago.....                      | 3½   | 4         | 4    | 4½       | 4½    | 5                  |      |
| Tapioca.....                   | 3½   | 4         | 4½   | 4½       | 4½    |                    |      |



# What One Woman Says!

Windsor Salt doesn't cake. You don't have to run for the ice-pick and dig and scrape in the Salt box when a spoonful of Salt is needed. Windsor Salt is fine, dry and white—every particle of moisture has been removed from it.

## "Windsor Salt Is The Salt For Me,"

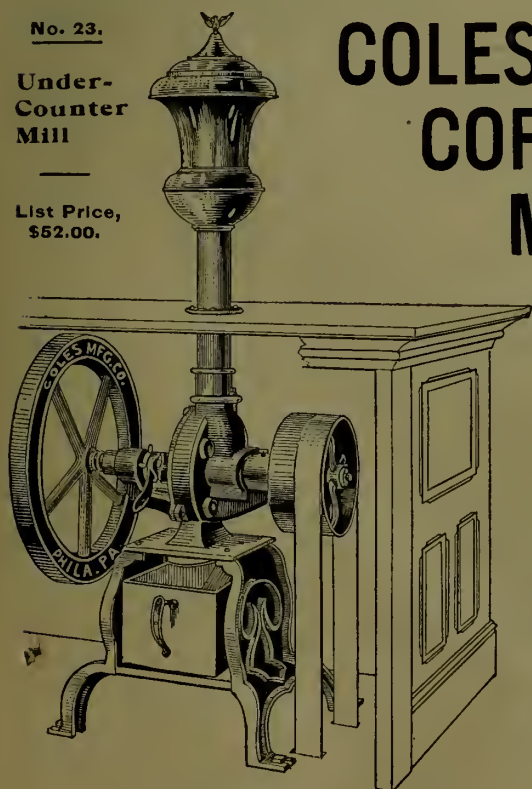
so says one wise, little woman—"it saves me time, trouble and patience. There's not a woman in the land but would be glad to do likewise—*save time, trouble, patience.* Ask them and see. Suggest Windsor Salt—the Salt that doesn't cake.

THE CANADIAN SALT CO., LIMITED  
Windsor, Ont.

No. 23.

Under-  
Counter  
Mill

List Price,  
\$52.00.



## COLES COFFEE MILLS

None better for  
Granulating or  
Pulverizing.

Our mills will  
Pulverize with-  
out heating Coffee.

Every Coles  
Coffee Mill has a  
Breaker that  
breaks the Coffee  
before it enters the  
grinders, thus reducing wear of  
grinders.

A GREAT  
LABOR-SAVER.

Our Grinders  
wear longest.

Agents { TODHUNTER, MITCHELL & CO., Toronto.  
DEARBORN & CO., St. John, N.B.  
FORBES BROS., Montreal.  
GORMAN, ECKERT & CO., London, Ont.

COLES MANUFACTURING CO., PHILADELPHIA,  
PENN'A.

Purity  
Freedom from Acid  
Flavor  
Strength  
Brightness  
Freedom from Sediment

are what characterize our vinegar as  
different and superior to all others.

Wilson, Lytle, Badgerow  
Co., Limited

TORONTO

## TRADE IN COUNTRIES OTHER THAN OUR OWN.

The total shipments for Californian citrus fruits so far this season number 21,936 carloads, compared with 16,100 carloads for the same period last year. Of this season's shipments it is estimated that 1,600 carloads have been of lemons, the remainder oranges.

### DAMAGE TO VALENCIA RAISINS.

Private mail advices from Valencia just at hand state: "The raisin crop was progressing favorably, and gave promise of a good yield, but, unfortunately, a few days since hail storms occurred in some districts, causing considerable damage, it being calculated that some 40,000 to 50,000 cwts. have been lost. This will naturally produce its effect with the remainder. Nothing is yet spoken of regarding the probable prices, and as yet no idea can be formed of what they will be." In this connection and commenting on the present outlook a leading importer of raisins said to-day: "The situation, with regard to the new crops of Valencia raisins, walnuts, almonds and currants, is uncertain. From now until these crops are nearly made the period is a critical one, and a great deal depends on favorable conditions of weather. Our last advices on Valencia raisins reported the outlook good for a large yield. Now, however, it appears considerable damage has been done by hail. Almonds and walnuts are liable to destruction from the same cause, although as yet no advices to this effect are at hand. The uncertainties surrounding the fruit crops make buying of futures purely speculative, and the experience of recent seasons has been that buyers here have not profited by purchases of the various products unmatured at the time of purchase. The odds are much in favor of the speculator, as if the price at the time the crops are gathered is low the advance sale at higher values is in his favor, but if the crop is short and prices higher than figures quoted on goods for future delivery the chances are deliveries of good quality will not be made, so that the buyer is perforce obliged to take inferior goods, or, if he rejects them, he is without stock, or is obliged to pay the higher prices."

### TEA IN CEYLON.

Odell & Co., under date of Colombo, Ceylon, June 1, report as follows regarding the tea market: "About 28,015 packages have been offered since our last, of which 20,137 passed the hammer at an average of 30 cents per pound. The market is firm for good broken. Common sorts which are in large supply remain easy. The quality is poor and likely to remain so for the next six weeks. Shipments for May to the United Kingdom were 9 1/2 million pounds, and we estimate shipments for June at 10 1/2 million pounds."

### HOLLAND HERRING CATCH.

Private mail advices from Viardingen, Holland, state: "The catch of herrings so far this season, has been small and somewhat disappointing to curers, as the fish landed have sold too high fresh to permit of packers using them. The outlook, according to reports at hand from the fleet, is favorable for a fair catch late in July, and until then there is little probability of much curing on a large scale."

### THE MAINE SARDINE PACK.

In connection with the sardine pack mail advices from Boothbay, Me., report: "The run on fish in June was small and the

quantity packed by the independent packers less than during the same period last year. For this reason the price has been firm on the present basis, which is somewhat higher than offerings by the syndicate. The latter, it is stated, is not taking orders ahead on the S3 basis for quarter oils, but some business at this figure has been done in a limited way for prompt shipment."

## THE TORONTO RETAIL GROCERS' ASSOCIATION.

THE regular meeting of The Toronto Retail Grocers' Association in St. George's Hall, Elm street, on Monday evening was well attended, as several important matters of business, including the arrangements for the annual picnic, were considered. Vice President W. J. Sykes occupied the chair.

T. Dowswell, Wellesley street; White Bros., Carlton street, and Chas. Callendar, Arthur street, were received into membership.

### EARLY-CLOSING BY-LAW.

A letter was read from F. S. Mearns, solicitor for the association, stating that the City Solicitor had prepared amendments to the early closing by law to meet the technical objections raised to it by Judge Macdougall in his decision on the Reddock and Henry cases. The amendment would be placed before the Legislative and Reception Committee during the next few days.

### CITY TRAVELLERS' HOLIDAYS.

A communication from The Wholesale Grocers' Guild informed the association that the guild would agree to recognize the fortnight, from August 5 to 17, as a uniform holiday term for Toronto city travellers, on conditions that wholesale houses, who were not members of the guild, agreed to do the same.

The following resolution was thereupon moved by D. J. Kelly, seconded by A. R. Williamson, and carried: "That in view of the fact that, at the request of the association, The Wholesale Grocers' Guild express readiness to observe from August 5 to 17, as a uniform holiday term for Toronto city travellers, we do now request all wholesale and jobbing grocery houses to fall in line, and grant their travellers holidays at this date."

### TRADING STAMP LEGISLATION.

D. J. Kelly suggested that as the Legislative and Reception Committee had prepared a by-law to prohibit trading stamps and as there would likely be strong opposition to the by-law, it would be well to keep fully informed as to what was being done in the matter and to use all influence possible to induce members of the committee and of the council to favor the passage of the by-law.

The secretary reported that the proposed by-law had been passed upon by the City Solicitor, who considered it legally sound, and was now being considered by the solicitor of The Retail Merchants' Association, and by Mr. Urquhart, a member of the Legislative and Reception Committee.

The secretary was instructed to notify the members of the association when the by-law should come before the council for consideration.

### THE EXCURSION.

The Excursion Committee reported that at their second meeting the sub-committees had

been thoroughly revised, and were now as follows:

GAMES—D. W. Clark, J. S. Bond, R. B. Snow, D. J. Kelly, Jerry Burns, A. R. Williamson, T. Clark, J. Nolan, J. T. Scholes, F. Thorne and J. A. Johnson.

MUSICAL—T. C. Scott, F. Higgins, R. H. Stewart, A. White and R. W. Davies.

CONVEYANCE AND TICKET—W. J. Sykes, Benj. Panter and R. Robertson.

PRINTING—T. Holmes, W. H. Marmion, J. Blood, J. A. Farewell and Secretary McKinnon.

BUYING—F. W. Johnson, A. O. Robinson, J. Butcher and D. Bell.

The Games Committee reported that about fifty prizes in goods and about \$150 in cash had been offered by the leading whole sale and jobbing houses for the prize fund, and that an excellent programme had been prepared, including a baseball match, a quito tournament, a relay race, etc.

The proposal to have a "Grocers' Parade" on the Monday evening previous to the picnic was considered at some length, but as it was feared that the parade might not be thoroughly representative it was decided not to attempt it this year.

## HINTS TO BUYERS.

L. CHAPUT, FILS & CIE have just received a carload of 500 boxes of Brinsson's alimentary pastes. These are fine French goods and are put up in tasty packages. Every up-to-date grocer should see them.

New Thistle Haddies are offered by Lucas, Steele & Bristol.

Wilson's Fly Pads are being sold by pushing jobbers. They pay a large profit to both wholesaler and retailer.

"Crystal Beverages" are delivered in 5-case lots by Lucas, Steele & Bristol.

If you want to get a case of catsup free read The A. F. MacLaren Co.'s advertisement on page 10.

Stower's Lime Juice and cordial in quart and pints may be procured from Lucas, Steele & Bristol.

Warren Bros. & Co. have bought the entire season's pack of The Strathroy Canning Co., for which they are quoting moderate prices to arrive.

The Kin Hee coffee which has been put upon the Canadian market by The Fly, Blain Co., Limited, has a large sale in the United States.

The Maritime Spice and Coffee Company, St. John, N.B., have received a shipment of Smith Bros.' Poison Fly Pads. These are large sellers at this season and are packed in 5 and 10c. packages.

The brigantine Iona and the schooner Josie arrived in Halifax a couple of weeks ago with cargoes of Porto Rico molasses consigned to The Dominion Molasses Company, Limited. The same firm also received from Barbados, 100 puncheons by schooner Kipling and 600 by s.s. Orinoco and a further shipment of 600 puncheons of Barbados per s.s. Orinoco. Intending purchasers should communicate with this firm before placing their orders elsewhere.

The Petersville & Hampstead Dairy Co., New Jerusalem, N.B., have opened up their new factory, manufacturing daily some 450 pounds of cheese.

Agnew & Co., grocers, Rossland, B.C., have moved into new and larger premises. They will enlarge their grocery stock, and probably carry a line of men's furnishings.



## SUCCESSFUL COUNTRY STORES.

**A**S the big department stores multiply and flourish in the large trade centres, and as cut-price stores increase in number, the question naturally recurs: What are the chances for the maintenance of the country general store?

One thing is certain, says The Store-keeper, that country retailers agree that it is more difficult to do a profitable business now than in former years, owing, not alone to increased competition, but also to smaller individual purchases than in earlier years. The tendency, becoming stronger each year, is to buy for immediate requirements, and added to this, is the speedy, ready access to the larger, distant store—rendering it absolutely necessary to show the greatest appreciation of the minor orders and fill them with quite as much pleasure as they were formerly wont to do with the large orders. This attention is not only necessary but will pay in the manifested appreciation of customers.

The country stores, conducted on the same principles that draw trade to the city departmental stores, will continue to do a profitable business despite all the efforts put forth by the largest city emporiums or greatest of cut-price establishments. All

that is necessary is to work as hard and perseveringly towards the turnover of goods. City clerks, managers and buyers are constantly being urged to greater extremes in judicious advertising, closer buying and greater attention to details, including the preference of customers, thus keeping interest constantly aroused. During this time not two out of every 10 country stores are putting forth the slightest extra effort at pushing sales, extending trade, arousing interest in the business by judicious advertising, or even displays, beyond the regular routine.

It may safely be said, and it could readily be proven, that in any township in Michigan where a good farming community exists, a good general store could be started in addition to the number already there, and do a prosperous business from the start. Where would this store get its trade? It would draw partly from the other stores near by and partly from the custom now going to the larger centres. The greater efforts put forth, and the greater genuine inducements offered, which should be done as well in the village as in the city, the greater would the trade be enjoyed. It would require hard work and greater efforts

to sustain; but why should a man expect to win out with less energy if doing business in the country than if doing business in the city, where he would be compelled to move fast or be run over? If he could, all a man need to do in order to have a "snap" would be to move out of town. The country merchants who have made a success of the general merchandise business are those who can retail no such "snap" as might be inferred as existing prior to the days of cut-price stores in the cities. Judicious and frequent buying in small lots, permitting no old, unsalable goods to hold a place on the shelves, no old, questionable accounts kept alive on the books, nor any new, questionable accounts to be opened, are among the resolves of these wide-awake dealers, who go ahead from decade to decade paying 100c. on the dollar and gradually acquiring their own houses and, perhaps, a nearby farm as a source of additional revenue and satisfaction. As the dwellers of the country become acquainted with the ways of city stores they will become better customers of the first-class country store, if its owners but insist on keeping its prices, bargains and goods before the public with the same determination shown by the city merchants. The latter can never expect to gain quite the same confidence of their out-of-town customers as the conscientious, enterprising dealer in their midst.

## WITH FIRST PURCHASE OF Queen Alexandra Blend Tea 100 lbs. net

you not only get a hundred pounds of the most excellently blended tea on the market—a blend that your customers can rely upon always,

### BUT, ADDED TO THIS,

we present you with a set of handsome brass tea scoops and a stock canister. Our object in doing this is to get the blend well introduced. **Queen Alexandra** blend costs you 30c. per lb. delivered.

Samples sent on receipt of post card.

Already we have received orders from every direction, but there are a number of grocers we have yet to hear from. Are you one of them? If so, write for samples at once.

**THE "OZO" TEA CO., Limited**  
MONTREAL.



## THE PROVISION TRADE.

The Markets—Provisions in South Africa—Miscellaneous Notes.

### PROVISIONS IN SOUTH AFRICA.

**J.** G. STOWE, consul-general at Cape Town, South Africa, writes to the United States Department of State as follows: "As the British Government has prohibited the use of United States meat for army purposes for a certain period, and as the great bulk of the tinned meat bought by the military authorities of Great Britain has been sent here (Cape Town), I have been making investigations with a view to finding if objections have been made to the American product. I obtained permission for an American, who was proceeding to Johannesburg, to stop at the different military bases and make inquiries. I give the substance of his report below:

"Thousands of empty tins which have contained American beef are strewn throughout the entire route to Pretoria. The percentage of Australian is very small; I should think less than 5 per cent. of the whole. At De Aar, Bloemfontein, Kroonstadt, and lesser bases, large stores of American corned beef are to be seen. The men, when questioned, state that it is very satisfactory, and I was informed by several officers that in many cases the men preferred tinned meat to the poorer fresh article.

"There is a large stock of American meat at Pretoria. All the stores and shops carry it, and have had no complaints as to its quality.

"I have ascertained that it is the custom at the bases to use cases of corned beef as floors, putting a layer of cases on the ground and piling thereon flour, meal or other commodities which it is desired to protect from moisture. These cases are often so used for several months before being sent out as rations, and the tins become rusty and small holes let in the air, thus spoiling the meat, although the tin is not blown. This, in my opinion, is the principal cause of complaint.

"The importation of frozen meat is in the hands of The De Beers Company, which has erected several substantial depots and installed ice making machinery, imported from the United States, thus reducing the price of frozen meats to the consumer. It also imported refrigerator cars for transmitting meat up country. The company now proposes to import from Australia frozen hog products, hams, shoulders and bacon, and to cure these after arrival. It is reported that the difficulty in curing frozen

meat had been solved in New Zealand, and that a London company is applying the new process. It would seem cheaper to import cured meats than to import frozen ones and cure them. The import of hog products into South Africa up to date has been limited."

### PRODUCE IMPORTS INTO LIVERPOOL.

According to the weekly circular of the Anglo-Canadian Produce Co., Limited, the imports of dairy produce and provisions into Liverpool this year up to June 13 and for the corresponding period last year were as follows:

|                       | To June 27. | To June 26. |
|-----------------------|-------------|-------------|
| Cheese, boxes.....    | 322,024     | 410,898     |
| Butter, packages..... | 253,912     | 30,661      |
| Bacon, boxes.....     | 208,439     | 298,926     |
| Hams, boxes.....      | 124,157     | 12,874      |
| Lard, tons.....       | 40,269      | 21,433      |

Stocks on the undermentioned dates were as follows:

|                             | April 30. | Mar. 30. | April 30. |
|-----------------------------|-----------|----------|-----------|
|                             | 1901.     | 1901.    | 1900.     |
| Cheese, boxes.....          | 46,688    | 58,897   | 36,620    |
| Butter, packages.....       | 1,594     | 3,111    | 2,919     |
| Bacon, boxes.....           | 16,847    | 15,989   | 12,678    |
| Hams, boxes.....            | 5,690     | 6,204    | 7,464     |
| Shoulders, boxes.....       | 2,845     | 2,394    | 2,548     |
| Lard, prime steam, tierces. | 2,810     | 2,159    | 16,228    |
| " refined, " tons.....      | 1,024     | 553      | 1,124     |

### THE WM. DAVIES CO., LIMITED, EXTENDING.

The Wm. Davies Co., Limited, Toronto, have taken out a permit for, and commenced the construction of, a \$25,000 addition to their factory. The new wing will adjoin the northwest corner of the present factory and will be devoted to the meat canning department, which is now in the same building as the packing department.

The company have also decided to erect a \$5,000 dining hall for the employees of the factory. There is a dining hall on the premises now, but as this is rather small a larger and better building will be erected.

### THE PROVISION MARKETS. TORONTO.

The demand for meats, though still small, has improved somewhat, and dressed hogs and beef have advanced  $\frac{1}{4}$  to  $\frac{1}{2}$  c. per lb. The deliveries are moderate. We now quote as follows: Dressed hogs, \$9.25 to \$9.50 per cwt.; sheep, \$6 to \$7 per cwt.; yearling lambs, \$7.50 to \$8 per cwt.; spring lambs, 11 to 12c. per lb.; beef carcasses \$7.50 per cwt. for best and \$6 to \$7 for mediums; hind quarters,  $8\frac{1}{2}$  to  $9\frac{1}{2}$  c. for best; fore quarters,  $4\frac{1}{2}$  to  $5\frac{1}{2}$  c. for best; calves, \$8 to \$8.50 for best and \$6 to \$7 for mediums.

The market continues stiff. Live hogs are  $\frac{1}{4}$  c. per lb. dearer. Rolls and hams

are  $\frac{1}{2}$  c. higher. The demand keeps good. We quote as follows: Long clear bacon, 11c. Smoked meats—Breakfast bacon,  $14\frac{1}{2}$  to 15c.; rolls, 12c.; small hams,  $13\frac{1}{2}$  c.; medium hams, 13c.; large hams,  $12\frac{1}{2}$  c.; shoulder hams, 11c.; backs, 14c. Barrel pork—Canadian heavy mess, \$19.50 to \$20; Canadian short cut, \$21; lard, tierces,  $10\frac{1}{4}$  c.; tubs, 11c.; pails,  $11\frac{1}{4}$  c. Live hogs are selling at \$7.25 to \$7.50.

### MONTREAL.

American pork has declined  $\frac{3}{4}$  c. per lb. on this market, while Canadian varieties are unchanged. The demand is not heavy for smoked or salt meats at this season of the year. Lard is being sold under a guarantee of 90 days, an indication of the view manufacturers take of the market. We now quote: Heavy Canadian short cut mess pork, \$20.50 to \$21.50; selected heavy short cut mess pork, boneless, \$21.50 to \$22.50; family short cut back pork, \$20.50 to \$21.50; heavy short cut clear pork, \$20 to \$21.50; hams, 13c.; bacon, 14c.; lard, pure Canadian, \$2.30 per pail; refined lard compound (Fairbank's), \$1.88 for 1 to 24 pails; \$1.86 for 25 to 49 pails; \$1.82 for 50 pails and over; Snow White and Globe compound, \$1.65 per pail; Cottolene,  $9\frac{1}{4}$  c. per lb. in tierces, and  $10\frac{1}{4}$  c. in 20-lb. pails and 10c. in 50-lb. boxes, for Quebec.

### ST. JOHN, N.B.

Pork is still firm at the high figures; sale light. Beef has some little movement. It does not show the same advance, being about half the price of pork. American is used. Lard is a good stock. The sale is good even at the high price. The demand is for pure.

## EGGS, BUTTER, CHEESE, ETC. CONSIGNMENTS SOLICITED.

Write us when you have Eggs and Butter to offer. Cases supplied.

The J. A. McLean Produce Co., Limited,  
77 Colborne St., TORONTO.

## SMOKED MEATS PURE LARD

Our "MAPLE LEAF" brand is unexcelled.

We are large dealers in EGGS and  
BUTTER. WRITE US.

## D. GUNN, BROTHERS & CO.

Pork Packers and Commission Merchants  
76-78-80 Front St. E. - - TORONTO



Don't get in a rut  
but sell . . .

**REGISTERED**  
*Bow Park*  
**BRANDS**

## Sweet Pickles

and head the procession,  
as they always lead.

Prepared by

**Shuttleworth & Harris,**  
BRANTFORD, ONT.

# BREAKFAST BACON.

**REGISTERED**  
*Bow Park*  
**BRAND**  
**BACON**

is pleasing more people every  
day and hundreds of people  
will have no other. If you want  
to sell a delicious bacon that  
will satisfy your customers,  
write us at once for a price  
list.

**The Brantford Packing Co.**  
BRANTFORD, ONT. LIMITED

## Sugar-Cured MEATS

are high and will be high in price during the  
summer. We can give you a good selling line  
of

### SHOULDERS

at reasonable prices. These are Sugar-Cured,  
Mild, and cut up well, in place of the higher-  
priced Hams.

**F. W. FEARMAN CO.**

Limited

Pork Packers, Lard Refiners,  
Butter and Cheese Dealers,  
Hamilton, Ont.

**THE CANADIAN PACKING CO.**  
LONDON, ONT.



GUARANTEED CHOICE AND PURE.

**GOLD MEDAL, PARIS 1900.**

Please order goods through your wholesale house.

## RINGING UP BY PROXY.

Scene—Manager's Office in Jones' factory.

Jones—"Croney! Ring up Mr. Johnson, of Johnson & Co., wholesalers, and tell him I want to speak to him."

Croney (aged 15)—"Side track 1234. Hello. Is Mr. Johnson in? May I speak to him, please? (Pause). Is that Mr. Johnson? A minute please. Mr. Jones would like to speak to you."

"Mr. Jones, Mr. Johnson is at the phone."

Jones—"Very well. Ask him to wait a minute."

Scene changes to Johnson's office.

Office Boy—"Mr. Johnson! Mr. Jones would like to speak to you at the phone."

(Mr. Johnson goes to the phone).

Johnson—"Hello! is that Mr. Jones?"

(Then follows the above conversation, and Jones is asked to wait a "minute." He waits. He waits 10 seconds, and becomes restless. He waits 30 seconds and by that time is wrathful and foaming at the mouth. Finally comes the answer.)

Jones—"Hello Mr. Johnson. Sorry to keep you waiting, but I was very busy. Say, I have some more of that last size of our brand run off, and I thought, perhaps, I could sell you some. They turned out well."

Johnson (in a rage)—"Do you fancy that you are the only man in town that is busy? Keep your — old goods." Hangs up the phone.

Jones then begins to wonder why. Here's why:

1. He should have gone to the phone himself, instead of sending his boy.
2. He should have known that by asking a man to keep the telephone at his ear 30 seconds he is giving him an hour's trouncing.
3. He was asking Johnson to return good for evil, and men who comply are as scarce as hen's teeth.

## SEEN ON A LETTER HEAD.

Lives of wealthy men remind us  
That by using "printers' ink,"  
We can die and leave behind us  
Monstrous piles of "golden chink."

## A NEW MANUFACTURERS' AGENCY.

Mr. Geo. Hilton, Winnipeg, is in Toronto. He has been travelling in Manitoba and the Northwest the past seven or eight years, but he is now going into the manufacturers' agency business, and the object of his visit to the east is to secure clients. His firm, he says, will be prepared to guarantee accounts.

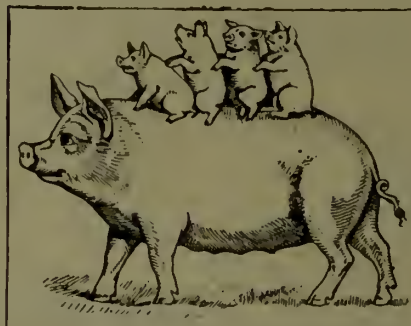
# We are always improving—

All our lines are of first-class quality  
and have bright catchy labels.

## 60 Varieties

### They're Clark's.

### They're Right.



# LARD

that is

# —PURE

IS LARD THAT SELLS.

And the progressive grocer will handle nothing else.

Order from us and **quality** and **purity** is guaranteed, and your customers will appreciate your efforts to secure for them the best article on the market.

## THE FARMERS' CO-OPERATIVE PACKING CO.

OF BRANTFORD, LIMITED.

From 3-lb. Tins up.

Write for Price Lists.

# Our Brands Give Satisfaction.

**SUGAR-CURED HAMs,**  
**BONELESS BREAKFAST BACON,**  
**ROLL BACON, PURE LARD.**

## Hot Weather Specials

READY FOR LUNCHEON:

**BOILED PORK HAMs,**  
**LUNCH BEEF,**  
**BOLOGNA SAUSAGE,**

**BOILED BEEF HAMs,**  
**HAM, CHICKEN and TONGUE**  
**SAUSAGE.**

# The Park, Blackwell Co., Limited

Packers and Exporters,

TORONTO, CANADA.

London Agents: Messrs. Miller Bros.  
16 Tooley St.

Liverpool Agents: Messrs. W. P. Sinclair & Co.  
12 North John St.



# JAPAN TEA

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The keen, far-sighted grocer who makes the most of his opportunities will make it a point to keep his tea department well supplied with

# JAPAN TEA

## ELECTRICAL EFFECTS FOR WINDOWS.

## HOW TO WIRE.

IN some of the larger stores an electrician is employed, and when the trimmer requires anything in electrical work done, he simply calls on the electrician. These cases are exceptional, for in the majority of stores the window-trimmer is thrown on his own resources and has no one to help him out of his difficulties, and if he is not posted on electrical appliances his designs are not properly illuminated—a deficiency that annoys the conscientious trimmer as well as his employer.

While I do not understand electrical work thoroughly, and am not a good critic on such matters, yet I have had enough practical experience to enable me to do my own wiring, and the following remarks may prove of value to some of my confreres in the profession who wish to enhance their displays by modern lighting and mechanical effects.

Electricity, properly applied, is an important factor in selling goods through the show window. Therefore, the window-trimmer who understands wiring his own windows is a more valuable man to his employer than one without this knowledge. In the following I shall try and explain simple wiring as minutely as possible, without using technical terms.

If you have permanent lights in your windows, the first thing to do is to have a "cut-out" placed on the inside of the window with, say, a 50 volt circuit running to it from the street wires. Any dealer who keeps electrical supplies will show you what a "cut-out" is and how it is used; also the other articles that I may mention.

Any electrician will put this "cut-out" in for you in a short time. This saves you "tapping" the permanent wires, which should not be done, as it weakens the permanent lights. Be sure to ascertain the voltage, or, to be plainer, find out how many lights your "cut-out" will carry. Before you begin your work you must have sufficient tools to work with, and sufficient supplies to meet any case of emergency.

The following is a list of what is generally required :

- A pair of nippers to cut and twist wire,
  - Brace and bit,
  - Screwdriver,
  - An old pocket knife,
  - A burner (candle will do).
- The list of supplies :
- A bundle of No. 10 or 12 wire,
  - A roll of insulating tape,

Porcelain knobs,  
Sockets,  
Bushings,  
Solder.

The last item you can get prepared with resin, and it needs no acid to make it adhere. No quantities are mentioned in the list, as that will have to be decided by what you intend to work out.

First of all, I will explain the difference between "arc" wiring and incandescent. If we had a row of "arc" lights to put up, we could run our wires as in Fig. 1. The current going to the first light passes through to the next, and so on, until it reaches the last light, when it returns to the dynamo at the power-house.

With incandescent lights we run two wires parallel and make our connections as in Fig. 2.

This is called "multiple arc." Each lamp is independent of the others, and if one "dies" the current passes through the others uninterrupted.

Now for the wiring. We will suppose you have a straight board 5 ft. long and you want to put lamps on it. Proceed as follows: Space out your distances and bore a hole wherever you want a lamp. Make this hole large enough to take the holder (or socket, as they are called). After wiring each socket with a piece of "cord wire" (that is, the twisted cord wire as used for suspending lamps with), place one in each hole. Leave enough of the cord to connect to the main wires.

Fig. 3 will illustrate it.

After each light is connected to the "mains" (that is, the wires that convey the current), take a piece of insulation tape about 4 in. long and wind it around the exposed joints thoroughly. This is to prevent it coming in contact with another wire that might cause a "short circuit" and blow your lights out. The "short circuit" will be explained later.

To join the wires together cut about 1½ in. of the insulation off the wires, and then scrape them so as they will be clean and

bright, and then twist one tightly around the main wire. Do this on the opposite side, and cover with insulation tape; see Fig. 5.

After you have them well insulated you can proceed to join the main wires to the "cut-out" which supplies the current. First of all cut about an inch of the insulation off the ends of the main wires, then unscrew (just a little) the brass screws in the "cut-out," push the end of main wire under the screw head and screw it down tightly on the wire. Do the same with the other main wire on the opposite side of the "cut-out," put in your lamps and you will find they are lit.

Great care should be taken to see that the "cut-out" is properly "fused." The fuse in the "cut-out" is a piece of lead wire; its use is to prevent an accident, such as fire, etc. Should the main wires touch each other it would cause a short circuit. The fuse then "blows out," that is it melts and all that is required to start the lights again is a new piece of fuse wire put in the old one's place.

Care should also be taken not to allow the ends of the mains to touch each other, especially when connecting them to the "cut-out." If they touch it will blow out your fuse.

Insert the ends in the "cut out" one at a time and see that they are tightly screwed in. If you don't have them tight a lot of

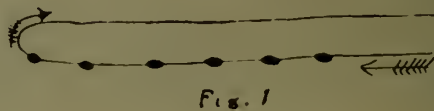


Fig. 1.

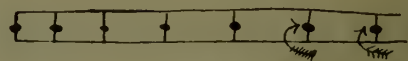


Fig. 2.

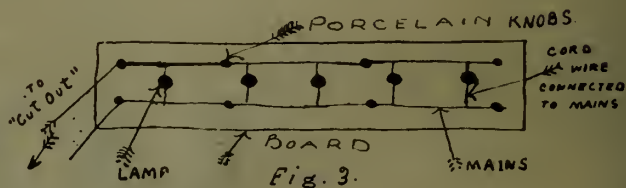


Fig. 3.

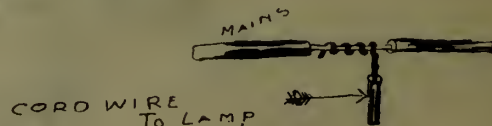


Fig. 5.

power is wasted. Also with loose joinings. It is always better to solder the connections, but I seldom do so as I join them tightly. When I have a cluster of lights, say, four or five, I always solder the ends where they are connected to the "feed" or main wires.

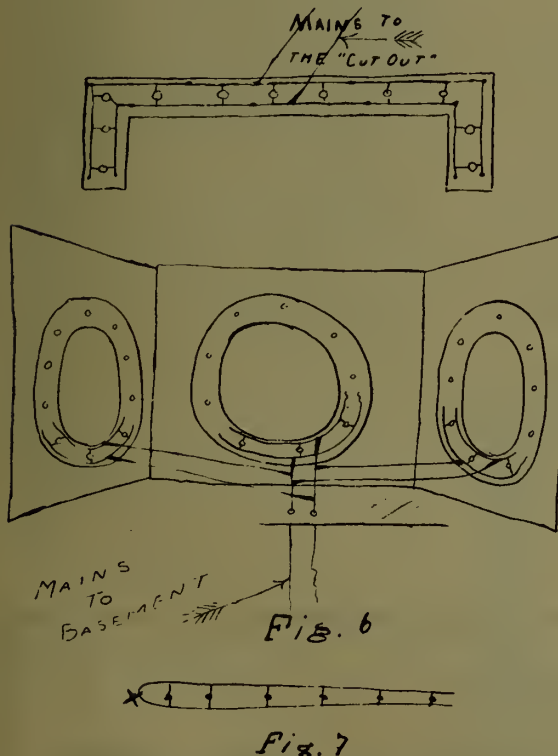


The same principles as above explained will enable one to place lights in circles, horseshoes, and any other designs that may be required. The above remarks refer to a design where a single line of lights is needed, that is where they run uninterruptedly from one light to another.

But how about a design that cannot be wired that way? It is very simple, as the accompanying diagrams will illustrate. Notice where the connections are made.

These are very rough sketches, but will convey the idea. The following are a few "don'ts" for those not familiar with wiring:

Don't bring a wire through the floor or window without bringing it through a "bushing" (that is, a clay tube made for the purpose).



Don't forget to cut the wire where X is marked, as shown in Fig. 7.

If you forget it, it will cause a "short circuit."

Don't handle live wires; 110 volts won't kill you, but it is decidedly unpleasant, and through carelessness some day you may catch a stronger one. Practise caution.

When you get the electrician to put up the "cut-out," get him to run a switch in for you also, and get him to show you how to connect it to the wires of your design.

Don't leave a bare wire show from the street; cover it with the same color as the background.

Don't think the writer of these remarks knows all about electricity. He merely

understands simple wiring like the foregoing examples, which is about all that is necessary to understand to get up neat effects with lights. If any of my readers are interested in electrical effects, he can generally get all the information he desires from any local electrician from whom he gets his supplies.

Don't be afraid to try it. A great many young fellows have a dread of an electric wire. There is no danger whatever connected with it, if caution is exercised.

I have a 75-volt circuit in all of my windows, from which I take my connection. I have been doing my own wiring for a number of years, and have never had the slightest trouble.

I did not know an iota about wiring when I first tried it, but, by asking questions from different electricians and by experiment at different times, I soon became acquainted with it. I find it very interesting and fascinating work, and at present I have some beautiful electrical effects in our windows which are receiving great comment. I trust I have made my ideas plain enough. If any reader has a design that he would like wired and does not know how to go about it, if he will send me a drawing of the design I will be pleased to forward him a diagram of how it can be wired and what it will cost to do the same.

#### HOMELY RELATIVES OF DIAMONDS.

The closest relative of the diamond is a smooth black substance called graphite, says a writer in St. Nicholas. In one form you handle it every day, for graphite is used in making lead pencils. Gas carbon is a cousin of the diamond, and is obtained, as you might imagine from the name, in the process of making gas. Only three things come from bituminous coal—gas, coal-tar and coke. Gas carbon is another name for coke. Now, the diamond gives exquisite and inimitable sparkles of light, which makes it of great value as a jewel; but it gives only the pleasure of possession. Its sober-hued cousin, coke, affords broad beams of light, making the path of night easy to travel and lessening the crime that used to prevail in dimly lighted streets, for from coke the long black pencils, or "carbons," used in arc lights are made.

#### A SMALL CODFISH CATCH.

THE Finmarken codfishing season has closed, and the smallest catch in 10 years is recorded, the number of fish taken being less than half of the number caught last year, bad weather having to a great extent interfered with the fishing. The following table shows the number of codfish taken each season during the 10 years from 1892 to 1901, inclusive, and also the amount of oil, in hectoliters, rendered each year:

| Years.     | Fish.      | Oil.  |
|------------|------------|-------|
| 1892 ..... | 20,000,000 | 3,900 |
| 1893 ..... | 12,800,000 | 2,100 |
| 1894 ..... | 14,900,000 | 4,500 |
| 1895 ..... | 8,200,000  | 2,500 |
| 1896 ..... | 13,900,000 | 9,500 |
| 1897 ..... | 12,700,000 | 3,900 |
| 1898 ..... | 8,400,000  | 4,300 |
| 1899 ..... | 7,800,000  | 2,600 |
| 1900 ..... | 14,000,000 | 5,400 |
| 1901 ..... | 6,500,000  | 1,800 |

The figures show also that the amount of oil rendered from this season's catch is disproportionate to the size of the catch when compared with the figures of other years. This is accounted for by the fact that a great part of the fish lives this season was used for tanners' oil, the figures given above showing only the amount of medicinal oil rendered. This was not the case with the Lofoten crop, where the number of fish taken was also the smallest in 10 years, but where the amount of medicinal oil rendered was much larger than resulted from the rendering during the season of 1900, when almost twice as many fish were taken. The following table, taken from the same source as the foregoing information, namely, The Oil, Paint and Drug Reporter, shows the statistics of the Lofoten catches during the seasons from 1892 to 1901:

| Years.     | Fish.      | Oil.   |
|------------|------------|--------|
| 1892 ..... | 37,100,000 | 8,100  |
| 1893 ..... | 26,700,000 | 18,600 |
| 1894 ..... | 28,000,000 | 12,300 |
| 1895 ..... | 32,600,000 | 12,300 |
| 1896 ..... | 32,300,000 | 8,900  |
| 1897 ..... | 31,300,000 | 18,500 |
| 1898 ..... | 29,800,000 | 11,200 |
| 1899 ..... | 24,500,000 | 18,500 |
| 1900 ..... | 22,700,000 | 10,800 |
| 1901 ..... | 13,000,000 | 15,700 |

#### WM. ANDERSON LEAVING TORONTO.

Mr. Wm. Anderson, who for the past four years has represented T. A. Lytle & Co. in Toronto, has accepted a position on the road with John Sloan & Co., his territory being that covered until recently by Mr. Alex. Hill in Middlesex and Waterloo counties. In the departure of Mr. Anderson Toronto loses one of the most popular travellers in the city, one who has been a warm favorite not only with the retail trade, but with his fellow-travellers also. At the last annual meeting he was elected vice-president of the Toronto City Travellers' Association and was "slated" by the members for the presidency.

## SUGGESTIONS TO EMPLOYEES.

**A** LITTLE booklet entitled "Suggestions," has been issued to its employes by the Canada Biscuit Co., Limited, Toronto. As other business men may find it to contain ideas which may be helpful to them we herewith reproduce it. It reads:

Anything that is worth doing at all is worth doing well.

The working hours belong to the company. Time lost by you tells against its prosperity.

Do not waste anything.

Respect yourself and others will respect you.

There is a place for everything. See that everything is in its place.

Pluck and backbone are essential to success.

A good word honestly spoken about a company by its employes is the best kind of an advertisement.

Taste in putting up goods must be a leading feature with all who have this work to do. Goods well and carefully packed are half sold.

The head of every department is expected to see that his or her part of the factory is neat and clean at all times. "Soap and water are cheap, but dirt on goods is expensive." A tidy department means tidy employes.

This company desires to advance the interests of its employes. Do not hesitate to appeal to the manager. Reasonable requests will always be attended to.

A shut mouth will not catch flies.

What goes on in this factory should not be the subject of outside gossip. You would not like it in regard to your own affairs.

The company's success depends largely upon the cordial cooperation of its employes.

Let us not speak ill of our fellow worker. If we cannot say something kind it is better to keep our mouths shut.

Human sympathy is the brightness of life. A kindly look and a friendly word may send a fellow toiler on his way rejoicing.

Politeness does not cost anything.

Not "what is my due," but "what is my duty."

All that we expect of you is to do your best.

Weeks are made of days, days of hours, hours of minutes.

It is worry, not work, that kills.

Measure with a rule, not with your thumb.

Sixteen ounces make a pound. Give it every time and take it too.

Never misrepresent goods made by this company. Brown sugar goods are not made from white sugar.

Don't run down your competitor. He may make and sell as good goods as your own.

We would like you to speak of this company, while in its employ, as our company, if you feel that you are of it and with it.

If you can suggest any improvement in the manufacture or packing of goods, or in the mode of doing any work, don't think that it is not worth mentioning. Every suggestion will be considered, and if of value to the company, you will be rewarded.

Our success depends upon your using your brains as well as your hands. We need your best thoughts.

When you remember that you are handling products which enter into the daily bill of fare of thousands of people, you will be as careful and as cleanly as if you were preparing the food for your own table.

If you see any material that is not strictly first-class, reject it. The company relies upon you to carefully guard its interests in even small matters. A soiled biscuit or piece of confectionery may be the means of our losing a good customer.

The company will ask as little work after regular hours as possible, but when demanded by the necessities of business, a willing and hearty response will be appreciated.

A "Suggestion Box" has been put up in the warehouse near the timeboard. Any

employee who has a suggestion to make in the way of putting up goods; the making of new lines, or any suggestion by which the company can be benefitted the company will pay for it. Write your thoughts on a slip of paper, sign your name and the department in which you work, enclose it in an envelope and drop it in the box. The box will be opened twice each month and if the suggestion is a good one you will be rewarded.

## THE COFFEE ESSAY CONTEST.

## THE CONDITIONS.

1. No essay shall exceed 2,500 nor be less than 1,500 words.
2. Each essay must be signed by a nom de plume. Both the proper name and nom de plume of the writer must be written on a sheet of paper and placed in a sealed envelope across which must be written the nom de plume. This envelope, which will not be opened until the judges have made their award, can be placed within the envelope containing the essay or in another envelope and addressed to THE CANADIAN GROCER, 10 Front street east, Toronto.
3. The judges will be disinterested merchants.
4. Competition shall close on July 20, by which date all manuscripts must be in this office.
5. There must be two or more essays sent in by different competitors or no prize will be given; three or more essays or no second prize; four or more or no third prize.
6. The envelope in which each essay is mailed should have written across the corner the words, "Essay Competition."
7. All prize essays shall be the property of THE CANADIAN GROCER.

The subject, it will be remembered, is "The Buying, Handling and Selling of Coffees." The 1st prize will be \$15; 2nd, \$10 and 3rd \$5. Besides this, to each of the five essayists whose productions rank next to those winning the cash prizes will be awarded a copy of THE CANADIAN GROCER for one year.

**POPULARITY**

is the proof of merit, and no brand has ever achieved popularity so quickly as

**EMPIRE**

**SMOKING TOBACCO**

In 5 10 and 15c. Plugs.

EMPIRE costs you only 39 cents, and pays a good profit.

EMPIRE is well advertised.

EMPIRE is selling well in almost every store from Halifax to Dawson City.

EMPIRE is A BIG PLUG FOR LITTLE MONEY

Made by

**THE EMPIRE TOBACCO CO., LIMITED**  
**MONTREAL, QUE.**



# GILLARD'S PICKLE

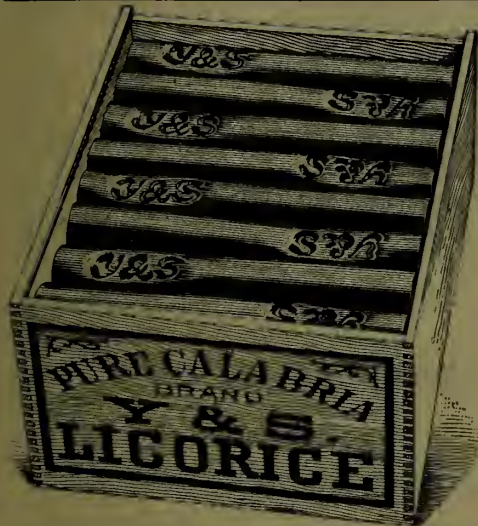
IS SOLD BY ALL WHOLESALE GROCERS IN CANADA.

Manufactured from the choicest vegetables and finest English pickling vinegar, it stands to-day THE FINEST PICKLE IN THE WORLD. 12 Gold Medals have been awarded for superior excellence.

**GILLARD'S PICKLE**—Cases of 2 Dozen.  
5-Case Lots and over - - \$3.20 Per Dozen.  
Less Quantity, - - - 3.30 "

**GILLARD'S SAUCE** is a good sauce, none better for gravies, soups, etc.  
5-Dozen Lots and over - - \$1.40 Per Dozen.  
Less Quantity - - - 1.50 "

**GILLARD & CO., Limited, "The Vintry Works," Walthamstow, London, Eng.**



## LICORICE...

We manufacture everything in the Licorice line carried by the Grocery, Drug and Confectionery trades. We might mention—Y. & S. Stick Licorice, plain and corrugated; Acme Licorice Peillets; Y. & S. Licorice Lozenges, in cans or glass jars; A B C Blocks; Purity & Dulce Brand one cent sticks; Bundled Licorice Root; Small Cigars, 300 to box, etc. In PLIABLE LICORICE, Triple Tunnel Tubes, Mint Puff-Straps, Navy Plugs and Golf-Sticks 100 to box; Blow Pipes 200 and 300 to box; Manhattan Wafers, 2 ½ lb. boxes; Curved Stem Pipes, 200 to box. Write for illustrated catalogue.

**YOUNG & SMYLLIE**

Established 1845.

BROOKLYN, N.Y.

## THE "GLENER"

KINGSTON, JAMAICA, B.W.I.

The Newspaper with the Largest Circulation in Jamaica and the West Indies.

Canadian manufacturers, merchants, etc., desiring to do business with this country and introduce their goods in this market, should put an advertisement in "THE GLENER."

Write for scale of charges, etc., to

**THE GLENER CO.,**  
Limited

"Gleaner" Office, . . . KINGSTON, JA.

## Silver Dust Soap Powder

(Made in Canada)

**PROFIT**

Gives More **QUANTITY** Than Any Other

**SATISFACTION**

**SILVER DUST MFG. CO.,**  
HAMILTON.



## Grocers Save

time, twine, paper bags, and loss of weight by selling Dwight's Cow Brand Soda in packages, instead of keg soda. Moreover, he sells his customer the best article of its kind and makes a good profit on it.

John Dwight & Co., Toronto and Montreal

Victoria, B.C. Halifax, N.S. St. John, N.B.  
Quebec, P.Q. St. John's, Nfld.

## BASKETS

We make them in all shapes and sizes. We have

*Grain and Root Baskets,  
Satchel Lunch Baskets  
Clothes Baskets,  
Butcher Baskets,*

In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

THE . . .

**Oakville Basket Co.**  
Oakville, Ont.

## POTATOES and OATS IN CAR LOTS.

If open to buy or sell, wire

**R. W. HANNAH**  
Board of Trade, - - - TORONTO

## Shredded Whole Wheat Biscuit

For sale by all  
Wholesale Grocers.

**J. HEWITT, Agent**  
61 Front St. E., TORONTO.

# MOLASSES

.....P.Q., May 9th, 1901

THE DOMINION MOLASSES CO.,  
Halifax, N.S.

Dear Sirs,—I beg to advise receipt of the car Molasses, which came to hand in good order and condition, and, as a proof I am satisfied with the quality, now offer same figures for two cars same grade.

This is an extract from a letter received a few days ago referring to a carload of Barbadoes shipped to one of the largest cities in the Province of Quebec.

We have some more of this grade to offer, and the price is low.

The Dominion Molasses Co.,

Limited

MOLASSES  
AND SYRUPS.

HALIFAX, N.S.

# Southwell's Orange Marmalade



New Season's Goods.

In 1-lb. Glass or 7-lb. Tins.

The Finest Quality only.

FRANK MAGOR & CO.

16 St. John St., MONTREAL.

DOMINION AGENTS.

## Current Market Quotations for Proprietary Articles

July 11, 1901.

Quotations for proprietary articles brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy. The editors do not supervise them. If a change is made, either an advance or decline, it is referred to in the market reports, as a matter of news, whether manufacturers request it or not.

### BAKING POWDER.

|                                          |         |  |
|------------------------------------------|---------|--|
| <b>Cook's Friend—</b>                    |         |  |
| Size 1, in 2 and 4 doz. boxes.....       | \$ 2 40 |  |
| " 10, in 4 doz. boxes.....               | 2 10    |  |
| " 2, in 6 ".....                         | 80      |  |
| " 12, in 6 ".....                        | 70      |  |
| " 3, in 4 ".....                         | 45      |  |
| Pound tins, 3 doz. in case.....          | 3 00    |  |
| 12 oz. tins, 3 ".....                    | 2 40    |  |
| 9 oz. tins, 4 ".....                     | 1 10    |  |
| 5 lb. tins, 1/2 ".....                   | 4 00    |  |
| <b>Diamond— W. H. OILLARD &amp; CO.</b>  |         |  |
| 1 lb. tins, 2 doz. in case..... per doz. | 2 00    |  |
| 1/2 lb. tins, 3 ".....                   | 1 25    |  |
| 1/4 lb. tins, 4 ".....                   | 0 75    |  |

### IMPERIAL BAKING POWDER.

| Cases Contain. | Sizes of Cans. | Per Doz. |
|----------------|----------------|----------|
| 4 doz.         | 10c.           | \$0 85   |
| 3 "            | 6-oz.          | 1 75     |
| 2 and 3 doz.   | 12-oz.         | 3 40     |
| 1 doz.         | 16-oz.         | 4 35     |
| 1/2 doz.       | 2 1/2-lb.      | 10 40    |
| 1/4 and 1 doz. | 5-lb.          | 19 50    |

### MAGIC BAKING POWDER.

| Cases Contain. | Sizes of Cans. | Per Doz. |
|----------------|----------------|----------|
| 4 doz.         | 4-oz.          | \$0 65   |
| 4 "            | 6-oz.          | 0 80     |
| 4 "            | 8-oz.          | 1 00     |
| 4 "            | 12-oz.         | 1 50     |
| 4 "            | 16-oz.         | 1 80     |
| 1 "            | 2 1/2-lb.      | 4 50     |
| 1 "            | 5-lb.          | 7 75     |

### JERSEY OREAM BAKING POWDER.

|                               |      |
|-------------------------------|------|
| 1/2 size, 5 doz. in case..... | 40   |
| 3/4 size, 4 doz. in case..... | 75   |
| 1/2 " 3 " ".....              | 1 25 |
| 1 " 2 " ".....                | 2 25 |

### BLACKING.

|                                         |        |
|-----------------------------------------|--------|
| <b>COONEY'S</b>                         |        |
| Boxes, each 4 doz.....                  | \$1 50 |
| <b>SHOE POLISH.</b>                     |        |
| <b>HENRI JONAS &amp; Co. Per gross.</b> |        |
| Jonas'.....                             | \$9 00 |
| Froments.....                           | 7 50   |
| Military dressing.....                  | 24 00  |

### BLUE.

|                                                                                             |        |
|---------------------------------------------------------------------------------------------|--------|
| Keen's Oxford, per lb.....                                                                  | \$0 17 |
| In 10 box lots or case.....                                                                 | 0 16   |
| Reckitt's Square Blue 12-lb. box.....                                                       | 0 17   |
| Reckitt's Square Blue 5 box lots.....                                                       | 0 16   |
| Nixey's "Cervus" in squares, 1 oz., in bags 1/2 and 1 oz. and in pepper boxes, 2c. and 10c. |        |
| Cooney's Royal Windsor, per gross.....                                                      | 4 80   |
| " Universal, bag, per gross.....                                                            | 4 80   |

### BLACK LEAD.

|                                                                            |      |
|----------------------------------------------------------------------------|------|
| Reckitt's per box.....                                                     | 1 15 |
| Box contains either 1 gro., 1 oz. size; 1/2 gro., 2 oz. or 1/4 gro., 4 oz. |      |
| Nixey's Refined 1d. 2d. and 1s. pkts.                                      |      |
| " Silver Moonlight 5 and 1c. pkts.                                         |      |
| " Nixelene Paste 1d. 2 1/2d. 5d. size.                                     |      |
| Nixey's Jubilee, round in 1 and 2 oz. blocks.                              |      |
| Cooney's Universal, per gross.....                                         | 4 80 |

### CORN BROOMS

|                                            |      |
|--------------------------------------------|------|
| <b>BOECKH BROS. &amp; COMPANY doz. net</b> |      |
| Bamboo Handles, A, 4 strings.....          | 4 35 |
| " " B, 4 strings.....                      | 4 10 |
| " " C, 3 strings.....                      | 3 85 |
| " " D, 3 strings.....                      | 3 60 |
| " " E, 3 strings.....                      | 3 35 |
| " " G, 3 strings.....                      | 3 10 |
| " " 1, 3 strings.....                      | 2 85 |

### BISCUITS.

|                              |                           |
|------------------------------|---------------------------|
| <b>PEEK, FREAN &amp; CO.</b> |                           |
| Metropolitan mixed.....      | 40 lb. tins 10c.          |
| Florence Wafers.....         | 8 lb. tins 36c.           |
| Venice Wafers.....           | 8 lb. tins 36c.           |
| Florence Wafers.....         | Small tins \$3.70 per doz |

### CARR & CO., LIMITED.

|                                                                                |          |
|--------------------------------------------------------------------------------|----------|
| <b>Frank Magor &amp; Co., Agents.</b>                                          |          |
| Cafe Noir.....                                                                 | 0 15     |
| Esnaig.....                                                                    | 0 12 1/2 |
| Metropolitan mixed.....                                                        | 0 09     |
| Special price list of Fancy Tins for Xmas trade and other lines on application |          |

### CANNED GOODS.

#### MUSHROOMS.

|                              |         |
|------------------------------|---------|
| <b>HENRI JONAS &amp; Co.</b> |         |
| Mushrooms, Rionel.....       | \$14 75 |
| " 1st choice Duthell.....    | 17 50   |
| " 1st choice Lenoir.....     | 18 50   |
| extra Lenoir.....            | 20 00   |
| Per case, 100 tins.          |         |

#### FRENCH PEAS—DELORY'S

|                              |        |
|------------------------------|--------|
| <b>HENRI JONAS &amp; Co.</b> |        |
| Moyen's No. 2.....           | \$9 00 |
| No. 1.....                   | 10 50  |
| 1/2 Pins.....                | 12 50  |
| 1/4 Pins.....                | 14 00  |
| Tres fins.....               | 15 00  |
| Extra fins.....              | 16 50  |
| Sur extra fins.....          | 18 00  |

#### FRENCH SARDINES.

|                              |        |
|------------------------------|--------|
| <b>HENRI JONAS &amp; Co.</b> |        |
| 1/2 Trefavennes.....         | \$9 00 |
| 1/4 Rolland.....             | 9 50   |
| 1/4 Delory.....              | 10 50  |
| 1/4 Club Alpine.....         | 11 50  |

#### CHOCOLATES & COCOAS.

|                                            |          |
|--------------------------------------------|----------|
| Epps's cocoa, case of 14 lbs., per lb..... | 0 35     |
| Smaller quantities.....                    | 0 37 1/2 |

#### CADBURY'S.

|                                               |          |
|-----------------------------------------------|----------|
| <b>Frank Magor &amp; Co., Agents per doz.</b> |          |
| Cocoa essence, 3 oz. packages.....            | \$1 65   |
| Mexican chocolate, 1/2 and 1/4 lb. pkgs.      | 0 40     |
| Rock Chocolate, loose.....                    | 0 40     |
| " 1-lb. tins.....                             | 0 42     |
| Nibs, 11-lb. tins.....                        | 0 35 1/2 |

|                                        |      |
|----------------------------------------|------|
| <b>Chocolate—FRY'S.</b>                |      |
| Caracacas, 1/2's, 6-lb. boxes.....     | 0 42 |
| Vanilla, 1/2's.....                    | 0 42 |
| "Gold Medal" Sweet, 1/2's, 6 lb. bxs.  | 0 29 |
| Pure, unsweetened, 1/2's, 6 lb. bxs.   | 0 42 |
| Fry's "Diamond," 1/2's, 14 lb. bxs.    | 0 24 |
| Fry's "Monogram," 1/2's, 14 lb. bxs.   | 0 24 |
| <b>Cocoa—</b>                          |      |
| Concentrated, 1/2's 1 doz. in box..... | 2 40 |
| " 1/2's.....                           | 4 50 |
| " 1 lbs.....                           | 8 25 |

|                                       |      |
|---------------------------------------|------|
| Homoeopathic, 1/2's 14 lb. boxes..... |      |
| " 1/2's 12 lb. boxes.....             |      |
| <b>JOHN P. MOTT &amp; Co.'s.</b>      |      |
| R. S. McIndoe, Agent, Toronto.        |      |
| Mott's Broma.....                     | 0 30 |
| Mott's Prepared Cocoa.....            | 0 28 |

|                                            |        |
|--------------------------------------------|--------|
| Mott's Homeopathic Cocoa (1/2's).....      | 0 32   |
| Mott's Breakfast Cocoa (in tins).....      | 0 40   |
| Mott's No. 1 Chocolate.....                | 0 30   |
| Mott's Breakfast Chocolate.....            | 0 28   |
| Mott's Caracacas Chocolate.....            | 0 40   |
| Mott's Diamond Chocolate.....              | 0 23   |
| Mott's French-Can. Chocolate.....          | 0 18   |
| Mott's Navy or Cooking Chocolate.....      | 0 38   |
| Mott's Cocoa Shells.....                   | 0 35   |
| Mott's Cocoa Nibs.....                     | 0 05   |
| Vanilla Sticks, per gross.....             | 0 90   |
| Mott's Confectionery Chocolate 0 21        | 0 43   |
| Mott's Sweet Chocolate Lignors 0 19        | 0 30   |
| <b>COWAN COCOA AND CHOCOLATE CO.</b>       |        |
| Hygienic Cocoa, 1/2 lb. tins, per doz..... | \$3 75 |
| Cocoa Essence, 1/2 lb. tins, per doz.....  | 2 25   |
| Soluble Cocoa, No. 1 bulk, per lb.....     | 0 20   |
| Diamond Chocolate, 12 lb. boxes.....       | 0 25   |
| Royal Navy Chocolate, 12 lb. boxes.....    | 0 30   |
| Mexican Vanilla Chocolate, 12 lb. bxs..... | 0 35   |

#### CHEESE.

|                                        |        |
|----------------------------------------|--------|
| Imperial—Large size jars, per doz..... | \$8 25 |
| Medium size jars.....                  | 4 50   |
| Small size jars.....                   | 2 40   |
| Individual size jars.....              | 1 00   |
| Imperial Holder—Large size.....        | 18 00  |
| Medium size.....                       | 15 00  |
| Small size.....                        | 12 00  |
| Roquefort—Large size, per doz.....     | 2 40   |
| Small size.....                        | 1 40   |
| Paragon—Large size, per doz.....       | 8 25   |
| Medium size.....                       | 4 50   |
| Small size.....                        | 2 40   |
| Individual size.....                   | 1 00   |

#### BAYLE'S POTTED.

|                                                 |                       |
|-------------------------------------------------|-----------------------|
| <b>Robert Greig &amp; Co., Agents, Toronto.</b> |                       |
| 1/2-lb. Jar.....                                | 3 10                  |
| 1-lb. Jar.....                                  | 3 40                  |
| After Dinner.....                               | \$2 40 \$4 25 \$18 60 |
| Devised.....                                    | 2 65 4 75             |

#### COFFEE

|                                       |          |
|---------------------------------------|----------|
| <b>JAMES TURNER &amp; CO. per lb.</b> |          |
| Mexico.....                           | 0 32     |
| Damascus.....                         | 0 28     |
| Calao.....                            | 0 20     |
| Sirdar.....                           | 0 17     |
| Old Dutch Rio.....                    | 0 12 1/2 |

#### CLOTHES PINS

|                                                           |      |
|-----------------------------------------------------------|------|
| <b>BOECKH BROS. &amp; CO.</b>                             |      |
| Clothes Pins (full count), 5 gross in case, per case..... | 0 55 |
| 4 doz. packages (12 to a case).....                       | 0 75 |
| 6 doz. packages (12 to a case).....                       | 0 90 |



# Edwardsburg Silver Gloss Starch.

Your idea may be that all starch is starch and that your customers won't detect even a slight difference in quality. You may think that because there is a cent or two extra profit on "Mushroom" brands (that come and go), you can retain the confidence of your trade—it doesn't pay to trifle with the confidence that a customer has in you and your goods.

Edwardsburg Silver Gloss Starch is as staple as flour. In the name there is the fame of nearly half a century. In the making there is the skill of long experience combined with honesty of purpose and unequalled manufacturing facilities. Edwardsburg Silver Gloss Starch represents the highest type of perfection there is or can be in starch. Kegs of 100-lbs.—handsome enamelled horse-shoe tins holding 6-lbs.—handsome 1-lb. packages that give a touch of life and color and "go" to a grocer's shelves.

## Edwardsburg Starch Co'y, Limited Established 1858.

164 St. James Street,  
Montreal.

Works,  
Cardinal, Ont.

53 Front Street East,  
Toronto.

# DUNN'S PURE MUSTARDS

GIVE UNBOUNDED SATISFACTION.

The reason is—They are profitable to dealers and satisfying to consumers.

### EXTRACTS.

| HENRI JONAS & Co. Per gross.          |               |
|---------------------------------------|---------------|
| 1 oz. London Extracts                 | \$6 00        |
| 1 oz. " " (no corkscrews)             | 5 50          |
| 2 oz. " " "                           | 9 00          |
| 1 oz. Spruce essence                  | 6 00          |
| 2 oz. " " "                           | 9 00          |
| 2 oz. Anchor extracts                 | 12 00         |
| 4 oz. " " "                           | 21 00         |
| 8 oz. " " "                           | 36 00         |
| 1 lb. " " "                           | 70 00         |
| 1 oz. Flat " " "                      | 9 00          |
| 2 oz. Flat, Anchor extracts           | 18 00         |
| 4 oz. " " " (corked)                  | 21 00         |
| 8 oz. " " " "                         | 36 00         |
| 4 oz. " " " "                         | 72 00         |
| 1 oz. " glass stop extracts           | Per doz. 3 50 |
| 8 oz. " " " "                         | 7 00          |
| 2 1/2 oz. Round quintessence extracts | 2 00          |
| 4 oz. Jockey decanters                | 3 50          |

### FOOD.

|                                        |               |
|----------------------------------------|---------------|
| R. Jenson's Patent Barley 1/2 lb. tins | per doz. 1 25 |
| " " " 1 lb. tins                       | 2 25          |
| " " " Groats, 1/2 lb. tins             | 1 25          |
| " " " " 1 lb. tins                     | 2 25          |

### GILLET'S POWDERED LYE.

|                |        |
|----------------|--------|
| 4 doz. in case | \$3 60 |
|----------------|--------|

### JAMS AND JELLIES

| SOUTHWELL'S GOODS. per doz. |      |
|-----------------------------|------|
| Frank Magor & Co., Agents.  |      |
| Orange Marmalade            | 1 50 |
| Clear Jelly Marmalade       | 1 80 |
| Strawberry W. F. Jam        | 2 00 |
| Raspberry " "               | 2 00 |
| Apricot " "                 | 1 75 |
| Black Currant " "           | 1 85 |
| Other Jams, W. F.           | 1 55 |
| Red Currant Jelly           | 2 75 |

### Jams—

|                                           |          |
|-------------------------------------------|----------|
| 1-lb. glass jars 2 doz. in case, per doz  | \$1 00   |
| 5-lb. tin pails, 3 pails in crate, per lb | 0 63/4   |
| 7-lb. wood pails, 6 " "                   | 0 06 1/2 |
| 14-lb. wood pails, per lb                 | 0 06 1/2 |
| 30-lb. " " "                              | 0 06 1/2 |

### Jellies—

|                            |          |
|----------------------------|----------|
| 1-lb. glass jars, per doz. | \$1 00   |
| 7-lb. wood pails, per lb.  | 0 06 1/2 |
| 14-lb. " " "               | 0 06 1/2 |
| 30-lb. " " "               | 0 06 1/2 |

### KNIFE POLISH.

|                                               |  |
|-----------------------------------------------|--|
| Nixey's "Cervus" 8d. and 1s. tins             |  |
| For price list, and sliding scale apply W. G. |  |
| Nixey 12 Soho Sq. London, Eng.                |  |

### LICORICE.

#### YOUNG & SMYLLIE'S LIST.

|                                                    |        |
|----------------------------------------------------|--------|
| 5-lb. boxes, wood or paper, per lb.                | \$0 40 |
| Fancy boxes (38 or 50 sticks) per box              | 1 25   |
| "Ringed" 5 lb. boxes, per lb.                      | 0 40   |
| "Acme" Pellets, 5 lb. cans, per can.               | 2 00   |
| "Acme" Pellets, fancy boxes (40) per box.          | 1 50   |
| Tar, Licorice and Tolu Wafers, 5 lb. cans, per can | 2 00   |
| Licorice Lozenges, 5 lb. glass jars.               | 1 75   |
| "Purity" Licorice 10 sticks                        | 1 50   |
| " " 100 sticks                                     | 1 45   |
| Dilco, large cent sticks, 100 in box.              | 0 73   |

### MUSTARD.

#### COOLMAN'S OR KEENE'S

|                                  |        |
|----------------------------------|--------|
| D. S. F., 1/4 lb. tins, per doz. | \$1 40 |
| " 1/2 lb. tins, " "              | 2 50   |
| " 1 lb. tins, " "                | 5 00   |

|                               |      |
|-------------------------------|------|
| Durham, 4 lb. jars, per jar   | 0 75 |
| 1 lb. " "                     | 0 25 |
| F. D., 1/4 lb. tins, per doz. | 0 85 |
| " 1/2 lb. tins                | 1 45 |

### BAYLE'S PREPARED MUSTARDS

Robert Greig & Co., Toronto, Agents.

|                                     |  |
|-------------------------------------|--|
| 1/2-lb. jars 1-lb. jars,            |  |
| Horseradish per doz., \$1 75 \$2 50 |  |
| English Sandwich " 1 75 2 50        |  |

### JONAS' FRENCH MUSTARDS

HENRI JONAS & Co. Per gross,

|                  |        |
|------------------|--------|
| Pony size        | \$7 50 |
| Imperial, medium | 9 00   |
| Imperial, large  | 12 00  |
| Tumblers         | 12 00  |
| Mugs             | 13 20  |
| Pint jars        | 18 00  |
| Quart jars       | 24 00  |

### MATCHES.

|                                  |        |
|----------------------------------|--------|
| Eddy's Telegraph, single cases   | \$4 00 |
| five cases                       | 3 80   |
| Telephone, single cases          | 3 90   |
| five cases                       | 3 70   |
| Eagle Parlors single cases, 200s | 1 70   |
| five cases, 200s                 | 1 60   |
| " single cases, 100s             | 1 90   |
| five cases, 100s                 | 1 80   |
| Victoria Parlors, single cases   | 3 00   |
| five cases                       | 2 90   |

### MINCE MEAT.

|                                    |         |
|------------------------------------|---------|
| Wetley's Condensed, per gross, net | \$12 40 |
| per case of doz., net              | 3 00    |

### ORANGE MARMALADE.

T. UPTON & Co.

|                                   |        |
|-----------------------------------|--------|
| 1-lb. glass 2 doz. case, per doz. | \$1 00 |
| 7-lb. pails and 5 and 7 lb. tins  | 0 07   |

### PICKLES.

STEPHENS'.

|                                 |      |
|---------------------------------|------|
| A. P. Tippet & Co., Agents.     |      |
| Patent stoppers) Pint, per doz. | 2 30 |
| Corked " " " "                  | 1 90 |

BAYLE'S.

Robert Greig & Co., Toronto, Agents.

|                                       |                |
|---------------------------------------|----------------|
| Pandora, per doz.                     | 1/2 Pint, 3 60 |
| Sliced Sweet " "                      | 1 75 2 85      |
| Hot Stuff " "                         | 1 75 2 85      |
| Tobasco Sauce, 2-oz. bottle, per doz. | \$4 25         |
| Tobasco Pods in vinegar, 1/2 pt.      | 3 25           |

### SODA.—COW BRAND



|                                                  |         |
|--------------------------------------------------|---------|
| Case of 1 lbs. (containing 60 pkgs.)             |         |
| per box, \$3.00                                  |         |
| Case of 1/2 lbs. (containing 120 pkgs.)          |         |
| per box, \$3.00                                  |         |
| Case of 1 lb. and 1/2 lbs. (containing 30 pkgs.) |         |
| per box, \$3.00                                  |         |
| Case of 50 pkgs (containing 96 pkgs) per box     | \$3.00. |

### SOAP



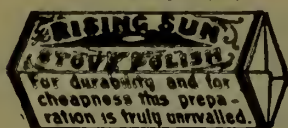
|                             |       |
|-----------------------------|-------|
| Gloriola Soap, per gross    | 12 00 |
| Straw Hat Polish, per gross | 10 20 |

A. P. TIPPET & CO., AGENTS

Maypole Soap colors per gr. \$10.20.  
Maypole Soap, black per gr. \$15.30.  
Ortol Soap per gross \$12.20



## STOVE POLISH.



Per gross  
Rising Sun 6-oz. cakes, 1/2-gross boxes \$8 50  
Rising Sun, 3-oz. cakes, gross boxes . 4 50  
Sun Paste, 100. size, 1/2 gross boxes... 10 00  
Sun Paste, 50. size, 1/2 gross boxes . 5 00



No 4-5 dozen in case, per gross . 4 80  
" 8-3 dozen in case . 8 40

## STARCH.

EDWARDSBURG STARCH CO., LTD.  
Laundry Starches— per lb.  
No. 1 White or Blue, 4-lb. cartons 0 08 1/2  
No. 1 " 3-lb. " 0 05 1/2  
Canada Laundry " 0 04 1/2  
Silver Gloss, 6-lb. draw-ild boxes 0 07 1/2  
Silver Gloss, 6-lb. tin canisters... 0 07 1/2  
Edwardsburg Silver Gloss, 1-lb. pkg. 0 07 1/2  
Kegs Silver Gloss, large crystals 0 06 1/2  
Benson's Satin, 1-lb. cartons... 0 08  
No. 1 White, bbls. and kegs . 0 05  
Benson's Enamel, per box..... 3 00

Culinary Starch—  
Benson & Co.'s Prep. Corn..... 0 06 1/2  
Canada Pure Corn..... 0 05  
Rice Starch—  
Edwardsburg No. 1 white, 1-lb. cart 0 09 1/2  
Edwardsburg No. 1 White or Blue, 4-lb. lumps..... 0 08  
KINGFORD'S OSWEGO STARCH



SILVER { 40-lb. boxes, 1-lb. pkgs. 0 06 1/2  
GLOSS { 6-lb. boxes, sliding cover 0 08  
(12-lb. boxes each orates)  
PURE—40-lb. boxes 1-lb. pack... 0 07  
" 48-lb. " 16 3-lb. boxes 0 07  
For puddings, custards, etc.

OSWEGO { 40-lb. boxes, 1-lb. packages ..... 0 07 1/2  
CORN STARCH {  
ONTARIO { 38-lb. to 45-lb. boxes, 6 bundles ..... 0 08  
STARCH { Silver Gloss ..... 0 07 1/2  
BARRELS { Pure ..... 0 06 1/2

## BEE STARCH.

Cases, 64 pkgs. 48's ..... \$5.00  
1/2 Cases, 32 pkgs. 24's ..... 2.50  
Packages 10c. each.

BRANTFORD STARCH WORKS, LIMITED.  
Ontario and Quebec.

## Laundry Starches—

Canada Laundry, boxes of 40 lbs. \$0 04 1/2  
Acme Gloss Starch—  
1-lb. cartons, boxes of 40 lbs.... 0 05 1/2  
Finest Quality White Laundry—  
3-lb. Canisters, cases of 48 lbs... 0 05 1/2  
4-lb. " 0 05 1/2  
Barrels, 175 lbs. .... 0 05  
Kegs, 100 lbs. .... 0 05  
Lily White Gloss—  
1-lb. fancy cartons, cases 30 lbs. 0 07 1/2  
6-lb. toy trunks, 8 in case 0 07 1/2  
6-lb. enameled tin canisters, 8 in case 0 07 1/2  
Kegs, ex. large crystals, 100 lbs. 0 06 1/2  
Brantford Gloss—  
1-lb. fancy boxes, cases 36 lbs... 0 08

Canada Electric Starch—  
Boxes of 41 fancy pkgs, per case 3 00  
Celluloid Starch—  
Boxes of 45 cartons, per case .. 3 50

## Culinary Starches—

Challenge Prepared Corn—  
1-lb. packages, boxes 40 lbs.... 0 05  
No. 1 Brantford Prepared Corn—  
1-lb. packages, boxes 40 lbs.... 0 06 1/2  
Crystal Maize Coro—  
1-lb. packages, boxes 41 lbs.... 0 06 1/2



## TEAS.

SALADA CEYLON.  
Wholesale. Retail

Brown Label, 1's ..... 0 20 0 25  
" 1/2-lb. " ..... 0 21 0 26  
Green Label, 1s and 1/2s ..... 0 22 0 30  
Blue Label, 1s, 1/2s, 1/4s and 1/8s. 0 30 0 40  
Red Label, 1s and 1/2s ..... 0 36 0 50  
Gold Label 1/2s ..... 0 44 0 60



Ceylon Tea, in 1 and 1/2 lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c. .... 0 19  
" 1/2-lb. " ..... 0 20  
Blue Label, retail at 30c. .... 0 22  
Green Label " 40c. .... 0 28  
Red Label " 50c. .... 0 35  
Orange Label, retail at 60c. .... 0 42  
Gold Label, " 80c. .... 0 55

## CROWN BRAND

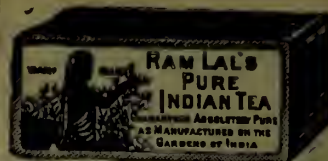
Wholesale Retail.

Red Label, 1-lb. and 1/2s ..... 0 35 0 50  
Blue Label, 1-lb. and 1/2s ..... 0 38 0 40  
Green Label, 1-lb. and 1/2s ..... 0 19 0 25  
Green Label, 1/2s ..... 0 20 0 25  
Japan, 1's ..... 0 19 0 25

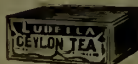
## "SNELLINGS PATENT"



English Breakfast Hopped Tea, 20c.; retail, 40c.  
A. Waddell & Co. agents, Toronto.  
Samples on application.



Cases each 50 1-lb. .... 0 35  
" " 60 1/2-lb. .... 0 35  
" " 30 1-lb. .... 0 35  
" " 120 1/2-lb. .... 0 35



LUDELLA CEYLON, 1s AND 1/2s PER LB.

Blue Label, 1's ..... 0 18 1/2 0 25  
Blue Label, 1/2s ..... 0 19 0 25  
Orange Label, 1's and 1/2s... 0 21 0 30  
Brown Label, 1's and 1/2s... 0 28 0 40  
Brown Label, 1/2s ..... 0 30 0 40  
Green Label, 1's and 1/2s... 0 35 0 50  
Red Label, 1/2s ..... 0 40 0 60

## TOBACCO.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 3 1/2s, 5s and 10s... 0 39  
Royal Oak, 2 x 3, 80c, 8s ..... 0 52  
Something Good, 7s ..... 0 48  
Chewing—Bobs, 5s and 10s ..... 0 36  
Currency, 13 1/2oz. bars, spaced 8s. 0  
Currency, 6s and 10s ..... 0 39  
Old Fox, Narrow 10s ..... 0 40  
Snowshoe, 10 1/2oz. bars, spaced 8s 0 44  
Snowshoe, pound bars, spaced 6s. 0 44  
Snowshoe, 2x4, 6s. .... 0 44  
Pay roll, 6s ..... 0 44

## WOODENWARE

BOZOKH BROS. & COMPANY.

Washboards Leader Globe ..... 1 55  
" Improved Globe ..... 1 65  
" Standard Globe ..... 1 80  
" Solid Back Globe ..... 1 90  
" Jubilee (perforated)... 2 10  
" Crown ..... 1 45

R.o.b. Toronto.

Matches, Kodak, per case 1200's 9 boxes to packages, 40 packages to case.. 3 30

## YEAST.

Royal yeast, 3 doz. 5c. pkgs. in case.. 1 00

Mediterranean Fruits  
Granulated and Raw Sugars  
Molasses and Syrups, Glucose, Etc.

Excelsior Macaroni  
White Castile Soap

C. A. CHOUILLOU & CIE.

14 Place Royale (Customs House Sq.) MONTREAL.

COX'S GELATINE Always Trustworthy  
ESTABLISHED 1725.

Agents for Canada:

C. E. COLSON & SON, Montreal.  
D. MASSON & CO., Montreal.  
ARTHUR P. TIPPET & CO.  
Toronto, St. John, N.B., and Montreal

We are always glad

to receive orders for the insertion of advertisements. But will those who send us "Condensed" or "Want" advertisements, please bear in mind that they can only be inserted when cash or stamps accompany the order. The rate is 2c. per word each insertion, numbers and contractions counting as words.

MACLEAN PUB Co., Limited  
Montreal. Toronto.

# Soap

"IMPERIAL" and  
"SNOW"

Twin Cakes.

NOW IN STORE.

Perkins, Ince & Co., - Toronto.

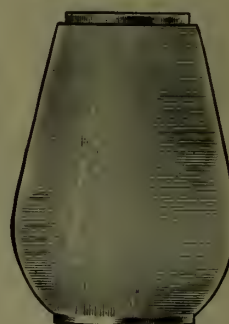


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Manufacturer of Refrigerators and Ice Chests. Diplomas awarded at Montreal, Toronto and Ottawa Exhibitions. Over 50 patterns to choose from. Proprietor of Aubin's Patent Grocery Refrigerator, New Dominion, Imperial Dominion, special improved Dairy Palace for Hotels—all hardwood.

3189 Notre Dame St., MONTREAL.

ARE YOU USING OUR



Cold Blast  
or Jubilee  
Globes

Aetna or  
Quaker Flint  
Chimneys?

Give them a Trial.

THE SYDENHAM GLASS CO.,

of WALLACEBURG, Limited

SLEE, SLEE & CO.,

Limited

Tower Bridge Brewery,  
LONDON, ENG.

FOR English Malt Vinegars.

Ontario Agents

John W. Bickle & Greening.

HAMILTON AND TORONTO.

From whom Samples and Prices can be obtained.



# TANGLEFOOT FLY PAPER

Sealed  
Sticky



Stops the fly in his mad career. Also catches the filthy load he is carrying, thus preventing the danger of contagion.

Long Lasting.  
Order from Jobber.

The O. & W. Thum Co., Mfrs.  
Grand Rapids, Mich., U.S.A.



ASK FOR

# MOTT'S

BUY

## Star Brand

## COTTON CLOTHES LINES

— AND —

## COTTON TWINE

Cotton Lines are as cheap as Sisal or Manila and much better.

For sale by all Wholesale Dealers

So that you get them.

# WHOLESALE WOODWARE, BROOMS, RUSHES, BASKETS.

Wrapping Paper,  
Paper Bags, Cordage,  
Twines, and  
Grocers' Sundries.

WALTER WOODS & CO.  
HAMILTON.

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of any kind that is of value to business men supplied by our Bureau. We can give you market quotations from any town in Canada, reports from the city markets, stock quotations, etc. You can get commercial news from any Canadian paper through us.

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W. A. CARSON

J. ERLE CALDWELL

## Belleville Pottery Co.

SUCCESSORS  
TO...



KINDLY WRITE US FOR CATALOGUE AND PRICE LIST.

## GRIMBLE'S VINEGAR

English  
Malt

Six GOLD Medals

GRIMBLE & CO., Limited, London, N.W., Eng.



# WHEAT MARROW.

(REGISTERED)

The pure proteid of wheat. More nourishing than other cereals. Far healthier than meat. The best food for children. : : : : : : : : :

Manufactured by

THE EXPRESS ROLLER MILLS  
CORNWALL, ONT., CAN.

WM. MACK,  
Proprietor.

McLAREN'S



Is Honest Goods and just the Thing on Which to Make or Extend a Business.

The Best Grocers make a point of Keeping it always in Stock.

# LAMPS



*Called for  
July 17*

It will pay you to see our line.

Without doubt we have the best line of lamps ever offered to the trade in Canada.

Write for illustrated catalogue and price list or see our traveller.

## GOWANS, KENT & CO.

TORONTO and WINNIPEG.



### TRUE IT IS

that efforts have been made to manufacture a Mince Meat equal to

## WETHEY'S Condensed Mince Meat

but—without success. The best proof I have of this is that grocers who have tried other makes say that **Wethey's** is the only Mince Meat that can be depended upon to give entire satisfaction to their customers.

J. H. WETHEY, ST. CATHARINES.

# CROSSE & BLACKWELL'S New Season's Candied Peels

LEMON, ORANGE, CITRON, MIXED (O. L. and C.)

In 7-lb. Tins, 7-lb. or 10-lb. Wood Boxes, and 1-lb. Cartons.

## C. E. COLSON & SON,

## MONTREAL.

CHAS. F. CLARK, President.

JARED CHITTENDEN, Treasurer.

...ESTABLISHED 1849..

## BRADSTREET'S

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## OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery 6d. and 1s. Canisters.

## 'WELLINGTON' KNIFE POLISH.

## JOHN OAKEY & SONS, LIMITED

MANUFACTURERS OF

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England.

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PUBLISHED EVERY  
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CIRCULATES IN  
EVERY PROVINCE

# THE CANADIAN GROCER

AND  
GENERAL  
STOREKEEPER

## COLMAN'S MUSTARD



**BEST ON EARTH**

## BISCUITS BISCUITS

Something Tasty and Delicious.

## CARR & CO.'S



## FINGER CREAM

**MELTS IN THE MOUTH.**

Original Cases or Sample Orders.

### FRANK MAGOR & CO.,

Agents for the Dominion.

16 St. John Street, MONTREAL

C. E. JARVIS & CO., Vancouver, Agents for B.C.



*What have you got to offer your customers in the way of cheese for their picnic parties and luncheons during the hot weather? Now is the time people enjoy eating cheese. SELL THEM*

## MILLAR'S PARAGON CHEESE

*and they will demand it again.*

In point of Purity, Wholesomeness and Deliciousness it cannot be surpassed.

**THE T. D. MILLAR PARAGON CHEESE CO.,**  
INGERSOLL, ONT.

AGENTS—W. H. Dunn & Co., Montreal. A. E. Richards & Co., Hamilton. Joseph Carman, Windsor. MacRobertson, Vancouver and Victoria, B.C.

A popular name— **“ROBERTS”**

especially when connected with

**KHAKI BUTTER SCOTCH,** a first class, old-fashioned toffee in new form and package. Sells well with fair profit.

**CANADIAN BUTTER NUTS** are made specially for the Canadian market.

Are pure and wholesome. Made from best materials. Attractive package.

Your customers who want **PURE, RELIABLE** confectionery will appreciate these goods.

**EBENEZER ROBERTS, LIMITED, LONDON, ENG.**

Canadian Agents: **C. E. COLSON & SON, MONTREAL.**

**COLEMAN'S**

Established 1868.

**SALT**

“Educate your customers in regard to quality.”

This is especially true with regard to Salt. You want your customers to buy Salt that will bring them in a good return—by producing the finest butter and cheese. You likewise desire to sell Salt to housekeepers that will not set hard in the salt cellar or dredger, and that possesses the pure, sparkling, white color that first-class Salt alone can have.

Educate them thoroughly by advising them to buy Coleman's or Rice's Salt, and the results will give them confidence in your judgment forever after. **These Salts are pure—they do not cake—certain to please.**

**RICE'S**

Address :

**R. & J. RANSFORD**  
Clinton, Ont.

**SALT**



# Keep on Planting.

You remember the man who stopped planting his seed because he said the crows were getting more out of it than he was—he expected the seed to take care of itself. He stopped planting and his creditors took his farm—he's **flagging trains at a way-station now.**

It pays to plant good seed, but you must cultivate it after it's down and by-and-bye you'll get a crop that will surprise you. Plant "seeds of confidence" now among your customers—it pays. If the first lot doesn't come up, "keep on planting," and don't forget to cultivate them after they're down.

## Good Seeds For A Rich Crop.

### "Thistle" Brand Canned Fish.

Famous for its high quality and delicacy of flavor. Canned Haddies, Kipperd Herring, and Herring and Tomato Sauce. Canned fish that you can sell to your most particular customers and feel absolutely sure that they will be satisfied.

Real Finann Haddies, caught, cured and prepared right at the water side, at Little Bay, N.S.

A. P. TIPPET & CO., Agents,  
8 Place Royale, 23 Scott Street,  
Montreal. Toronto.

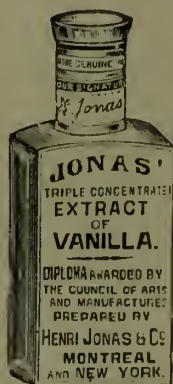
### Stower's Lime Juice.

20 per cent. stronger than any other, because concentrated. "The Lime Juice that draws trade" and keeps it—**permanent trade.** Made from limes grown especially for the purpose.

No musty flavor. It keeps perfectly in any climate. Put up in "pale gin" bottles and labelled especially for the Colonial trade.

A. P. TIPPET & CO., Agents,  
8 Place Royale, 23 Scott Street,  
Montreal. Toronto.

# Jonas' Flavoring Extracts.



**Rich  
Pure  
Strong**

*The  
kind  
that  
please  
and  
bring  
new  
orders.*



**Economical  
Profitable  
Commendable**

**NO COLORING.**

**NO ADULTERATION.**

**WHY ?**

**WHY ?**

**WHY ?**

We solicit your attention for one moment to ask you if there is any reason in the wide world why Jonas' Flavoring Extracts should not please the women folks—no reason whatever. The high standard of quality which has always characterized these flavoring extracts has placed them in the front rank, and made them a household word with cooks and housekeepers.

**Absolute Purity  
Great Richness  
Unequalled Strength**

are, and always will be, well maintained in

**JONAS' FLAVORING EXTRACTS.**

Send for interesting facts and figures.

**HENRI JONAS & CO.,**

- - -

**MONTREAL**



## I Advertise

my  
cigars exactly as they are. If you find them different in any respect from what I represent them to be, you can return them at my expense, and I will gladly send you back your money.

I believe that my "Pharaoh" cigar is the best ten-cent cigar it is possible to make. The Havana tobacco that I use in the filler, I select myself personally, in Cuba—the binder is the pick of the Connecticut crop—the wrapper is the choicest Sumatra that money will buy. My ambition is to make the words

### Payne's Cigars

synonymous with all that stands for the "best" in cigar quality and workmanship. I advertise them persistently.

J. BRUCE PAYNE, Mfr.,  
Granby, Quebec.

The "Pharaoh"  
for a 10c. line.

The "Pebble"  
for a 5c. line.

The wise grocer keeps himself well stocked at this season of the year in

## "Sterling" Brand

- Lime Fruit Juice
- Lime Juice Cordial
- Raspberry Vinegar

These are goods that the public are demanding, for their goodness has given them favor the wide Dominion over.

T. A. LYTLE & CO.

124-128 Richmond St. W.,

— TORONTO.

## REAPING THE HARVEST

Throughout the land the farmers are busy gathering the results of their sowing. Much of its success depended upon the wise selection of the seed and careful planting.

Suppose the farmer had reasoned something after this fashion—"Wheat is only wheat anyway—by buying this cheaper kind I will be saving something worth while."

If he did, he is likely reaping a harvest of barren regrets now.

So with the business man if he dreams for a moment that anything but the highest quality of goods is going to yield a profitable harvest—he is making the same serious blunder as the farmer.

**MOLINA ROLLED WHEAT** is at the head of its class and its fast increasing sales are the result of its superior quality. It is packed in barrels of 100 lb., and in kegs of 50 lb. and made only by

Sow Quality if you wish to reap  
a rich harvest.

THE TILLSON CO., Limited,

Tilsonburg, Ont.

## "SUPERIOR GLUTEN FLOUR"

a life-giving portion to all suffering from Dyspepsia, Diabetes, Obesity, Constipation, etc., because it contains only the elements in the wheat that assist nature.

Samples and prices on application to

**E. A. SHOEBOOTHAM**

CANADIAN AGENT,

St. James' Park, LONDON, Canada.

## "CRANSTON" Trade Due Bills and Coins

are up-to-date and a great convenience to merchants and customers.



Aluminum and Paper Checks and Trade Due Bills

for Bread, Soda, Trade, Meat Machines, Milkmen and Merchants.

Send for samples, styles and prices.



All kinds of printing, also punch checks and cards supplied.

H. WALDEN, Nenstadt, says our Due Bill Systems are INDISPENSABLE to himself and customers, and that he could not be bought out of the system.

**J. K. CRANSTON, Galt, Ont.**

## KEEP COOL!

## Georgia Watermelons

First car of the season just arrived.

*Extra Fancy Bananas, Pineapples, Oranges, Lemons.*

**CANADIAN** Tomatoes, Raspberries, Cherries, Currants, etc., arriving 3 to 5 times daily per express.

Telephone or Mail your orders. Will make prices right. Quality Right.

**Hugh Walker & Son,** Wholesale Fruit Importers, **Guelph, Ont.**

Do not be persuaded to buy any other kind, as the market is now flooded with vile rubbish, most of which contain no Herbs at all, and will not produce the same result. We guarantee ours to be **COMPOSED OF HERBS.**

## HIRES ROOTBEER

is a tonic as well as a beverage.

Be sure you sell **HIRES**.  
Price may be a little high, but the best pays in the long run.

All Wholesalers keep it.

Here is our **PUSH**—it deserves yours. Get up and hustle. Send us your order for One Gross Hires Rootbeer Extract, giving your jobber's name through whom you wish it filled, and we will send you One Case (2 dozen bottles) Hires Carbonated Rootbeer, **FREE**.

Your gain, \$2.40 besides the freight on the extract.

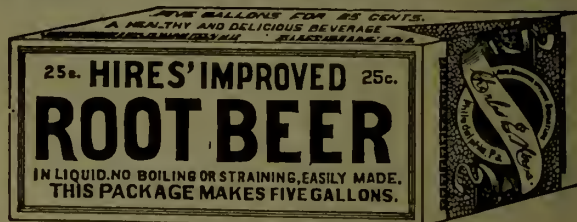
### PRICE TO DEALERS.

One gross Rootbeer Extract, \$24.00 less 10 per cent.  
One dozen " " 2.00 less 5 per cent.

SEND YOUR ORDER TO....

**W. P. DOWNEY,** Sole Canadian Agent,

20 and 22 St. Peter Street, - MONTREAL.  
Handbills, Showcards, etc., on receipt of Business Card.



## HOW MUCH DID YOU SAY?

Well, we didn't say, but we know every butcher would be better off if he would quit guessing at weights. He may think his long experience in weighing meats has made him infallible, but the end of the year will tell him better than we can that every penny must be taken care of. The **MONEY-WEIGHT SYSTEM** of our Automatic Boston Computing Scales will take care of your business, and save you money. Our Scales are sold on easy monthly payments.

**The Computing Scale Company,**  
Dayton, Ohio.

Money - Weight Scale Co., No. 47 State St., Chicago, Ill.

Money-Weight Scale Co., Nos. 50 and 52 Franklin St., New York, N.Y.

J. B. Polrer, Dist. Agent, No. 1662 Notre Dame St., Montreal, Que., Canada.

L. A. Davidson, Dist. Agent, No. 104 King St. West, Toronto, Ont., Canada.





## JAPAN TEA

is the star that guides trade  
to your store.

## JAPAN TEA

sold over your counters is an  
effective advertisement.

## JAPAN TEA

has been tried and not  
found wanting.

*Energetic and progressive dealers  
who have passed the point of ex-  
perimenting in their tea department  
have learned that*

# JAPAN TEA

*means to them a gilt-edged invest-  
ment that will yield them a good  
profit and keep their customers well  
pleased with their stock. It is the  
tea that brings good business.*

There is no grocery store too  
large or none too small to  
profitably sell

## JAPAN TEA

—♦—  
JAPAN CENTRAL TEA TRADERS'  
ASSOCIATION.

Trafalgar Chambers, Sun Life Building  
Annex.

Tel. Main 4142. MONTREAL, CANADA.

—♦—

"Quality wins confidence,"  
that's why

## JAPAN TEA

is a winner.

# Ceylon and Indian Teas— Black or Green.

**The Black Teas** were introduced into Canada only a few years ago. Reflect how they have gained in popularity yearly and consider the present consumption.

**The Green Teas** are still quite a novelty, but have already made their mark and merit all success. They are made expressly to meet the tastes of those who do not drink Black Tea.

In addition to their unquestioned merits, remember how they are advertised—See the daily papers.

Ceylon Greens are for sale in Montreal by—

Messrs. Carter, Galbraith & Co.

“ L. Chaput, Fils & Cie.

“ Laporte, Martin & Cie.

“ E. D. Marceau.

“ “Ozo” Tea Co.



# MOLASSES

.....P.Q., May 9th, 1901

THE DOMINION MOLASSES CO.,  
Halifax, N.S.

Dear Sirs,—I beg to advise receipt of the car Molasses, which came to hand in good order and condition, and, as a proof I am satisfied with the quality, now offer same figures for two cars same grade.

This is an extract from a letter received a few days ago referring to a carload of Barbadoes shipped to one of the largest cities in the Province of Quebec.

We have some more of this grade to offer, and the price is low.

The Dominion Molasses Co.,  
Limited  
MOLASSES AND SYRUPS. HALIFAX, N.S.

UP-  
UP-  
UP-

GO SALES OF THE FAMOUS

## IVORY GLOSS STARCH

What else can be implied from this fact other than that intrinsic merit is the cause of its popularity with the Canadian housekeepers? All we claim in favor of this starch will be substantiated by particular women.

MANUFACTURED BY

The St. Lawrence Starch Co.  
Limited  
PORT CREDIT, ONT.

## GREASY CANDLES

Smelly Oil Lamps,  
Poor Electricity or Flickering Gas?

Isn't it about time to make  
a change and

GET more Light  
For . . .  
Less Money?

Get 100 Candle  
Power  
for 50c. a month.

GET the Light of Eight Oil  
Lamps for the cost of Two.

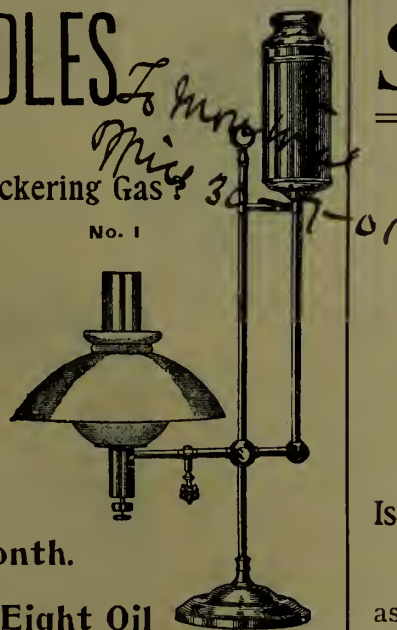
GET AN AUER GASOLINE LAMP.

Your money back if you don't like it.

Write for Catalogue. . .

### AUER LIGHT CO.

E. Simpson & Co., Moose Jaw,  
Agents for the Territories. 1632 NOTRE DAME ST., MONTREAL



## Symington's

# "Edinburgh" Coffee Essence

Is the Purest and therefore Best and Cheapest!

Refuse imitations said to be "just as good" as Symington's, and recollect that the careful process by which Symington's Essence is made eliminates all unpleasant properties.

ANYONE CAN DRINK IT.

THOS. SYMINGTON & CO.,  
EDINBURGH and LONDON.

Agents, W. B. Bayley & Co., Toronto



## The Picnic Season

Is with us again in full swing, and with it picnic profits for the wideawake grocer, who has just the right kind of goods to sell, something tasty, handy to carry and open, something that users will come back for.

**OUR STOCK** is complete with attractive and palatable canned delicacies—Chi. ken, Duck, Turkey, Game, Tongue, etc., both potted and devilled, put up by such packers as Aylmer, Strathroy, Clark, and Davies; 4 and 8 oz. tins.

Have you tried Brawn in 1-lb. tins? This is a delightful article.

Chipped and Sliced Beef, ½ and 1-lb. tins; Lunch Tongue, 1-lb. tins—these are splendid lines for this trade.



**W. H. GILLARD & CO.,**

Wholesale Grocers,

**Hamilton**



# PURNELL'S MALT VINEGARS

Brewery, Bristol, England.

—AGENTS:—

Charlottetown, P.E.I.—Horace Haszard, South Side Queen Sq.

Halifax, N.S.—J. Peters & Co., 47 Upper Water St.

St. John, N.B.—Robert Jardine.

Montreal—J. M. Kirk, 18 Hospital St.

Toronto—J. Westren & Co., 630 Ontario St.

Hamilton—Imperial Vinegar Co.

Winnipeg—A. Strang & Co., Portage Avenue.

Vancouver, B.C.—C. E. Jarvis & Co., 328 Holland Block.

## “JUST OUT.”



Don't be obliged to use  
the above chestnut  
regarding

# Paterson's Sauce.

Rose & Laflamme,

Agents,

 **MONTREAL**

## Batty & Co.

ESTABLISHED 1874

LONDON.



OLIVES  
AND  
PURE  
OLIVE  
OILS.



Makers of High-class

INDIAN  
CURRIES  
AND  
CHUTNIES.

**PICKLES**  
OF  
**ALL KINDS.**



**SAUCES**  
OF  
**ALL KINDS.**



This Journal is the only one of its kind in Canada circulating extensively among Grocers and General Merchants in the Provinces of Nova Scotia, New Brunswick, Prince Edward Island, Newfoundland, Ontario, Quebec, Manitoba, British Columbia and the Territories. In using THE GROCER you cover the field.

PUBLISHED EVERY  
FRIDAY

THE

CIRCULATES IN  
EVERY PROVINCE

# CANADIAN GROCER

AND  
GENERAL  
STOREKEEPER

VOL. XV.

MONTREAL AND TORONTO, JULY 19, 1901

NO. 29

## THE TEA TRADE FOR TWELVE MONTHS.

[From a Report of W. J. & H. Thompson, London, Eng.]

IN the statistical record of the twelve months ending 31st of May, which we print at foot, will be found much that is of interest, and even a little that is encouraging amidst the disappointments which so many have suffered.

The figures show the great producing powers of Indian and Ceylon plantations; unlooked for vitality in China's export trade; a larger volume of business than ever before, but—a decline in the average value of our product so considerable as to seriously affect the welfare of nearly everyone connected with the industry.

As a year ago, so now, the statistics relating to home consumption have been disturbed by the heavy clearances before the budget, and do not enable us to gauge what increase there has been, if any. We incline to the opinion, however, that consumption is increasing, notwithstanding the raising of retail prices necessitated by the advance in the duty. That the proportion of British-grown tea used has increased is certain. But important as this would be if supply and demand were evenly balanced, it is of comparative insignificance at the present juncture, for production has outstripped the combined requirements of home and foreign markets, and a limit has been found, for the present, to the quantity that can be taken at prices that will pay the producer. To this untoward fact the decline in value must be directly attributed. The fall would probably have taken place 18 months ago if it had not been for the heavy speculative transactions in anticipation of the budget of 1900; it has been accentuated by the reaction which followed, by the strain upon the trade's resources caused by the high duty, by the heavy and poor crop, and to some extent by the use of unsuitable chests.

To revert to a higher standard of quality, where it is possible, appears to us of primary importance. The stocks held everywhere consisting of inferior tea, the turn for

a finer crop has come; London and provincial buyers ask for it and will handle it with more confidence, whereas they regard with foreboding the possibility of another large and common one. It is quite true that trade has been stimulated in the past by abundant and cheap supplies, but a low quotation alone, without merit in the tea itself, no longer brings new customers, and a larger business without profit benefits no one but the shipowner, the warehouse keeper and the Customs house.

We emphasize the need of listening to what the home trade says, because they are in touch with consumers; while taking, as they do, 80 per cent. of the total output of India and Ceylon they ultimately determine the value of the whole, wherever sold or however distributed.

We pass on to consider the markets outside the United Kingdom open to us, and the best means of gaining entrance to them. The fact that of the tea used at home only 5 per cent. now comes from China shows how little margin there is for increased sale here of British-grown tea, and illustrates the importance of finding customers elsewhere. Useful and even necessary as advertisement, subsidy, and the intelligent work of special agents have been in countries where our tea was practically unknown, we have now to rely upon business expanding through the regular channels of trade, to work upon a commercial basis, and to trust to our ability to sell cheaper and better tea than can be obtained from other sources.

There is not room for a much larger business with Australia, which already draws from Calcutta and Colombo 80 per cent. of its supply (leaving only some 6 or 7 million pounds of China tea to be displaced), and can obtain from those markets all it wants, as London buyers will probably be ordering less this year. Canada takes about 45 per cent. of its import from us, leaving some 13 or 14 millions of Japan and China tea to be displaced. The trade with Asia is becoming useful, as it takes

tea of which there is sometimes an over-supply, thus relieving this market. Germany, South America and South Africa are still small outlets though steadily growing.

There remain the great markets of Russia and the United States, using annually some 180 million lb. Of these, the Russian is the more hopeful, because it requires black tea, appreciates quality, and is taking more from us every year, by direct importation or from London; it, too, is calling for better tea. Our trade with America continues to disappoint some who had not grasped the difficulty of persuading people who prefer tea uncolored or green to drink our strong black sorts. The attempt to manufacture tea to suit their tastes is enterprising, but we fear lest it be made in a way which will give trouble and bring disappointment to a number of individual growers, without substantial benefit to any one. It will take a decade to create a trade worth anything to us by means of specimens, unlike in make or flavor; for large distributors hesitate to introduce a new kind of tea to their customers unless they can rely upon a regular, uniform and free supply. We think that if Americans had this matter in hand on their own account they would rent for a term of years estates capable of producing, at the lowest possible cost, millions of pounds per annum, have it all made uniformly into two or three grades, procure men and materials from China for packing it in the way Americans like, give a constant supply, and undersell their rivals until the trade was made. It would cost money, but it might prove the cheapest and most effectual way of making a market—assuming, of course, that we can make unfermented tea that Americans will drink. Seeing that we have obtained less than 10 per cent. of a trade amounting to 84 million lb. per annum, after 20 years of heavy expenditure by planters and strenuous effort by the agents of London dealers, it is obvious that other means must be tried. It has been said that tea is not likely to become in America the popular beverage that it is here and in the colonies; but it may be that the small and declining consumption in the United States—now only 11.8 lb. per head per annum—is due to the astringent and unsatisfying



**RISING SUN**  
STOVE POLISH  
CAKES  
WELL KNOWN AND RELIABLE

**SUN PASTE**  
STOVE POLISH  
IN TINS  
GUARANTEED TO THE TRADE

DURABLE AND ECONOMICAL  
3000 TONS SOLD YEARLY

DUSTLESS, LABOR SAVING,  
BEST IN THE WORLD.

Our packages are larger and more attractive in style than any others.

The quality of our goods is superior to anything else on the market.

**MORSE BROS., Proprietors, Canton, Mass.**

For sale by all Wholesale Grocers; also the McClary Mfg. Co., London, Montreal, Winnipeg, Vancouver and Toronto.

nature of the Japan and China teas principally used, as compared with the softer and richer tea of India and Ceylon which other races of Anglo-Saxon origin find such a cheap and wholesome article of diet that their annual consumption has reached the rate of nearly 6 lb. per head. It should be noted how largely the use of tea here has increased since the introduction of our own in place of Chinese growths.

As regards the home trade—which is the most important factor, inasmuch as our 12 millions of people, taking their 250 million lb. per annum, use nearly as much as the rest of the world put together—its position is financially sound. The tendency continues for business to come into the hands of the large specialists, whether dealers, blenders, or distributors, who, by absorption or purchase, seem to be getting the trade under their control at the expense of the small vendors. If this entails risk of possible combination of buyers against sellers, it finds some compensation in the larger financial resources they command and their greater power of holding stocks. It is of importance to growers that those who buy and pay for their produce should be financially strong and doing a profitable business; and we believe the trade have had a good year, though just now they are overstocked. Retailers having raised their prices to the extent of the rise in duty a year ago, and having bought the crops for about 1d. per lb. less than before, it might be thought that they had made 1d. per lb. more profit on all they have sold to the public; but they have not done that, for although their quotations may be 2d. higher the average of their sales is not. A great number of consumers pay no more now than when the duty was 4d., and it is owing to this that the increased tax has injured the growers; consumers in the aggregate are only paying a portion of it and producers are paying the rest: the middlemen are untouched, while those of them who took the 40 million lb. out of bond before the budget last year and have filled their stores with free sugar this, have made additional profits.

Our export trade is also healthy and growing; it is larger, indeed, than it has been for many years, notwithstanding that we have lost so much of the China trade that used to pass through London, but is now done direct. Nine years ago the total was about 37 million lb., of which only 7 million lb. were Indian or Ceylon; in the interval the volume of business has been gradually contracting, but during the past season it has risen to 43 million lb., 28 1-2 millions of this being British-grown tea.

We have said there is encouragement for producers even in the statistics of such a

bad season as the last has been: we find it in the fact that the world is now largely dependent upon India and Ceylon, and in the evidence that the use of our tea is increasing. It is, therefore, not an exaggeration to say that planters hold the key to the position, and by combined action, resolutely followed on the lines indicated, have it in their power to recover a considerable degree of prosperity.

#### THE STATISTICAL RECORD.

Showing the development of the Indian trade during the past three seasons.

|                          | 1898-99.  | 1899-1900. | 1900-1.    |
|--------------------------|-----------|------------|------------|
| Shipped from Calcutta to | lb.       | lb.        | lb.        |
| The United Kingdom       | 1,354,000 | 1,493,000  | 1,605,000  |
| Australia                | 6,407,000 | 8,300,000  | 10,100,000 |
| America                  | 3,270,000 | 5,900,000  | 4,500,000  |
| Asia                     | 6,970,000 | 8,010,000  | 7,303,000  |
| Other places             | 1,170,000 | 1,000,000  | 1,800,000  |

|                                  |           |           |           |
|----------------------------------|-----------|-----------|-----------|
| Shipped from other Indian ports. | 4,000,000 | 4,500,000 | 5,300,000 |
|----------------------------------|-----------|-----------|-----------|

|                  |            |             |             |
|------------------|------------|-------------|-------------|
| Total from India | 15,210,000 | 175,000,000 | 189,500,000 |
|------------------|------------|-------------|-------------|

Showing the value of the last three Indian crops, calculated upon the basis of the ascertained average value of London sales.

|           | Average price per lb. | Gross proceeds.     |
|-----------|-----------------------|---------------------|
| 1898-1899 | 157,210,000           | 8 1/4 d. £5,732,000 |
| 1899-1900 | 175,000,000           | 8 1/4 d. 6,018,000  |
| 1900-1901 | 189,500,000           | 7 3/4 d. 5,725,000  |

Showing the development of the Ceylon trade during the past three seasons.

|                        | 1898-99.   | 1899-1900.  | 1900-1.     |
|------------------------|------------|-------------|-------------|
| Shipped from Ceylon to | lb.        | lb.         | lb.         |
| The United Kingdom     | 97,000,000 | 111,000,000 | 113,000,000 |
| Australia              | 15,000,000 | 16,000,000  | 18,000,000  |
| America                | 2,500,000  | 4,000,000   | 3,500,000   |
| Russia                 | 2,750,000  | 4,750,000   | 9,500,000   |
| Other places           | 1,750,000  | 2,225,000   | 5,000,000   |

Showing the value of the last three Ceylon crops, calculated upon the basis of the ascertained value of London sales:

|           | Average price per lb. | Gross proceeds.     |
|-----------|-----------------------|---------------------|
| 1898-1899 | 119,000,000           | 8 1/4 d. £4,030,000 |
| 1899-1900 | 135,000,000           | 7 3/4 d. 4,385,000  |
| 1900-1901 | 149,000,000           | 6 3/4 d. 4,272,000  |

Showing the development of the China trade during the past three seasons:

|                           | 1898-99.   | 1899-1900. | 1900-1901. |
|---------------------------|------------|------------|------------|
| Shipped from all ports to | lb.        | lb.        | lb.        |
| The United Kingdom        | 28,800,000 | 29,400,000 | 21,500,000 |
| America                   | 42,600,000 | 44,300,000 | 51,000,000 |
| Russia                    | 24,800,000 | 28,600,000 | 33,000,000 |
| Rest of Europe            | 5,900,000  | 5,000,000  | 10,500,000 |
| Other places              | 7,300,000  | 7,300,000  | 8,000,000  |

Not including tea sent overland to Russia.

Showing the progress of our re-export trade:

|                                   | 1898-99.   | 1899-1900. | 1900-1901. |
|-----------------------------------|------------|------------|------------|
| Reshipped from the United Kingdom | lb.        | lb.        | lb.        |
| Indian tea                        | 7,570,000  | 8,500,000  | 13,000,000 |
| Ceylon tea                        | 11,160,000 | 12,750,000 | 15,500,000 |
| China and Java tea                | 14,400,000 | 12,500,000 | 14,500,000 |

The 5,000,000 lb. of brick tea which were brought into the Board of Trade returns in 1899-1900 are not included.

Showing the progress of Japan's export trade for three years:

|                           | 1898.      | 1899.      | 1900.      |
|---------------------------|------------|------------|------------|
| Shipped from all ports to | lb.        | lb.        | lb.        |
| The United States         | 31,500,000 | 36,750,000 | 31,670,000 |
| Canada                    | 7,500,000  | 6,480,000  | 7,902,000  |
| Other countries           | 1,500,000  | 3,000,000  | 3,243,000  |

Showing the growth of Java's trade during the three seasons:

|                 | 1897-1898. | 1898-1899. | 1899-1900. |
|-----------------|------------|------------|------------|
| Shipments to    | lb.        | lb.        | lb.        |
| Holland         | 6,940,000  | 6,700,000  | 8,050,000  |
| United Kingdom  | 3,860,000  | 5,050,000  | 5,800,000  |
| Other countries | 440,000    | 520,000    | 770,000    |

The complete figures for the current season are not yet available.

Summary of the total supply distributed by sea throughout the world from the several sources of production.

|                      | 1898.       | 1899.       | 1900.       |
|----------------------|-------------|-------------|-------------|
| Countries of export: | lb.         | lb.         | lb.         |
| India (season)       | 157,200,000 | 175,000,000 | 189,000,000 |
| Ceylon (season)      | 119,000,000 | 138,000,000 | 149,000,000 |
| China (season)       | 107,000,000 | 116,000,000 | 124,000,000 |
| Japan (year)         | 40,500,000  | 46,000,000  | 43,000,000  |
| Java (about)         | 12,000,000  | 13,000,000  | 13,000,000  |

Total

Not including China's overland trade or output of brick tea.

#### THE COFFEE ESSAY CONTEST.

##### THE CONDITIONS.

1. No essay shall exceed 2,500 nor be less than 1,500 words.  
2. Each essay must be signed by a nom de plume. Both the proper name and nom de plume of the writer must be written on a sheet of paper and placed in a sealed envelope across which must be written the nom de plume. This envelope, which will not be opened until the judges have made their award, can be placed within the envelope containing the essay or in another envelope and addressed to THE CANADIAN GROCER, 10 Front street east, Toronto.

3. The judges will be disinterested merchants.  
4. Competition shall close on July 20, by which date all manuscripts must be in this office.

5. There must be two or more essays sent in by different competitors or no prize will be given; three or more essays or no second prize; four or more or no third prize.

6. The envelope in which each essay is mailed should have written across the corner the words, "Essay Competition."

7. All prize essays shall be the property of THE CANADIAN GROCER.

The subject, it will be remembered, is "The Buying, Handling and Selling of Coffees." The 1st prize will be \$15; 2nd, \$10 and 3rd \$5. Besides this, to each of the five essayists whose productions rank next to those winning the cash prizes will be awarded a copy of THE CANADIAN GROCER for one year.

The enterers of Winnipeg have fixed on August 8 as the date for their excursion. The choice of places lies between Morden, Portage la Prairie, or Carman.



# JUST TO HAND

ANOTHER LOT OF NEW LOBSTERS  
NEW COD STEAK  
NEW KIPPERED HERRING

**LUCAS, STEELE & BRISTOL,** WHOLESALE GROCERS, **Hamilton, Ont.**

Office Phone, 288; Sample Room, 747.

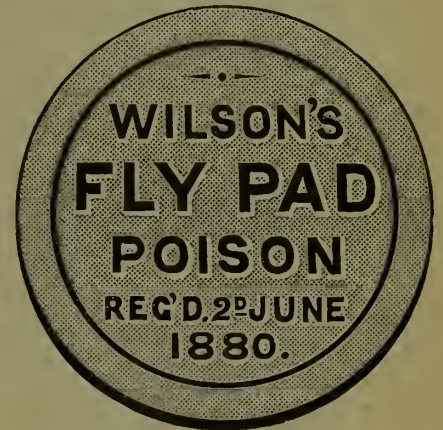
*I manufacture for the wholesale trade.*

*My goods can be recommended as superior to all others.*

*The sale is well established and grows yearly.*

*My goods ALWAYS give satisfaction.*

*I employ no travellers, but allow the jobber such a large profit that it pays HIS customers to push the sale of my goods.*



**Archdale Wilson, . . . Hamilton**

## A Right Royal Reception

Such as is being prepared for the Duke of York, will cost a great amount of money. But, as it is a duty, a privilege and a pleasure, cost should only be of secondary consideration.

**Have you participated in the reception that Means money for you?**

The way in which our **Bobs Tea** has been received is simply surprising, indeed, beyond our most sanguine expectations. Its success has been remarkable.

**BOBS** THE GREAT 25c. TEA  
IN LB. PACKAGES

The most attractive, most profitable, most satisfactory on the market. Have you tried it? We shall be pleased to hear from you.

**JAMES TURNER & CO., Hamilton.**

## COFFEE

Increase your sales and also  
your profits by handling

## COFFEE

## Crown Blend Coffee

## COFFEE

Tins 10, 25  
and 50 lb.

Crown X retails at 25c.  
" XX " " 35c.  
" XXX " " 45c.

SOLE AGENTS

THOS. KINNEAR &amp; CO.,

Wholesale Grocers,  
49 Front St. E., TORONTO.

## TRADE IN COUNTRIES OTHER THAN OUR OWN.

## CURRANTS IN LONDON.

THE demand for currants continues steady and of a character to indicate that grocers are by no means overstocked. Although business with the outports and foreign countries has lately been unimportant, there is good reason to suppose that the London stock will be drawn upon to some extent to supply requirements in these directions right up to the end of the season. Considerable sales of new crop to the Continent are reported from Greece, but so far English buyers have shown no disposition to operate in new currants.—Produce Markets' Review.

## DRIED APRICOT PROSPECTS.

"The situation on cured apricots is made and held entirely by the position of the growers who still own the fruit," says The Fruit World. "On spot orders dealers have gone in and purchased a few cars for immediate shipment, but do not show any inclination to take hold of this line for future purposes. Apricots purchased this week had to be secured at growers' prices. In the Vaca Valley growers are asking \$1-1 to \$1-2 cents per pound for the fruit in the sweat box, which means \$3-4 to \$4-4 cents f.o.b. the cars. San Joaquin Valley growers are also asking as high as 8 cents per

pound in the sweat box for choice grade, which means \$1-2 cents f.o.b. the cars. We note a few sales of San Joaquin Valley apricots at 7-1-2 cents in the sweat box, but asking prices are about a half-cent higher.

"The crucial period in apricot price-making has arrived. The situation is not as clear as it usually is and may not be so easily defined. The dealers are taking a few on orders, but with hot weather in the East and a holiday week all over the country they are as inactive as they would be if they thought there were a thousand or two thousand cars of cots out here this year, which, of course, there is not. The dealer is in an absolutely hold-on position and loses nothing by holding over. The canners have not used many apricots this year. That is certain. What the exact output of the apricot crop will be cannot be determined for another ten days, possibly two weeks. The trade claim that all the apricots shipped East last year have not gone into consumption and until the situation becomes a little more defined there will not be any market to speak of except that represented by growers asking prices."

## THE BRAZILIAN COFFEE CROP.

The Brazilian Review of June 18 says of coffee: "Entries of new coffee continue to

increase, and at Rio now represent about 30 per cent. of the total, the quality, however, being decidedly poorer than usual, even at this period of the crop. The weather continues all that can be desired and the trees look strong and promise well for the 1902-1903 crop. Large entries are expected in or after the second week in July."

## CANNED SALMON IN ENGLAND.

The bulk of the salmon that was sold to arrive has now been practically delivered, and it is expected that the market will settle down on a firmer basis. Stocks are less than for some years past, and, with three of the best consuming months before us, it is expected that some grades of fish will be almost entirely cleared before the pack of 1901 should reach this market.—Produce Markets' Review.

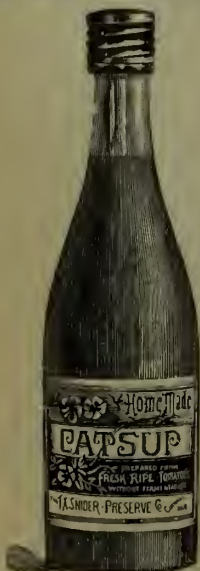
## CURRANTS IN NEW YORK.

There arrived Saturday to the trade here from Mediterranean ports 550 barrels of currants ex-Marco Minghette and about 800 barrels ex Pocabontas, or in all a matter of 1,350 barrels. The first of these arrivals was somewhat unexpected at this time, but both lots are said to go into strong hands and thus far are without material influence on the position of the market. The spot stocks, it is stated, have been considerably reduced by the moderate trade requirements

## One Case Snider's Catsup Free.

With each 5 cases of Snider's Tomato Catsup, pints, that you purchase, we will give you one case Snider's Tomato Catsup, pints, free. The above goods to be delivered September 1, 1901.

A. F. MacLaren Imperial Cheese Co., Limited  
Agents.





# CANNED MEATS.

POTTED AND DEVILLED.

ALL KINDS.

## THE DAVIDSON & HAY, LIMITED

36 YONGE STREET - - TORONTO.

from time to time, during the last two months, and the fact that there is several inquiries here from interior markets for round lots at a shade under the views of holders is taken to indicate first, that stocks in the country are very light and second, that prospective purchasers have a consuming outlet which is constantly calling upon them. Some purchases have been made within the last few days of 10, 15 and 30-barrel lots, the buyers being actually in need of the goods. Sales were made at from 9 1-4 up to 9 3-4c, for Amalia grades. At the moment little is known of the quality of the fruit just landed, but some of it is known to grade fine, and it is stated a considerable portion cost the equivalent of 9 1-4c. laid down. A leading dealer, commenting on the situation, said: "The arrivals reported, if they go into strong hands, as seems likely, cannot affect the spot situation for some time at least, if at all. The offerings from the other side on new crop have not interfered with the position seriously, as buyers are taking no stock in those speculative prices, since the output of the new crop is uncertain yet." —N. Y. Journal of Commerce, July 15.

### THE RAW SUGAR MARKET.

Willett & Gray say of raw sugar: "The Java crop of sugar, estimated at 750,000 tons, is bound to have a very important influence on the markets here and abroad; here, because the bulk of the crop must eventually come here; abroad, because efforts to sell it will fail and only produce lower valuation. This is already shown in a decline of 4 1-2d. in London for Java this week under an effort to sell there in absence of buyers here; 73,000 tons were exported to America from Java in June by

our cable message, and July exports will be very large also. The marketing of this large quantity of cane sugars must necessarily produce an adverse influence on the best and other sugars of the world, and it is now becoming evident that the trend of prices has turned downward again instead of upwards. To what extent the downward tendency may continue is not visible at present, and the general disposition among refiners, as well as importers, is to make as light or as little decline as is possible. A steady market is rather desired by all interests."

### NEW CROP OF SICILY ALMONDS.

A private cable from the other side to-day quoted a price of 65s. 6d. on new crop of Sicily shelled almond f.o.b. in bags for October shipment. Last year there were prices quoted up to 120s., with a normal price in seasons of average crop of 50s. in bags. The prices quoted to-day are considered low compared with those ruling last year, but in the absence of definite crop news they have aroused little interest in the trade here.—N. Y. Journal of Commerce, July 13.

### NEW YORK PEA PACK.

Private mail advices from the pea-packing sections in New York State report a somewhat dubious outlook. The letter says: "Unfavorable weather conditions have interfered with the growth of the vines, and the pack of the finer grades will be light. At present it looks like a fair output of seconds and lower grades, provided the pea louse does not interfere. In some sections the pest is reported in evidence and doing considerable damage."

### INDIAN AND CEYLON TEA SITUATION.

In their notes on Indian and Ceylon teas for June, McMeekin & Co. say:

Indians—The offerings at London public auctions were 43,000 packages, against 16,000 packages in the same month of 1900. About 1,500 packages were of new season's growth, and, being generally of fairly useful quality, the teas were readily taken by the trade at satisfactory prices. For old season's teas there was a dull tone during the month, with a lower tendency for the common grades, but at the close there was generally fairly good competition and an improvement in the biddings.

The actual statistical position does not look better than it did at the end of May, but there are various indications justifying the hope that better trading conditions may prevail before long. The shipments from Calcutta to London up to the end of June of the new season's teas are 4,500,000 lb., behind the total at the same date in 1900, while reports still point to a late season and a reduction in the crop. Should producers show at an early date, by the figures of shipments actually made, a reduction of some 10,000,000 lb., the position in London would probably immediately improve, as the excessive stock now held would soon be absorbed and a more healthy basis for trading be established.

Ceylon—The offerings at London public auctions were 115,000 packages, against 94,000 packages in the same month of 1900. The quality was of a fair ordinary character, but not such as to induce any strong competition in a flat market. Medium grades were irregular and neglected, especially broken Pekoes, with a tendency to lower prices, and only really good teas maintained previous values.

On comparison, the statistical position of Ceylons looks fairly healthy, especially having in view the reduction in imports, as compared with last year, which may be looked for. The imports for the three months of April, May and June have successively shown a decline on last year's figures, but the shipments made during June from Colombo are a good deal in excess of the estimates.

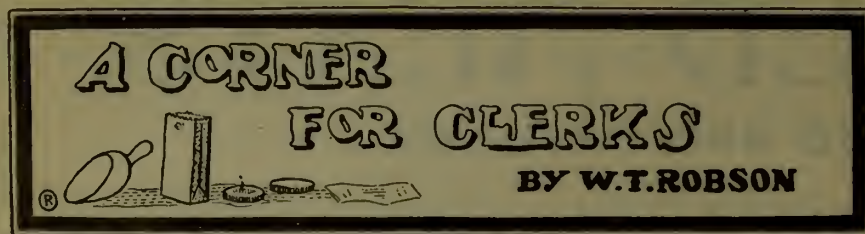


**UPTON'S**  
Jams, Jellies and Marmalade  
have a ready sale all the year round.

You will not have to explain their virtues to your customer, because the purity and unvaried quality of UPTON'S are known by everyone.

A. F. MacLAREN IMPERIAL CHEESE CO., Limited





### WONDERS OF A BIG HOTEL.

I was with considerable regret I parted with my old friend, Jno. W. Lee (now managing J. T. Connor's Roxbury grocery), to whom I owe so much of the pleasure of my Boston visit, and took steamer for New York. On my arrival there I had occasion to visit the far-famed Waldorf-Astoria. This establishment was to me such a revelation, that I feel a short description will be interesting to you. This mammoth hotel is said to have cost \$6,000,000 to build and \$1,500,000 to furnish. The stock rooms in the basement interested me. They were like those of some large wholesale grocery, and they had a thorough system of weighing and checking goods on entry, and nothing can go out until it is properly charged to the various departments. They have imported for themselves a wonderful variety of European canned goods, many of which I had never seen before. The kitchens were arranged in departments. Seventy-five cooks are engaged continually, and they use on an average 12 tons of meats per week, as well as 2,000 dozens of eggs, 7,000 lb. of butter, and 20,000 quarts of milk. I saw their man whose business it was to make the coffee, which kept him busy as he used up about 300 lb. each day. This one hotel is a veritable town of itself with its 1,400 employees and about an equal number of guests. Why, it simply staggers me to describe it in a brief way. A thing that amused me was to see in the kitchen 25 men washing dishes. After the soapy water they are placed in heaters and then they come out clean, dry, and hot. Their engine rooms are grand. They have three ice-making machines. A short description of this room alone would fill this page. The electrical switchboard with its indicators was about 40 feet long and 10 feet high. All the machinery was well kept, clean and bright. They have big carpenter and machine shops, employing a large number of men, fitted up with the latest and most improved machinery. Here they make their own improvements and alterations. The staff is kept constantly busy, as in such a mammoth concern the breakage and general repairs are enormous. After inspecting the basement and its various departments, for, as I said, the work is all done in departments, there is the soup department, frying department, roasting department, ice cream department, confectionary department, pastry department. In this last-named place they turn out beautiful flowers, figures, and real works of art, made of sugar. I was shown some made for a banquet that were simply astonishing, and reflected credit on the staff of designers. We took one of the elevators, walked through the large offices, visited the billiard room, with its frescoed ceiling, by Fowler, the Marie Antoinette room, the Turkish and Oriental room, the State banquet hall, lecture hall, seating 700 people, the large hall and theatre, where the charity ball is held, and then up to the 15th floor to the "Talk Studio," with its grand works of art, marble staircase and marble pillars,

surmounted by recumbent figures—indeed, a most beautiful studio. With some people, a suggestion to stay at the Waldorf-Astoria is regarded as extravagant, but this is not the case, for their rates are reasonable, according to accommodation required. Mr. Boldt and his assistants have thorough command of every detail, and it certainly reflects great credit on the management in the smooth manner in which this large hotel is run. No friction of any kind—everything goes with the utmost precision and nowhere can guests be better cared for or kindlier treated.

Austin Nichol & Co. have a very large wholesale grocery establishment on Hudson street. They employ 350 hands and carry an immense stock. I was

### IMPRESSED WITH THEIR OFFICES

and large number of bookkeepers employed. They make a specialty of spices and sell a fine class of imported goods. Near there is the Schepp coconut warehouse, in which I had a short chat on the coconut trade.

### HINTS ON CARE OF COCONUT.

I was cautioned not to place coconut near any goods of strong odor, such as soap or coal oil, and that it was also easily affected by moisture, and that it must be kept fresh if you desire to give satisfaction to your customers.

### FEMALE GROCERY CLERKS.

In the large department stores I was surprised to see the number of young women employed in the grocery sections. In Macy's, a young woman was demonstrating MacLaren's cheese. I tried it for it is something one never tires of eating, and I was pleased to hear that it was meeting with a large sale due to the merits of the goods, backed by good advertising.

### PEEP INTO A LICORICE FACTORY.

I was over in Brooklyn and saw the factory of Messrs. Young & Smylie, the celebrated licorice makers. The main building is 240 feet long, four storeys and basement, and I saw the well-known product of this firm being turned out in large quantities. There is no great amount of machinery required in the manufacture of licorice products, but what impressed me was the cleanness of the place, the number and different shapes and forms licorice is placed on the market, in plugs, pellets, tubes, pipes, wafers, sticks and a dozen other different forms. Major Smylie, one of the members of the firm, assured me of the wholesomeness of their product. Every care is taken to give the public an article of medicinal value combined as a choice confection. This is one of the oldest firms in the business, thoroughly reliable, and the members of the firm are gentlemen with whom it is a pleasure to meet.

Park & Tilford are the largest retail grocers in the city, having five large stores, employing about

### 800 CLERKS.

They also have a store in Paris. Having been in business for about 55 years, they

have the grocery business down to a science. I went into their 72nd Street store, one of their branches employing 160 hands, and had the pleasure of renewing acquaintance with the manager, Mr. Easton Beechman, whose home is near Toronto. I was shown through this fine store, in equipment one of the best grocery stores I have ever been in, with a large stock of high-class groceries exceedingly well arranged. They carry some high-priced goods, such as a special brand of butter at 75c. per pound, wine at \$110.00 per case, or \$10 per bottle. And I thought what a pleasure to sell to a trade that would buy that class of goods.

No visit to New York would be complete without seeing the Stock Exchange on Wall street, the Bowery, Central Park and other points of interest to which I managed to get around in my brief stay. There is an educational value in an outing among the trade of another city. One learns so much by seeing other methods, new goods, and new faces. It helps to get one out of the rut and you come home with the feeling that it is time and money well spent.

### BROTHER CANADIANS.

One of my chief pleasures has been in meeting with so many brother Canadians in the cities of the United States, all worthily representing their country. Every man of them I met inquired eagerly for friends and about their homes, etc., showing that their affection and loyalty for the Motherland was deep-seated and real. One big jolly fellow from Ontario, said: "It's over twelve years since I left my old home, and I love it more, and think oftener of it to-day, than ever before." There is no question about it, Canadians as a rule are well-liked and succeed in the cities of the United States. They receive larger pay, many of them, than they would draw in Ontario, but to a great extent this is offset by the increased cost of living. Therefore, in the ordinary way I cannot say it is advisable for a young man to go across the line. There are exceptional cases, which are held up as an example of what a young man can accomplish by going over there, but this is only the exception and not the rule—just as there are some exceptional cases of progress by young men here at home—only some, however, hear of them from a distance—more often than we do at home, and this tends to unsettle our boys. More young men from the United States have come into Ontario last year than in any previous year, and to a greater extent than ever am I convinced that our country, to the average young man, affords as good prospects as any land under the sun. There may be some young men in a particular line of labor in which the United States may, on account of increased population, afford at the present time a greater opportunity for advancement. From the standpoint of a grocery clerk, looking for present employment and the hope of starting in a business for himself, there is no better field than this country.

In next week's paper I hope to answer some of the many letters written me during the last two weeks.

Arch. McMillan has opened a wholesale fruit store in Sault Ste. Marie, Ont.

The grocery and dry goods business of James & James, Perth, Ont., has been purchased by J. H. Mendels.

F. Axworthy, Walkerton, Ont., has bought the stock and business of Geo. E. Pay, grocer, of that place, and opened up for trade on July 2.



**WE ARE HEADQUARTERS FOR**

# Pic-nic Goods and Campers' Supplies.

We carry a complete line of high-class, seasonable goods and are quoting close prices.

**THE EBY, BLAIN CO., LIMITED**

**Wholesale Importing and Manufacturing Grocers.**

**TORONTO.**

## OTTAWA GROCERS' MEET.

A LARGE and representative meeting of the Ottawa Retail Grocers' Association was held on Monday evening last week to discuss observing Wednesday afternoons as half-holidays during July and August. The meeting proved to be unanimous in favor of the proposition, and it was decided to secure as many signatures as possible to an agreement to observe the half holiday. Since then over half the total of members signed the petition, but several of these stated last night that they would not suspend business on the mid-week day unless all their competitors would do likewise. With one exception the grocers along Wellington street were opposed to the move, but those in business on Bank, Sparks and other streets, were more evenly divided. Another meeting will be held and an effort made to secure the cooperation of the dissenting members. The association held another meeting on Monday this week. It was decided to hold the annual excursion this year at Stanley Island, Ont., on August 14. They will proceed to Cornwall by the Ottawa and Cornwall line and take boat at the factory town for Stanley Island, passing through the rapids. Committees were appointed to make all arrangements.

## CAN STILL FILL ORDERS.

Rose & Laflamme, Montreal, have just been advised that the factory of the Baldwin Condensed Milk Co., Baldwin Mills, Que., has been burned out. The storehouse, however, was not damaged, so that they have plenty of goods on hand, and the fire will not in any way interfere with filling of orders. They expect that the factory will be in operation again by September 15.

## SUGAR BEETS ALL RIGHT.

Prof. Shuttleworth, of the Agricultural College, Guelph, says that the beet root

sugar crop in the Province of Ontario this season will be good. He has just completed a visit to many of the districts which grow beets, and finds that the rain of the early spring, which it was feared would destroy the crop, has not injured them at all.

## PERSONAL MENTION.

Mr. W. F. Haggarth, general merchant, Canfield, Ont., was in Toronto this week.

Mr. J. F. Eby, of The Eby, Blain Co., Limited, Toronto, and his son, Douglas, have been in Cincinnati during the past week on business.

## GROCERY STORE COLLAPSES.

R. Bogue, general merchant, Moose Jaw, N. W. T., had been excavating for some time in order to add an annex and to build a foundation under part of his store and was practically finished with that work when heavy rains undermined the existing foundation and caused the rear portion of the buildings to collapse. Mr. Bogue's grocery stock was almost entirely destroyed, the stone wall having fallen upon the shelves, and much damage was done to the boots and shoes and other goods. Altogether, it is estimated that \$3,000 will scarcely cover the loss.

There were six persons in the store when the building fell, and their escape was almost miraculous. One of the clerks escaped midst falling canned goods, groceries, bricks and timbers. This is the second accident that has overtaken Mr. Bogue this year, his acetylene gas plant having exploded some months ago.

## WILL DISCUSS THE CEYLON GREENS.

Mr. P. C. Larkin, of The "Salada" Tea Co., accompanied by his family, will sail on the Oceanic on July 24 on a visit to England. No doubt while over there he will

thoroughly discuss the Ceylon green tea situation with the many persons interested there.

## HINTS TO BUYERS.

Contributors are requested to send news only not puffs of goods they handle, or the arrival of standard goods that everyone has in stock, or that they are offering goods at close figures, or that they have had an unusually large sale this season.

L. Chaput, Fils & Cie are offering canned goods at very low prices.

W. H. Gillard & Co. have some very fine quintal and brick cod for the haying season.

"Meerschaum" tobacco, cut smoking, packages 10 to 1 lb., in stock with W. H. Gillard & Co.

The Eby, Blain Co. report large sales of the new breakfast cereal which they have just put on the market, called "Wheat-Os," a 2-lb. package of which retails at 10c.

A rapid sale is being made of New York ginger ale, of which W. H. Gillard & Co. are agents.

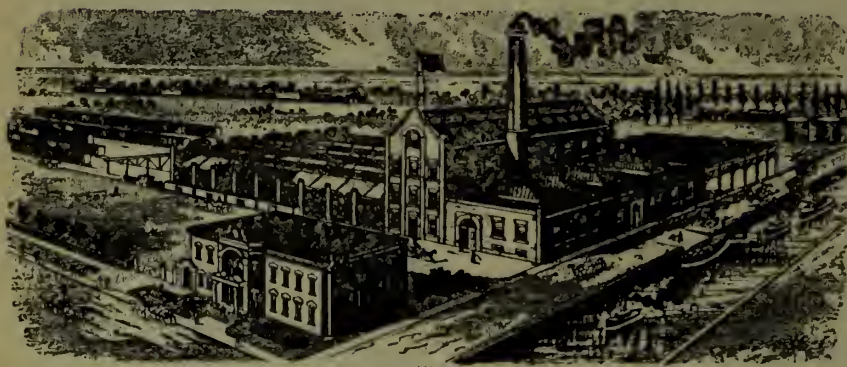
The "Salada" people say that last week's business was the largest they ever had, and greater than their entire output in 1894, the second year "Salada" was on the market.

## VISIT FROM A FRUIT MAN.

Mr. C. J. Missir, of Missir & Co., Smyrna and New York, was in Toronto last week. He was introduced to the trade by Mr. Geo. Lightbound, and carried away pleasant recollections of the courtesies extended to him by the trade. Mr. Missir, who resides in New York, has just returned from a visit to his native land. When in Smyrna, Mr. Missir impressed upon his partners American ideas as to the conduct of his business, and, from a few minutes' conversation with that gentleman, one gathered that he was what might be termed "up to date" in matters appertaining to figs and raisins. Mr. Missir was also gratified with the liberal share of orders he carried away with him.

**ARE YOU READY**

# SUNLIGHT SOAP



THE HOME OF SUNLIGHT SOAP TORONTO

# MADE IN CANADA.

**FOR THE DEMAND?**

*Lever Brothers, Limited, have pleasure in announcing that their Canadian Works for the manufacture of SUNLIGHT Soap are already in full operation.*

*SUNLIGHT Soap may now be had in "OCTAGON" shape as well as in "DOUBLET".*

*The specialties of Lever Brothers, Limited, now selling are :*

*SUNLIGHT SOAP  
Doublet.*

*SUNLIGHT SOAP  
Octagon.*

*LIFEBUOY Royal  
Disinfectant SOAP.*

*MONKEY BRAND  
(Brooke's Soap).*

*LEVER'S DRY SOAP.*

*Y. <sup>Wise</sup><sub>Head</sub> Z. SOAP  
POWDER  
(Royal Disinfectant).*

*The later specialties will take the same premier position in their class as that now held by "SUNLIGHT" amongst Laundry Soaps.*

*Price list on application to*

*LEVER BROTHERS, LIMITED,  
TORONTO.*





President,  
JOHN BAYNE MacLEAN,  
Montreal.

## THE MacLEAN PUBLISHING CO. Limited.

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, North-West Territories, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

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WHEN WRITING ADVERTISERS  
PLEASE MENTION THAT YOU SAW  
THEIR ADVERTISEMENT IN THIS PAPER

### TRAVELLERS' HOLIDAYS.

THE more one contemplates upon it the more one is persuaded of the wisdom of the action of the wholesale grocers, spice manufacturers, etc., in agreeing upon a uniform period for travellers' holidays. The period, it will be remembered, is from August 5 to 17, inclusive.

The relaxation will be a pleasant one to the travellers, and will give them an opportunity of going off in twos or threes or more holidaying in a way that travellers know how to spend a holiday when an opportunity affords. Plans for fraternizing have already been made, those hailing from Hamilton and Toronto having been invited by their confreres in London to be their guests for Saturday, August 17.

The agreement to close was signed by over 60 firms, comprising wholesale grocers and wholesale dealers and manufacturers of spices and woodenware in Toronto, Hamilton, London, Windsor, Sarnia, Collingwood and Brantford.

If there are any firms in any line allied to the grocery trade that have not yet fallen into line, it is to be hoped they will do so.

It is a matter that does not need a great deal of preparation. Give at the same time the city travellers their holidays, and thus allow all to have a good time together.

This holiday movement should not be confined to Ontario either. Let the wholesalers in all commercial centres in Canada fall into line. It is a season when trade is usually quiet, and letter orders can be depended upon to keep the wheels from getting rusty.

The names of the firms that have signified their intention to withdraw their travellers from the road during the period in question have already appeared in the columns of this paper, but we herewith reproduce them:

Toronto.—The Davidson & Hay, Limited; The Eby, Blain Co., Limited; Perkins, Ince & Co.; John Sloan & Co.; F. W. Humphrey; Thos. Kinnear & Co.; H. P. Eckardt & Co.; Warren Bros. & Co.; James Lumbers, wholesale grocers. Pure Gold Manufacturing Co., Limited; Todhunter, Mitchell & Co.; Toronto Coffee and Spice Co., Limited; Dalton Bros., spice manufacturers. Taylor, Scott & Co.; Boeckh Brothers & Co., wholesale woodenware.

Windsor.—J. F. Smyth & Co., wholesale grocers. Sarnia.—T. Kenny & Co., wholesale grocers. Collingwood.—The T. Long & Bros. Co., Limited, wholesale grocers.

Hamilton.—James Turner & Co.; Lucas, Steele & Bristol; Balfour & Co.; W. H. Gillard & Co.; Lumsden Bros.; Macpherson, Glassco & Co.; John Stuart & Co., wholesale grocers. Duncan Bros.; T. B. Greening & Co., wholesale teas. Walter Woods & Co., wholesale woodenware. Hamilton Coffee and Spice Co., Limited; W. G. Dunn & Co.; The F. F. Dalley Co., Limited; Harvey, Norman & Co., spice manufacturers. The Imperial Vinegar Co., Limited; Lumsden & Main, vinegar manufacturers.

London.—A. M. Smith & Co.; T. B. Escott & Co.; John Garvey; M. Masuret & Co.; Elliott, Marr & Co.; Edward Adams & Co., wholesale grocers. Gorman, Eckert & Co.; London Coffee and Spice Co., spice manufacturers.

Brantford.—George Watt & Sons; George Foster & Sons, wholesale grocers. Snowdrift Baking Powder Co., spice manufacturers.

### FROM THE PAN TO THE INDUSTRIAL.

THE proximity of the Pan-American should be a help rather than a hinderance to the Industrial Exhibition at Toronto, provided intelligent methods are employed by the managers to make it so. Toronto and Buffalo are only about three hours' journey apart, and, if the attractions of the former are properly brought to the attention of those who visit the Pan-American at the latter city, many of them can, doubtless, be induced to extend their journey to the "Queen City."

In fact, numbers of people who have been at the Pan-American are even now daily taking the journey across the lake to Toronto and other points in the Dominion.

We are pleased to note that the management of the Industrial is making some effort in the direction indicated, for every visitor will spend money that will directly or indirectly accrue to the benefit of the business men of this country.

Ideas are more likely to be caught than fish, provided one casts about diligently for them.

### AN INTERESTING CASE.

THE question as to how far a firm or corporation can go in refusing to sell its wares to people who are able to pay for them has always been an interesting one.

A year or two ago one of the courts of the United States, we forget at the moment which one, ruled that the proprietary medicine combination could not be compelled to supply with its products firms who refused to comply with their conditions as to sale. And now the South Carolina Supreme Court has rendered a decision in regard to a telephone case which seems to be based on a premise somewhat to the contrary.

A Spartanburg merchant had in his store the 'phones of both The Bell Telephone Co. and The Citizens' Telephone Co. A fight being on between the two companies, the latter ordered the merchant to discontinue the use of the Bell telephone, and on his refusing to do so, removed its own instrument.

The merchant thereupon applied for a mandamus to compel the Citizens' company to restore its telephone, but the court before whom the application was made refused to grant the request. Nothing daunted, the merchant took the case before the Supreme Court of the State. And that court has just decided that a telephone company cannot deny the use of its instruments to an applicant because he persists in using the lines of a rival company.

A business man can get along without advertising just about as well as a vessel without steam or sail.

## SIR RICHARD CARTWRIGHT AND THE HIGH COMMISSIONERSHIP.

A CHICAGO paper says a movement is on foot to remove Lord Strathcona from the High Commissionership in London and appoint Sir Richard Cartwright in his room and stead.

We hope it is only an idle rumor. As long as Lord Strathcona can be persuaded to retain the office it is to the interest of Canada that he should do so. He is easily the best High Commissioner Canada has had in London during the 18 years the office has been in existence. His personality, his business ability and his liberality have made him invaluable to Canada, and to replace him by one who has administered the chief business portfolio of the Government in such a perfunctory way would be a mistake most grave.

Our criticism of the High Commissioner's office in the past has been because of the attempt to impose upon it as well the duties appertaining to a bureau of commercial intelligence for the use of business men in Canada who desire to find a market for their products in the United Kingdom. This it cannot do, at any rate, as it is at present constituted. The function of the High Commissioner's office is chiefly diplomatic, not business. The latter is merely a sub line to it.

What Canada wants, and what the business men of Canada demand, is a commercial agent who shall give his whole time to the duties of the office. He must be a Canadian of practical business experience, and one who is conversant with the resources and affairs generally of the Dominion. Such men are not relatively numerous, but there are enough of them to enable the Government to make a wise selection.

Sir Richard Cartwright has been importuned again and again by business men and by the press to make such an appointment, but he has done nothing, nor has he evinced any intention of doing anything. In the meantime the interests of Canada are suffering, but the Minister of Trade and Commerce does not appear to be at all perturbed.

We do not like to impute motives, but the High Commissionership would doubtless

be an acceptable place of refuge to Sir Richard, and he is possibly hoping some day to occupy the office and administer a commercial agency as well. But whether we are correct or not in imputing such motives to the Minister of Trade and Commerce we know full well that he has failed to comply with a demand that every business man and every newspaperman in the country knows to be in the interest of the Dominion.

We believe that the portfolio for which Sir Richard is best fitted is that of Minister of Finance. There is probably no man in Canada to-day in either of the two political parties who has the grasp of financial matters he has, but his cavalier treatment of business men has made him so unpopular with the commercial and manufacturing interests of this country that his appointment to the office would have raised a storm of indignation that would have been decidedly unpleasant to the leader of the Government.

Since appointed to the portfolio of Trade and Commerce he has, by his inertia and by his non-compliance with their reasonable requests, further increased the displeasure of the commercial interests of the country toward him, and to send him to London as High Commissioner would only still further accentuate it.

### REFRIGERATOR CAR SERVICE.

WHOLESALE produce dealers are complaining of the way in which butter, shipped in refrigerator cars subsidized by the Dominion Government, arrives at their warehouses. The Government provides by means of generous subsidies for a regular service of refrigerator cars which covers practically all the principal dairy sections.

This system is important and well-devised, and is much appreciated by all interested. But of late, evidences of carelessness or inattention have accumulated. Butter sent by this system, and supposedly in refrigerator cars, has arrived in soft, unsatisfactory condition. It has been, in fact, little better, if as good, as that shipped in ordinary freight cars.

As inattention in such matters causes

direct loss to those interested it is not surprising that the wholesale dealers should be objecting strongly to the treatment they are receiving.

### THE HEAT AND EGGS.

THERE is no produce that is affected more speedily by weather conditions than eggs; and consequently there is no line that is showing greater deterioration at the moment than this commodity.

Practically every shipment being received by wholesale dealers now shows a big "loss off" or "shrinkage," due to deterioration caused by the extreme heat. The loss from this cause is, in fact, greater than at any time for years, except possibly during a few days last year. The loss runs from 2 doz. per case to as high as 6, 7 or even 9 doz. per case.

This condition of affairs is not confined at the moment to the large Canadian centres, but is equally true of the principal United States cities.

One result of this condition of affairs is to cause wholesale dealers to handle carefully all shipments at time of receiving, and to charge back against shippers for all "loss-off." In view of this decision, it would be advisable for outside merchants to candle all eggs bought by them so as to charge the farmers for all deterioration. Even this will not save them from loss as there is sure to be shrinkage between the time of their receiving them and the time they arrive in jobbers' hands.

### FINE QUALITY INDIAN GREENS.

A feature of the tea trade in Toronto is the samples of Indian green teas that are being submitted to the trade this week. They are from the Dooars and Sylet districts, and they are being offered at a most favorable price. But their chief recommendation is their quality. Those who have tested them say they are beautiful in style, and in cup quality exceptionally good. One dealer declares they are the finest he ever saw.

Hitherto green teas of India shown here have not been properly made.

But, however excellent the quality of the Indian teas may be, the attention of the public must be drawn to them if they are to become an important factor in the market, here in Canada or the United States.



## HINTS TO MEN WHO ADVERTISE.

### TASTY SEASONABLE "ADS."

**A**N advertisement that caught my eye the other day was that of Findley Acker & Co., the Philadelphia retail grocers. It was not its particular uniqueness that attracted me. It was its neatness of display and appropriate wording. I cannot reproduce it exactly as it appeared, not having the cut of the tea package. It has been found necessary to put rule work in the place of the cut. And any retailer who may want to make the advertisement the basis for one in his local paper can also employ rule work with appropriate wording in the centre. The following is almost a fac-simile reproduction with the exception already noted :

ACKERS

### Ceylon Blend Tea

Regular, 75c. lb. pkg.; 38c. ½ lb.

64c lb. pkg.; }  
 ½ lb. pkg., 34c; } This Week  
 ¼ lb. pkg., 20c. }

Cut.

Our popular blend.

Ceylon Blend represents a selection of unusually choice teas, blended in such exact proportions as to produce a distinctive flavor.

It's a blend which gives universal satisfaction.

The ideal tea for icing — very refreshing.

Here are a couple of other ads. from the same firm which may also prove of some use to our readers as the basis for their own advertisement :

ACKERS "H.G."

### Baked Beans

Regular, 15c.

2 cans, 25c.; }  
 \$1.45 doz. } This Week.

Cut.

One of the "all ready" dishes for the picnic or everyday meal.

Prepared according to a "tried and true"

New England formula.

Very nutritious. Very palatable.

ACKERS

### Potted Tongue

Regular, 10c. can.

3 for 25c. This Week.

Cut.

A convenient little can of appetizing devilled or potted meat for lunch or for sandwiches.

Considered almost indispensable, by many, in the making of dainty sandwiches for the outing.

Of course, neither cuts nor rule work need be used, but the attractiveness of the advertisement will be enhanced by the use of one or the other. E.

### SOME FIGURES FOR BUSINESS MEN.

The average business man believes in sending out 5,000 to 25,000 circular letters now and again. He calls it cheap advertising. Is it? asks National Provisioner. Let's see: 10,000 circulars or circular letters mailed one time at 1c. each cost \$100 for postage alone. If they are imitation typewriter print with each name written in to fool and entice the recipient, they will cost fully \$50. The envelopes for mailing them will cost \$25 more if they are of good quality. That means a total cost of \$175 at the lowest to get these circular letters into the mails as circulars. If the deception is carried to the limit, a 2c. stamp must be put on to rob the affair of its circular character. That means \$200 instead of \$100 for postage, or a total cost of \$275 to post 10,000 imitation typewritten letters at one mailing. To this must be added the office boy, or cost of addressing them.

Well, they go forth. How many of them find the waste basket without being read? How many are only seen by the mail opening clerk only?

A good trade paper will carry a full page ad. one time to 10,000 subscribers, and the thousands of others who borrow and read it. That costs \$60 to \$75. What a difference.

Now bookkeep it :

|                                                               |       |
|---------------------------------------------------------------|-------|
| Circulars, 10,000, sent as letters at one mailing.            | \$275 |
| Trade paper, full page to 10,000 interested subscribers ..... | 7     |
| Difference in favor of trade paper .....                      | 200   |

Yet men willingly eat up their substance in circulars and growl at the economical and better medium, the respected trade paper.

The great business concerns advertise.

They do not waste money on circulars and letters which are not seen.

Wanamaker, Macy, Siegel - Cooper, Ehrlich, Hearn, Simpson, Crawford & Simpson, Adams Bros. and other great New York department stores advertise. They do not fill your mails and mail boxes with circular letters. The other big successful men do the same. It's the small fellow who thinks he has found a cheap method who uses the circular letter.

Just think it over and ask yourself if the page ad. in a good trade paper is not really cheapest of all of your commercial travellers.

### SAY WHAT YOU MEAN.

On the Bowery there is one man who owns a number of stores, and over each he has hung a sign which reads, "The Cheapest Man on Earth." The popularity of a certain song attests that the world "don't like no cheap man"; what would be the opinion of the world on the "cheapest" man?

On the same classic avenue a mission has adorned its front window with white enamel letters, reading "Come in a few minutes." Why not now? Perhaps the soul of some tramp is thirsting for the living waters at the moment, and "in a few minutes" it may be too late.

Both of these signs, the one over the pawnshop and the other over a mission, are advertising mistakes: they teach an elementary lesson to all purchasers of publicity, and that lesson is, say what you mean.—Profitable Advertising.

### NEW WHOLESALE GROCERY FIRM.

William Bremner, Henry Williams Zealand, Charles Bremner, Joseph Hannon Horning, Thomas Simmon Ford, of Mitchell; Albert Scarsbrook, of Petrolea, and David Little, of Guelph, merchants, have been incorporated to carry on business as wholesale grocers under the corporate name of The Grocers' Wholesale Company, Limited. The capital of the company is \$100,000, and the head office of the company is to be at Hamilton.

### KINGSTON GROCERS' PICNIC.

The annual picnic of the Kingston Retail Grocers' Association, which is to be held on July 24 this year, is likely to be a big affair. The programme includes a baseball game between two local teams, horse races, dog races, newsboys' races, Black Watch and mechanics' race, Battery race, Comfort Soap race, shampoo contest, bicycle races, and other events. It is estimated that nearly \$1,000 will be given in prizes. The 14th Battalion band will be in attendance,

## WHAT DID WE TELL YOU

two years ago about

# "SALADA"

## Ceylon Green Tea?

We stated then, on this page, and have stated often since, that **Japan Teas** would **disappear** from Canada and the United States, and that their place would be taken by Ceylon **Green Teas**.

Two years ago we were laughed at. To-day every wholesale firm in Ontario and Quebec are carrying them in stock; and the most conservative firms who laughed at our predictions now acknowledge them to be correct.

If you handle Japan Teas in your district it will pay you, we assure you, to give your very closest attention to **"SALADA" Ceylon GREEN Tea**. **Japan Tea is a sinking ship**. Do not stand by it.

Samples of "Salada" Ceylon Green, Black or Mixed, for the asking.

Address **"Salada"**--Toronto, Montreal.



## For Fine Work.

The delicate outline of each thread and stitch—the fresh clean appearance so desirable in light colored Summer wear—the absence of "smear" in fine fabrics—these are the characteristics of work done with

## Celluloid Starch.

The Brantford Starch Works, Limited,  BRANTFORD, ONT.

## MAY SEEM EARLY . . . . .

(but the early bird gets there every time) to place your orders for goods for **CIVIC HOLIDAY** and **FAIR** trade. Don't leave off and have goods on in a rush. Make up your mind what you want and let us hear from you. No better Biscuit or Candy on earth than ours.



# THE CANADA BISCUIT COMPANY, *L<sup>imited</sup>*

King and Bathurst Streets, Toronto.



# MARKETS AND MARKET NOTES

## INFORMATION FOR BUYERS.

If any reader wishes to know where any article can be purchased in Canada or abroad, a letter to the Editor will probably place him in communication with the seller.

## ONTARIO MARKETS.

Toronto, July 18, 1901

### GROCERIES.

CONSIDERING the hot weather, a nice trade is being done this week. The most unsatisfactory feature of the trade is the sugar market, the demand being disappointing and prices weak. Canned goods, on the other hand, are in a rather more favourable condition, that is, as far as spot goods are concerned. Very little is being done in futures. Coffees are still meeting with a fair demand. Teas are quiet. There is quite a demand for currants, and business is keeping up well in prunes. Valencia raisins continue dull and weak. Prices on new season's fruit have been received here. They are lower than they were a year ago. Such goods as syrups, molasses, rice and tapioca are quiet. Payments are fair.

### CANNED GOODS.

Quite a little business is being done in canned vegetables for prompt delivery. It appears, however, to be largely the result of a speculative demand, born of the belief that new goods will cost more than the figures ruling to day for old goods. Both wholesalers and retailers are buyers of old goods. Some of the wholesalers report that they have been able to get rather better prices than they could a week ago. The fact that the syndicate proposes, after August 15, to advance the price of canned tomatoes of 1900 pack 2½c. per dozen and that of peas and corn 5c. per dozen is no doubt influencing the demand to some extent—something, no doubt, that the syndicate earnestly desires. Spot goods are selling, as a rule, at 75 to 80c. for tomatoes and 75c. for peas and corn. The quotations for futures, which, in the absence of business, are nominal, are 85 to 87½c. per dozen for tomatoes, 80 to 82½c. for peas and corn, and 80c. for beans. Pea packing is about over, and it is expected that the pack will not be large. It is expected that the pack of tomatoes and corn will be rather late.

A number of transactions between

packers and wholesalers are reported in canned strawberries and raspberries, but very little is being done on retail account. The ruling figures at which raspberries and strawberries are being quoted to the retail trade are as follows: Strawberries, \$1.50 in syrup and \$1.75, preserved; raspberries, \$1.45 in syrup and \$1.70, preserved.

A good sorting-up trade is being done in canned salmon at \$1.60 to \$1.65 for Fraser River sockeye, \$1.50 to \$1.55 in northern sockeye, and \$1.20 to \$1.25 for cohoes. Fraser River sockeye for future delivery is still quoted at \$1.45 for less than 10-case lots, and \$1.42½ for 10 case lots and over. Northern sockeye for future delivery is quoted at \$1.30 for less than 10 cases, and \$1.25 for 10 cases and over. Very little is being done in futures, there being a disposition on the part of the wholesalers not to court business until affairs became more settled on the Coast. A telegram received in Toronto on July 16, read: "Expect a

See pages 31 and 32 for  
Toronto, Montreal, and St.  
John prices current.

short pack on the northern rivers; Fraser river not started."

### COFFEE.

The outside markets are small and featureless with prices fairly steady. Business keeps fairly good on the local market. We quote: Green Rio, No. 7, 7¼c.; No. 6, 8¼c.; No. 5, 8¾c.; No. 4, 9¼c.

### SYRUPS AND MOLASSES.

Syrups are quiet and featureless. Crop news from Louisiana is generally of an encouraging character, the indications being for a large output of molasses. The market in the meantime is dull with prices steady. We quote as follows: Corn syrups, barrels, 3c. per lb.; half-barrels, 3½c.; kegs, 3¼c.; pails, \$1.40 each for three gallons, \$1.05 for 2 gallons. Sugar syrups range from 30 to 37c. per gallon, and New Orleans molasses at 23c. upward.

### RICE AND TAPIOCA.

Rice is quiet and prices steady in the primary markets. B rice is quoted at 3½c. per lb. and Japan and Java rice at 5½ to 6c. Tapioca is dull and easy. We quote 4¼ to 4½c.

### SPICES.

Trade is fair locally, with the outside markets quiet and steady, but without particularly striking features.

### TEAS.

Recent cables indicate that although prices in Yokohama are not quotably lower, the tendency is in buyers' favor, and representatives of leading Japan houses anticipate being able to lay down this season good serviceable teas suitable for the 25c. retail trade at lower prices than last year. Advices just received from Ceylon confirm what we recently said in regard to the dissatisfaction among the growers there in regard to the returns on green teas. During the last week or two there has been a little revival of business on the local market in green teas. Very little is being done in Indian and Ceylon black teas on the local market this week. Latest mail advices from London under date of July 5 say that the previous Monday's sale of Indian tea "passed with fair spirit, especially for better liquoring kinds of new season's teas." In regard to Ceylon teas, Gow, Wilson & Stanton say: "Tuesday's Ceylon sale comprised 22,904 packages, while 9,839 were printed for the auction in the private room on Thursday. The former sale was neglected by many dealers, the bulk being in consequence withdrawn; a great deal of the taken-out tea was, however, sold privately afterwards. Thursday's sale passed with good spirit at prices fully up to rates current last week." The same authority also says: "The prospect for tea growers is slightly improved by the smaller quantity shipped from India since April 1 and from Ceylon since January 1, the aggregate showing a reduction of about 7,500,000 lb. This; when taken in connection with the steady increase in the use of Indian and Ceylon tea in outside markets, is a hopeful feature, but by no means sufficient to relieve the overpressure occasioned by the recent heavy increase in production. The surplus must be largely worked off before any substantial relief is afforded."

### SUGAR.

Since our last report nothing new has developed in the local refined market. The consumption is small for the season, and disappointment is naturally being expressed. An increased trade is, however, looked for when raspberries and other small fruits come more freely upon the market. The

Let him who buys read—I offer great advantages before removing my stock, now distributed in three warehouses, to my new building--

## 281 to 285 ST. PAUL STREET

### ESPECIALLY--

|                                                                                                      |                                                          |       |       |
|------------------------------------------------------------------------------------------------------|----------------------------------------------------------|-------|-------|
| 150 Half-Chests                                                                                      | Nice Uncolored Siftings, first-class liquor, at          | -     | 6c.   |
| 30 Half-Chests                                                                                       | Moyune Young Hyson, at                                   | -     | 12½c. |
| <small>Can replace common Japan Teas. Are better liquor. Can also be used to mix with black.</small> |                                                          |       |       |
| 50 Half-Chests                                                                                       | Japan Nibbs, well made, of good liquor, at               | -     | 12½c. |
| 100 Half-Chests                                                                                      | Japan Tea, good leaf, strong, bright liquor, at          | -     | 15½c. |
| 125 Half-Chests                                                                                      | Japan Tea, early June leaf, splendid liquor, at          | -     | 18½c. |
| <small>FULLY WORTH 20 CTS.</small>                                                                   |                                                          |       |       |
| 12 Half-Chests                                                                                       | Young Hyson Points, worth 16c., but will close it out at | 14c.  |       |
| 15 Half-Chests                                                                                       | Fine Lapsang Souchong, extra fine liquor, Black Tea, at  | 27½c. |       |
| 750 Catties                                                                                          | Packling Congou Black Tea, at                            | -     | 12c.  |
| <small>My own importation. Fresh stock, a real job.</small>                                          |                                                          |       |       |
| 200 Half-Chests                                                                                      | Saryune Congou Black Tea, very good liquor, at           | -     | 11c.  |

### THIS IS A TREAT--

|                        |                                              |   |      |
|------------------------|----------------------------------------------|---|------|
| 30 10-lb. Boxes        | Fine Orange Pekoe Ceylon Black Tea, at       | - | 20c. |
| 20 20-lb. "            | " " " " at                                   | - | 18c. |
| 25 Half-Chests,        | 50-lbs. each, beautiful Golden Tipped Orange |   |      |
| Pekoe Ceylon Black Tea | at                                           | - | 20c. |



Ceylon Green, I have the best at the price, half-chests, at 15c., 17½c., and 20c.

**Remember that the "Condor" Japan Teas are the finest.**

They are away ahead of all others in value, from 19 to 40c.

**THE "CONDOR LX" --**The only tea imported from Japan in lead packets. A beautiful May Picking in 1-lb. and ½-lb. pkgs., at 27½c., has no rival to retail at 40c.

**THE "OLD CROW" --**A scientific blend of black teas in useful bronzed tins, at 17½c. to 35c. per lb. It makes friends.

**THE "CONDOR" VINEGAR-100 grains. THE "OLD CROW" VINEGAR-75 grains.**  
They are distilled, pure, clear as crystal. They are strong.

**THE "CONDOR" MUSTARD.**

The only pure.  
The best in the world.

**THE "OLD CROW" MUSTARD.**

A fine mixture which contains no injurious ingredients.

**THE "NECTAR" --**The perfection of all black teas put up in lead packets. Requires only one trial to prove its superiority over all others. It is delicious, refreshing.

**MADAM HUOT'S COFFEE--**Oh! that is the Coffee, pure, rich, creamy. None will compare with it.

**To all lovers of the purest and best--**I have Spices to offer, the very highest grades, the finest and purest goods.

I claim that in my special lines of Teas, Coffees, Spices and Vinegars. I can save you money. TRY ME. Ask for samples and prices.

# E. D. Marceau, Montreal

## Does Your Coffee Department Require Replenishing?

If so, we can quote you the lowest figures in the market, for absolutely the very finest quality of

**Mocha, Java, Ceylon, Costa Rica, Maracaibo, Rio, Santos, Etc.**

Being direct importers and large buyers, we can consequently offer you some splendid values. Prompt shipment and satisfaction guaranteed. Be convinced of what we claim by sending for samples and prices.

**S. H. Ewing & Sons, Montreal**

beet-sugar market has been slightly irregular during the week. At one time it was  $1\frac{1}{2}$ d. lower than at time of our last review, but prices recovered on Tuesday, the quotation now again being 9s. 3d. per cwt. f. o. b. Hamburg for 88 per cent. sugar. In the United States the refined sugar market is completely demoralized. The Arbuckles on Monday reduced their prices 10c. per 100 lb., their quotation for standard granulated now being \$5.35. While the Trust and the National refineries still quote \$5.50, it is understood they are really selling at \$5.45. McChan, of Philadelphia, is, however, meeting the cut of \$5.35. The market is even weaker in San Francisco than it is in New York, there having been a decline there of  $\frac{1}{2}$ c. per lb., due, however, to a forced sale of 16,000 bbls. of granulated and to the anticipated large crop of beet sugar in California. Up to the time of going to press, no change has been made in prices in Canada.

### FOREIGN DRIED FRUITS.

CURRENTS—Stocks are exceedingly light on spot, and there is a good demand, both from wholesalers and retailers. On Wednesday morning a Toronto broker received an inquiry from a western wholesale house, but was unable to find any available stock. Prospects for the new crop continue favorable, and it is expected that the market will open 2c. per lb. below the price ruling to day for old fruit. The ruling prices are 10c. for Filiatras,  $10\frac{1}{2}$  to 11c.

for Patras, 12 to  $12\frac{1}{4}$ c. for 1-crown Vostizas and 14c. for 5-crown do.

VALENCIA RAISINS—There is very little being done. The condition of the new crop continues favorable. Ruling quotations are: Fine off-stalk,  $5\frac{1}{2}$  to 6c.; selected, 6 to  $6\frac{1}{2}$ c.

PRUNES—The demand for prunes keeps up exceptionally well. Californian prunes are quoted at the following prices: 30-40's, 8 to  $8\frac{1}{2}$ c.; 40-50's,  $7\frac{1}{2}$  to 8c.; 50 60's, 7 to  $7\frac{1}{2}$ c.; 60 70's,  $6\frac{1}{2}$  to 7c.; 70 80's, 6 to  $6\frac{1}{2}$ c.; 80 90's,  $5\frac{1}{2}$  to 6c.; 90-100's, 5 to  $5\frac{1}{2}$ c. French prunes,  $3\frac{1}{2}$  to 4c.

CALIFORNIAN DRIED FRUITS—Not much doing. We quote: Apricots,  $11\frac{1}{2}$  to  $12\frac{1}{2}$ c. per lb., in 25-lb. boxes; peaches,  $8\frac{1}{2}$  to 10c. per lb., in bags, and 10 to 12c. in boxes.

### GREEN FRUITS.

There is a liberal supply of raspberries, cherries and red currants. Strawberries are practically done. The demand for raspberries is good, and prices range from 9 to 11c. for red and 7 to 9c. for black. Cherries are worth 75 to 90c. for cooking and \$1 to \$1.25 for eating. Red currants are selling at 40 to 50c., gooseberries at 50 to 60c.; blueberries at 75c. to \$1. Some early apples are being imported from Illinois. Californian fruit is in good demand. "Hill's Early" peaches are worth \$1.40 to \$1.50; "Crawfords," \$1.75 to \$2. Pears are selling at \$4 and plums at \$1.75 to \$2. Lemons are stiffening in value, and \$5 is now asked for some stock. Bananas are steady at last week's prices, as are also oranges. Watermelons are selling fairly well at 30 to 40c. each. Pineapples are in good demand at \$3.25 to \$3.75 per crate.

### COUNTRY PRODUCE.

EGGS—Owing to the extreme heat the "loss-off" continues unusually large. The

shrinkage ranges from 2 doz. to as much as 7 doz. per case. This has determined dealers to exercise care in candling here, and to charge all such loss against shippers. For fresh candled stock the range is from 11 to  $11\frac{1}{2}$ c.

BEANS—The market is quiet. We quote \$1.60 to \$1.65 for hand-picked and \$1.50 to \$1.60 for primes.

HONEY—The market has not yet opened sufficiently to establish prices firmly, but, as there is every indication of a big crop, it is likely prices will be 2 to 3c. below last season. We quote 7 to 8c. for new extracted clover, and \$1.50 for No. 1 clover comb.

DRIED APPLES—There is practically nothing doing. We quote nominally 5c. for evaporated and 3 to  $3\frac{1}{2}$ c. for dried apples.

POTATOES—There is not much doing in old potatoes, which continue steady at 35 to 40c. per bag. New potatoes are starting to arrive freely at \$1.20 to \$1.35 per bushel, and are selling readily at that figure.

### BUTTER AND CHEESE.

BUTTER—Much of the butter coming to hand arrives in bad condition, so the market for really choice stuff is active, and prices are 1c. higher. We quote: Dairy prints, 16 to 17c.; best tubs, 16 to 17c.; seconds, 11 to 14c.; creamery prints, 20 to 21c.; boxes, 19 to 20c.

CHEESE—The market keeps steady, with a good trade being done. New cheese is firm at  $9\frac{1}{2}$  to 10c. Old cheese is about done, but is steady at 10c.

### FISH.

There is an excellent demand, especially for trout, whitefish and herrings. We quote: Fresh fish—Speckled trout, 25c.; red snappers,  $12\frac{1}{2}$ c.; Spanish mackerel,  $12\frac{1}{2}$ c.; cod-

*The best selling tea in Canada today is*  
**Blue Ribbon Ceylon**

*packed and sold by*  
**Blue Ribbon Tea Co.,**  
**12 Front St. East - Toronto**



Toronto Commission Houses.

**New Messina Lemons**

Get our special quotations for "Long Keepers" for your Summer trade.

**Pineapples**

We are now in a position to fill your orders for all grades of this popular fruit.

**McWilliam & Everist,**

Wholesale Fruit, Produce and Commission Merchants

25 and 27 Church St., TORONTO, Can.

Long Distance Phone Main 645.  
Warehouse Phone Main 3394.**Butter Cheese  
Eggs Poultry**Consignments Solicited.  
Highest Prices. Prompt Returns.**The Wm. Ryan Co.,**

... Limited.

70 and 72 Front St. E., Toronto.

**Butter Wanted**

In Tubs and Pails. Ship to us.

**Rutherford, Marshall & Co.**Commission Merchants,  
68 Front Street East, Toronto.

Telephones Main 4226 and 4227.

The

**DAWSON** Commission Co., LimitedFRUIT, PRODUCE AND  
COMMISSION MERCHANTS.Cor. Market and  
Colborne Streets.**TORONTO**

ESTABLISHED 1869

**Geo. Stanway & Co.**Brokers and  
General Commission MerchantsTeas, Sugars, Molasses, 46 Front St. East,  
Canned Goods **TORONTO.**

Correspondence Solicited.

**For Catchy Money-Making Lines in****BISCUITS**

WRITE

**THE HOME CAKE CO.**  
GUELPH, ONT.

Samples and prices on receipt of Post Card.

fish, 7c.; whitefish, 7c.; trout, 7c.; halibut, 9c.; sea salmon, 15c.; haddock, 6c.; herring, 3c.; British Columbian salmon, 15c. Prepared fish—Dried cod, in 112 lb. bundles, \$4.75 per cwt.; flitched cod, \$5 to \$5.25; boneless cod, in bricks, 5 to 5½c. per lb.; steak cod, 6½c. per lb.; shredded cod (2 doz. in box), \$1.80 per box; boneless fish, loose, in 25-lb. boxes, 4 to 4½c., and 5-lb. boxes, 5c. per lb. Live lobsters are worth 15c. per lb.

**GRAIN, FLOUR AND BREAKFAST FOODS.**

GRAIN—The wheat market is steady. Red and white are quoted at 67c. at outside points, middle freights. Manitoba wheat is worth 89½c. for No. 1 hard, grinding in transit, or 88c. Toronto and west. The movement on the local street market is fair. We quote: Wheat, white and red, 71c.; goose, 69 to 69½c.; oats, 35c.; rye, 52 to 52½c.; barley, 47c.

FLOUR—The demand is excellent and prices steady. We quote on track, Toronto (bags included) as follows: Manitoba patents, \$4.20; Manitoba strong bakers', \$3.95; Ontario patents, \$3.30 to \$3.60; straight roller, \$3.20.

BREAKFAST FOODS—There is a steady demand, with prices unchanged. We quote as follows: Standard oatmeal, \$3.70 in bags, and \$3.80 in bbls.; rolled oats, \$3.60 in bags, and \$3.70 in bbls.; rolled wheat, \$2.25 in 100-lb. bbls.; cornmeal, \$2.75; split peas, \$4; pot barley, \$4.

**VEGETABLES.**

There is an excellent demand. We quote: Carrots, beets and turnips, 20c.; lettuce, radishes and watercress, 25c.; mint and parsley, 20c.; cauliflower, 50c. to \$2; celery, 60 to 75c.; cabbage, 40 to 60c.; corn, 15c.; cucumbers, short, 60 to 90c.; long, \$1 to \$1.50; onions, 40c. per peck or \$3.50 per sack; tomatoes, 50c. per box; butter beans, 75c. to \$1 per bushel.

**HIDES, SKINS AND WOOL.**

HIDES—Owing to the steady advance in values in the United States, the market here has risen steadily for three weeks. An advance of ½c. this week makes a total advance of 1½c. in three weeks. We quote: Cowhides, No. 1, 8c.; No. 2, 7c.; No. 3, 6c. Steerhides are worth 1c. more. Cured hides are quoted at 8½ to 9c.

SKINS—There is a steady trade, but no change in quotations. We quote as follows: No. 1 veal, 8-lb. and up, 9c. per lb.; No. 2, 8c.; dekins, from 55 to 60c.; culls, 20 to 25c.; sheepskins, 90c. to \$1.

WOOL—The market is steadier. We quote: Combing fleece, washed, 13c., and unwashed, 8c.

**MARKET NOTES.**

It was erroneously stated in last week's issue that Warren Bros. &amp; Co. had purchased the entire pack of The Strathroy Canning Co. It should have read the entire pack of that company's sifted peas.

Valencia raisins, under the brand of Thomas Nelson &amp; Son, Denia, Spain, and London, England, will be on the Canadian market this year.

The following Brands manufactured by

**The AMERICAN TOBACCO CO.**

OF CANADA, Limited.

Are sold by all the Leading Wholesale Houses

**CUT TOBACCO****OLD CHUM.****SEAL OF NORTH CAROLINA****OLD GOLD****CIGARETTES****RICHMOND STRAIGHT CUT.****SWEET CAPORAL.****ATHLETE.****DERBY**

...EVERY...

**COMMISSION MERCHANT**

in Canada should have a card in these columns. We will be pleased to talk to you about it and quote rates.

Winnipeg Brokers.

**M. B. STEELE**Wholesale Commission Merchant  
and Broker.

Correspondence and Agencies Solicited.

Stovel Building, WINNIPEG, CANADA.  
P.O. Box 731.**JOSEPH CARMAN . . .**WHOLESALE MERCHANDISE BROKER  
AND MANUFACTURERS' AGENT.

Winnipeg, Manitoba, Canada.

Secretary Winnipeg Fruit and Produce Exchange  
Correspondence and Agencies Solicited.

Storage, Track Facilities.

**Foreign Shippers**If you want to offer your goods in  
**WINNIPEG, CANADA,** we will be  
pleased to answer your inquiries.**E. NICHOLSON**Wholesale Commission Merchant and  
Broker.

115 Bannatyne St. East, Winnipeg, Canada.

Winnipeg Fruit Merchants.

**THE RUBLEE FRUIT CO.**

LIMITED.

IMPORTERS OF FOREIGN AND DOMESTIC  
GREEN AND DRIED FRUITS, NUTS, Etc.151 Bannatyne St., 12th St.,  
WINNIPEG, MAN. BRANDON, MAN.

Winnipeg Advertising Agents.

**ADVERTISING in WESTERN CANADA**will be Carefully, Efficiently, and Promptly  
attended to by**The Roberts Advertising Agency,**  
WINNIPEG, CANADA

## QUEBEC MARKETS.

Montreal, July 18, 1901.

## GROCERIES.

THE excessive heat naturally has had a depressing effect on trade, which, though up to the average for the season, has not been active during the past week. The market is without any special feature. Probably the most important item of news is that the sugar market is weak, due to a decline of 10c. on the part of some New York refiners. The feeling here is decidedly bearish at the moment. Canned goods on spot are somewhat firmer, wholesalers now selling at the canner's new prices. Two cargoes of molasses are on their way to this port from the Barbadoes. In teas, trading is still dull, although Japans maintain their firmness, and dealers are paying rather higher for what goods they buy than they did last year. The dried fruit market is unchanged; currants are active and raisins immovable.

## SUGARS.

In spite of the drop of 10c. in the price of granulated sugar, the market remains weak, and some New York refiners dropped prices 10c. again on Monday. Here, no change is reported as yet, but a decline would not come as a surprise to the trade. The demand is steady. The price to day is \$4.50 for granulated and \$3.85 to \$4.45 per 100 lb., according to quality, for yellows. Raw beet is easier, being quoted at 9s. 1½d. as against 9s. 6d. a month ago.

## SYRUPS.

Business in this line is virtually at a standstill. Prices are nominally unchanged at 1½ to 2c. per lb. for cane syrup and 3 to 3½c. for corn syrup, according to package.

## CANNED GOODS.

There is no powerful incentive to induce the wholesalers to buy stocks heavily this year as they did last, and, in spite of the 60 per cent. clause, they are not ordering the new pack very freely. All they wish to get is sufficient to fill early contracts, and, as for the rest, they intend to allow the syndicate to carry the bulk of the stock. Travellers are now taking orders for new pack goods at prices above those asked for immediate deliveries. Vegetables to arrive are quoted at 85 to 87½c. for tomatoes; 80 to 85c. for corn; 80 to 85c. for English garden peas; 82½ to 85c. for sweet wrinkled peas; 85 to 90c. for early peas; \$1 to \$1.10 for fine French peas, and 77½ to 80c. for golden wax beans. Last year's pack may be obtained at 5c. below the new crop quotations. These prices will probably continue in vogue till some large stocks in wholesalers' hands are reduced.

Fair orders are being booked for fruits to arrive. Salmon continues firm.

## SPICES.

But few sales have been reported. Prices are unchanged. We quote: Nutmegs, 35 to 65c. per lb., as to size; Penang mace, 45 to 50c. per lb., as to quality; pimento, ground, 12½ to 15c.; cloves, 15 to 25c.; pepper, ground, black, 17 to 20c., according to grade; white, 25 to 27c.; ginger, whole, Cochin, 15c.; Japan, 10c.; Jamaica, 20c.; ground, Japan, 15c.; Cochin, 20c.; Jamaica, 25c.

## RICE.

The market stands without any new feature. We quote in combine district: B rice, in bags, \$3.10; in ½ bags, \$3.15; in ¼ bags, \$3.20; in pockets, \$3.25. In 10-bag lots an allowance of 10c. is made. CC rice, \$3 in bags; \$3.05 in ½ bags; \$3.10 in ¼ bags, and \$3.15 in pockets. In the open territory prices are about 10c. less. Patna rice is worth 4¼c. per lb.

## TEAS.

It would be difficult to report any improvement in teas. The amount of Indian teas in stock in London on June 30 was 32,566,000 lb., and the average of public sale prices for the month was 5¼d. per lb., against 7d. per lb. for June last year. An English report says in regard to the Indian tea market: "There is no vitality to business, a generally depressed condition having been brought about by the fact that many buyers have their resources still locked up in large stocks of duty-paid tea, while they and others who may not be so situated have the knowledge that large quantities are available on hand to supply their requirements. A change in the tone may come quietly and unexpectedly as soon as the indications of quantity likely to arrive are more definite and reliable." As for Ceylons, the same report says: "On comparison, the statistical position of Ceylons looks fairly healthy, especially having in view the reduction in imports, as compared with last year, which may be looked for. The imports for the three months of April, May and June have successively shown a decline on last year's figures, but the shipments made during June from Colombo are a good deal in excess of the estimate. It is to be hoped that producers in Ceylon will continue to keep down the yield, because, should they not do so, there can be little prospect of an improvement upon the present low range of prices."

A letter received this week from Foo Chow states that the new crop of Congous is short, and shows poor drawing qualities. Souchongs are an average yield, and produce a good liquor, while the quality of Saryunes is much better than that of last

CANADIAN ADVERTISING is best done by THE E. DESBARATS ADVERTISING AGENCY MONTREAL

## Victoria Fruit Merchants.

From the Atlantic to the Pacific,

OKELL &amp; MORRIS'

(Gold Medal Brands) of

Whole Fruit Preserves

Messina Orange Marmalade, Tomato Ketchup, Sauces, Pickles and Vinegars

are acknowledged the purest and best. Trade-Builders, Trade-Winners 15 Gold and Silver Medals, and 30 Diplomas for purity and excellence. Write for prices to Factory, Victoria, B.C.

Victoria B.C. Commission Merchants

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Wholesale Produce

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Operating B.C. Cold Storage and Ice Works. Bonded and Free Storage.

Consignments Solicited.  
Advances Made on Warehouse Receipts.

AGENCIES ACCEPTED.

Toronto Fruit Merchants.

..CALIFORNIA ORANGES..

CANADIAN BERRIES,  
" CHERRIES.

California Peaches, Apricots, Plums. Foreign Nuts, Dates, Figs.

ALL AT LOWEST MARKET.

HUSBAND Bros. &amp; Co.

82 Colborne St., Toronto  
Telephone Numbers—Main 3428, Main 54.

CLEMES BROS.

Just Address TORONTO Everybody Knows Us

Are you going to speculate in 10 or 25 boxes Summer-Keeping

LEMONS?

Write us about them.

FREE SAMPLE TO REMOVE STAINS FROM CLOTHING.

H AND H  
TRADE MARK

THE NOW "FAMOUS" CLEANER  
as used by C.P.R.

JAMES MCINTOSH, 34 Yonge St., TORONTO



year, both leaf and liquor being satisfactory. As yet, very little business has been done, the settlements to date being 34,000 half-chests, against 48,000 last year. Japan teas are firm and unchanged.

#### FOREIGN DRIED FRUITS.

**CURRENTS**—The market is a fairly active one, with no accumulation of stock. Dealers are selling half cases from 10 to 11c.

**RAISINS**—The stock of Valencia raisins in the city has been materially reduced, but there are still some good quantities of Californian fruit offering. Valencia goods are worth 5c. for fine off stalk, 5½c. for selected, and 6c. for layers. Californian raisins are worth 6¼ to 7c.

**PRUNES**—Are rather slow just now, when fresh fruit is plentiful. Californian prunes are worth 5 to 5½c. for 90's to 100's; 6½ to 7½c. for 60's to 70's and 7½ to 8c. for 40's to 50's. French prunes are selling at 3 to 5c.

**EVAPORATED FRUITS**—Apples remain quite firm at 6¼ to 6½c. Apricots, peaches and pears are rather slow.

#### GREEN FRUITS.

The market has been very strong on hot-weather goods. Lemons are in an exceedingly heavy demand, and, as holdings are light, an advance is looked for. Oranges are very scarce, as are also bananas. Californian fruit receipts have been light the past week, and this is the cause of heavy advances. Raspberries are coming in more freely, and are selling at 9 to 11c. to-day. We quote: Messina oranges, 200's, \$3 to \$3.50 per box and \$1.50 to \$2 per half box; Messina lemons, 300's, \$3.50 to \$3.75; 360's, \$3.25 to \$3.60 per box; Californian apples, \$3 per box; pineapples, 20 to 25c.; Tennessee tomatoes, \$1.25 to \$1.50; new Bermuda onions, \$3 per crate; Californian plums, \$1.75 to \$2 per box; peaches, \$1.40 to \$1.75; limes, \$1.50 per box; gooseberries, 40c. per basket; raspberries, 9 to 11c.

#### COUNTRY PRODUCE.

**EGGS**—Business on local account is fair, but as yet the export trade has not opened up fully. Canded stock has been selling at 11½ to 12c., straight receipts at 10½ to 11c., and No. 2 stock at 9 to 9½c.

**HONEY**—The demand is slow and the market dull. We quote: White clover honey in comb, 12½ to 13½c.; white extracted, 9 to 10c.; buckwheat, in comb, 9 to 10c., and extracted, 7 to 8c.

**POTATOES**—It is difficult to secure good sound goods. New potatoes are growing in importance and the old stock is falling off in price. The best price obtainable in carlots is 45c.

**ASHES**—The tone of the market is steady with but a small business passing. We

GET  
YOUR

## BULK MIXED PICKLES

AND

FROM—

## CHOW CHOW

TAYLOR & PRINGLE

OWEN SOUND, ONT.

Owing to the increased demands on us by the grocery trade, who recognize the worth and selling qualities of

## "Capstan" Brand

grocery articles, we have been compelled to remove our manufacturing plant to larger premises and a better shipping centre.

We are now installed in our new factory at 50 Jarvis Street, Toronto, where we can meet your demands favorably.

The Capstan Mfg. Co., formerly of Collingwood, Ont.

# EPPS'S

GRATEFUL.  
COMFORTING.

IN ¼-LB. LABELLED TINS.

14-LB. BOXES.

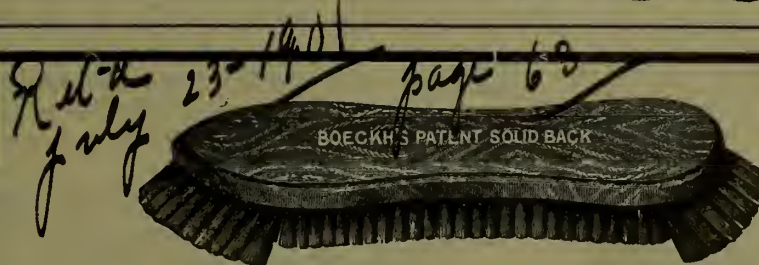
Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal.

In Nova Scotia, E. D. ADAMS, Halifax.

In Manitoba, BUCHANAN & GORDON, Winnipeg.

THE MOST  
NUTRITIOUS.

# COCOA



## BOECKH'S BRUSHES

are good brushes.

### WHY THEY ARE GOOD

Because we spare no expense to keep the quality up to the highest standard, and they have gained a reputation that has created a demand from the Atlantic to the Pacific.

It pays to handle them, as they never fail to please the customer.

**BOECKH BROS. & COMPANY**  
**TORONTO.**

quote: Firsts, \$4.25; seconds, \$3.85, and pearls, \$6.75 to \$7.25 per 100 lb.

### LIQUORS.

#### SCOTCH WHISKIES.

|                                                   | Per case of quarts.        |  |
|---------------------------------------------------|----------------------------|--|
| Roderick Dhu .....                                | \$9 50 less 3 p.c. 30 days |  |
| Usher's O.V.G. Special Reserve                    | 9 75 " " "                 |  |
| Usher's G.O.H. ....                               | 12 25 " " "                |  |
| Gaelic, Old Smuggler.....                         | 9 75 " " "                 |  |
| Greer's O.V.H. ....                               | 9 50 " " "                 |  |
| Old Mull .....                                    | 9 75 " " "                 |  |
| Sheriff's One Star .....                          | 10 25 " " "                |  |
| " V.O. ....                                       | 10 50 " " "                |  |
| Kilmarnoch .....                                  | 9 75 " " "                 |  |
| Doctor's Special .....                            | 10 00 " " "                |  |
| House of Lords .....                              | 10 75 " " "                |  |
| Bullock, Lade & Co.—                              |                            |  |
| Special blend .....                               | 9 25                       |  |
| Extra special .....                               | 11 00                      |  |
| John Dewar & Sons—                                |                            |  |
| Extra special .....                               | 9 50                       |  |
| Special liqueur .....                             | 12 25                      |  |
| Extra " .....                                     | 16 50                      |  |
| James Ainslie & Co.—                              |                            |  |
| Highland Dew .....                                | 6 75                       |  |
| Glen Lion, extra special                          | 12 50                      |  |
| J. Brown & Co.—                                   |                            |  |
| Duke of Cambridge ....                            | 12 00                      |  |
| Mitchell's—                                       |                            |  |
| Heather Dew .....                                 | 7 00                       |  |
| Special Reserve .....                             | 9 00                       |  |
| Mullmore .....                                    | 6 50                       |  |
| W. Teaches & Sons—                                |                            |  |
| Highland Cream, qts., \$9 50 less 3 p.c. 30 days. |                            |  |

#### CANADIAN WHISKIES.

|                                    | In barrels per gal.            |  |
|------------------------------------|--------------------------------|--|
| Gooderham & Worts, 65 O.P. ....    | \$4 50                         |  |
| Hiram Walker & Sons .....          | 4 50                           |  |
| J. P. Wiser & Son .....            | 4 49                           |  |
| J. E. Seagram .....                | 4 49                           |  |
| H. Corby .....                     | 4 49                           |  |
| Gooderham & Worts, 50 O.P. ....    | 4 10                           |  |
| Hiram Walker & Sons .....          | 4 10                           |  |
| J. P. Wiser & Son .....            | 4 09                           |  |
| J. E. Seagram .....                | 4 09                           |  |
| H. Corby .....                     | 4 09                           |  |
| Rye, Gooderham & Worts.....        | 2 20                           |  |
| " Hiram Walker & Sons .....        | 2 20                           |  |
| " J. P. Wiser & Son .....          | 2 19                           |  |
| " J. E. Seagram .....              | 2 19                           |  |
| " H. Corby .....                   | 2 19                           |  |
| Imperial, Walker & Sons .....      | 2 90                           |  |
| Canadian Club, Walker & Sons ..... | 3 60                           |  |
|                                    | Less than one bbl. per gallon. |  |
| 65 O.P. ....                       | \$4 55                         |  |
| 50 O.P. ....                       | 4 15                           |  |
| Rye .....                          | 2 25                           |  |

#### CHAMPAGNE.

The prices below are subject to the trade discount of 5 and 3 per cent.

|                                 | Per Case.       |  |
|---------------------------------|-----------------|--|
| Comte de Castellane—            |                 |  |
| Cuvee Reservee... { Quarts..... | \$12 50         |  |
| Carte d'Or.....                 | 13 50           |  |
| Champagne Ve Amiot—             |                 |  |
| Carte d'Or.....                 | 16 00           |  |
| " Blanche.....                  | 13 00           |  |
| " d'Argent .....                | 10 50           |  |
| Pommery—                        | Quarts. Pints.  |  |
| Sec and Extra Sec.....          | \$28 00 \$30 00 |  |
| Mumm's—                         |                 |  |
| Extra Sec.....                  | 28 00 30 00     |  |
| Moet & Chandon—                 |                 |  |
| White Seal.....                 | 28 00 30 00     |  |
| Brut Imperial .....             | 31 00 33 00     |  |
| Perrier-Jouet—                  |                 |  |
| Fruit .....                     | 28 00 30 00     |  |
| Reserve Dry .....               | 28 00 30 00     |  |

#### GIN.

|                               | Per Case. |  |
|-------------------------------|-----------|--|
| Pollen Zoon—                  |           |  |
| Red, cases of 15 bottles..... | \$9 75    |  |
| Green, " 12 " .....           | 4 75      |  |
| Violette, " 12 " .....        | 2 45      |  |
| P. Hoppe "Night Cap" Brand—   |           |  |
| Red, cases of 15 bottles..... | 10 50     |  |
| Green, " 12 " .....           | 5 25      |  |
| Yellow, " 15 " .....          | 10 75     |  |
| Blue, " 12 " .....            | 5 40      |  |
| Poney, " 12 " .....           | 2 50      |  |

|                                              | Per Gal. |  |
|----------------------------------------------|----------|--|
| Draught—                                     |          |  |
| Hogsheads.....                               | \$2 95   |  |
| Quarter casks.....                           | 3 00     |  |
| Octaves .....                                | 3 05     |  |
| De Kuyper—                                   |          |  |
| Violet, 2 doz. cases .....                   | 5 30     |  |
| Green, " " .....                             | 6 00     |  |
| Red, " " .....                               | 11 50    |  |
| White, " " .....                             | 4 00     |  |
| Terms, net 30 days, 1 per cent. off 10 days. |          |  |
| In five-case lots, freight may be prepaid.   |          |  |
| Key Brand—                                   |          |  |
| Red cases.....                               | 10 25    |  |
| Green " .....                                | 4 85     |  |
| Poney " .....                                | 2 60     |  |
| Melcher's—                                   |          |  |
| Infants (4 doz).....                         | 4 75     |  |
| Picnic .....                                 | 7 75     |  |
| Poney .....                                  | 2 60     |  |
| Blue cases .....                             | 4 75     |  |
| Green " .....                                | 5 50     |  |
| Red " .....                                  | 10 25    |  |
| Honeysuckle, sma'l.....                      | 7 90     |  |
| " large .....                                | 15 25    |  |

### FLOUR AND GRAIN.

**FLOUR**—The demand is almost purely a local one. Prices are steady. We quote as follows: Manitoba spring wheat patents, \$3.95 to \$4.20; winter wheat patents, \$3.45 to \$3.70; straight roller, \$3.20 to \$3.40; in bags, \$1.55 to \$1.65 and Manitoba strong bakers', \$3.50 to \$3.90.

**GRAIN**—We quote: No. 1 spring wheat, 74c. afloat July; peas, 80½c.; rye, 56 to 56½c.; No. 2 barley, 50 to 51c.; oats, 35 to 35½c.; buckwheat, 60 to 61c.; corn, 54 to 55c.

**OATMEAL**—Fair sales are reported at unchanged prices. The barrel is worth \$3.60 to \$3.80, and the bag \$1.75 to \$1.85.

**FEED**—The market shows an improved tone, owing to a better demand, but prices are unchanged. We quote: Ontario bran, in bulk, \$13; shorts, \$14; mouille, \$20 to \$24 per ton; Manitoba bran, including bags, \$14, and shorts, \$16.

**BALED HAY**—In baled, hay a fairly active trade continues to be done, and, as supplies of desirable goods are not excessive, prices are sustained. We quote: No. 1, \$10.50 to \$11.50; No. 2, \$9.50 to \$10.50, and clover, \$8.50 to \$9 per ton in carlots on track.

### CHEESE AND BUTTER.

**CHEESE**—The market has shown some improvement during the week, and prices have scored several advances. Trading has been put through at 9½c. for Ontario makes, 9½c. for Townships and 9¼c. for Quebecs.

**BUTTER**—The market remains steady, but the demand is not particularly active. At the wharf creamery sells at 19½ to 21c. Fancy creamery is very scarce.

### WHEAT FOUR FEET HIGH.

One of the finest samples of this year's growing wheat crop was brought to The Free Press office yesterday afternoon by Mr. Andrew Straug. The sheaf stands over four feet and was taken from the farm of Mr. Otto Gaube, proprietor of the Commercial Hotel, Altona, a few miles from the village. It is a beautiful indication of the productive soil of the Province.—Free Press.

### NEW BRUNSWICK MARKETS.

St. John, N.B., July 15, 1901.

THE interest of the week has been the naming of prices on vegetables by the association. It was somewhat of a surprise that corn, peas and tomatoes should be as high as last year. There have been a good many old goods bought. In general business is quiet. Cream of tartar is rather easier, though there is no change in price. There has been a strong effort made by the grocery clerks toward shorter hours, and it looks as if they would have at least some success. The retail stores close at seven, except on Saturdays. It has been a shame the hours that have ruled, the stores being kept open late every night, and Saturday till midnight.

**OILS**—In burning oils there is but small movement. In price there is no change, but the market is not a strong one. Paint oils show less sale, the best season of demand being over. Prices are quite firmly held. In lubricating oils, this is a quiet season, though there is a good general business. Prices are low. In cod oil, a little new is being received. The price is quite high. The market is bare. There is a demand for seal oil at a fair price. Wax and candles are unchanged.

**SALT**—There is quite a little to arrive within a week, and buyers would do well to place their orders ex-vessel. This is a good season for sales, though the country bought very freely in the spring. In fine salt there is a fair sale, chiefly for Canadian. Bulk salt in barrels has a good demand. We quote: Liverpool coarse, 50 to 55c.; English factory-filled, 95c. to \$1; Canadian fine, \$1 per bag; cheese and butter salt, bulk, \$2.10 per bbl.; 5-lb. bags, \$2.85 to \$2.90 per bbl.; 10-lb. bags, \$2.70 to \$2.75 per bbl.; 20-lb. wood boxes, 22c. each; 10-lb. wood boxes, 14c. each; cartons, \$2 per case of 2 doz.; English bottled salt, \$1.25 to \$1.30 per doz.; mineral rock salt, 60c. per 100 lb.

**CANNED GOODS**—The interest is in vegetables, the prices being named by the association during the past week. There was some surprise that they should be so high. Buying will not be large. Quite a few have been carried over, and quite a quantity of old goods have been bought at quite low figures. This will tend to hurt business and will mean little profit. In fruits there has not been a general quoting of prices. There are some oranges in figures quoted. Strawberries have been quite freely bought. The price is quite firm. Meats are quite active at even figures. Salmon are very firm. Little is doing at present. New haddies and sardines are offered. The competition keeps local fish low, except in kippered, in which the demand exceeds the supply.

**GREEN FRUITS**—This is the active line

## Fruit for July.

Watermelons, Lemons, Oranges,  
California Pears, Peaches,  
Plums, Bananas.

We have everything in the line. If you are interested and not already getting our weekly price lists, send us your name on a card.

Wanted, consignments of **HUCKLEBERRIES**, Prompt returns. References, R. G. DUN & Co.

**WHITE & CO., ...TORONTO**





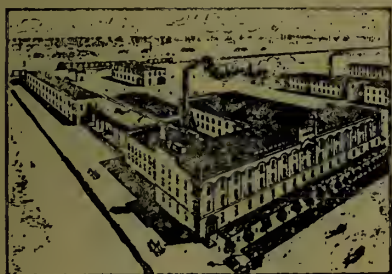
# The Illustrious Barnum Once Said\_\_\_\_\_

"You can fool **all** of the people some of the time, and **some** people all of the time, but you cannot fool **all** the people **all** the time."

Now, this applies to vinegar equally to the circus business. There was a time when the consumer thought he had to use that yellowish tinted, harsh, unpalatable article sold as vinegar—that time has passed, and the retailer that offers such "stuff" in this enlightened and scientific age will soon find his vinegar trade become beautifully less, and his competitor, who handles the first class article, has largely increased his vinegar business and **profits**.

**IMPERIAL WHITE WINE**, for instance, has largely increased his trade and profit. "Imperial" is the acme of vinegar manufacture. Clear, Sparkling, Smooth, Even-Flavored, and guaranteed full Government Strength. The best for all purposes that vinegar can be used.

**IMPERIAL** costs no more than other first class vinegars. See that the name "**IMPERIAL**" is on the barrel.



## THE WALKERVILLE MATCH CO., LIMITED

Manufacturers of the Celebrated

Maple Leaf, Crown,  
Knight and Imperial  
Parlor Matches



The well and favorably-known

Hero and Jumbo  
Sulphur Matches

**Our Leaders** that give the dealers a big profit: { Imperial Parlor, 1,000 matches, to retail for 5 cents.  
Jumbo Sulphur, 1,000 " " " 5 "

Our goods are put up in neat and attractive packages, and are for sale by all first-class grocers.

### "My Little Girl Lives on Them"

was said to us by one of our customers recently of our Baked Beans. While that statement may not be **literally** true, it conveys the idea that we have been trying to express. It is a proof of the satisfying quality of our product. Ask us for a "Sample."

THE KENT CANNING CO., Limited - Chatham, Ont.

with Californian pears freely offered and tending lower. Californian fruits have a large sale. Plums have been in good demand. Apricots are about done. Few oranges are being sold. The price is quite high. Bananas are free sellers. Some watermelons are offered, but the sale is still light. The price is quite high. Lemons have a good sale. There has been a sharp advance in prices. This is the busy season in the American market. Pines are but fair sellers. Strawberries have continued very low, being plentiful. They have been lower than usual. Raspberries are offered, but the sale is more limited, except in the wild berries, in which the quantity shipped from some parts of the Province is very large. Nova Scotian cherries are quite freely received, and prices are tending lower.

**DRIED FRUITS**—This is a quiet line in spot goods. Raisins of all kinds, but particularly Valentias, are dull. Buyers are looked for. Currants are in light demand. The sale is for cleaned. In dates, there is some sale for package goods. Dates are also being sold. Prices are low. The dark dates seem to have the demand. Peels are being bought, and there is a good business, even though citron is costing quite a little higher than last year. Onions are light stock. Shipments of Egyptian are done. In evaporated apples, while there is a light demand, prices are higher, and it is thought new goods will open high. There is some inquiry for dried.

**DAIRY PRODUCE**—Eggs are but fair sellers, and though stocks are not large, the price is quite low. There is quite a wide range in prices. Butter is somewhat firmer, though still low. There is inquiry for best stock. Cheese keeps quite firm. The local demand is for twins.

**SUGAR**—The refinery has dropped back to the figures before the advance, the market going off ten cents during the past week. There is a large sale. The continued presence of foreign granulated keeps figures low. Yellows sell slowly.

**MOLASSES**—There is a cargo of Porto Rico landing and further lots are to arrive. The market is kept low by the offerings of some importers, so that some are inclined to hold stocks, though there seems small chance of higher figures. Barbados is offered. Some nice stock has been received.

**FISH**—Fresh salmon are still the chief movement. The catch has been quite large, and prices have been well maintained. The market is firm. There is little other fresh fish, except cod and haddock. Dry cod-fish are rather higher. Pollock have little sale. Pickled Bay herring are lower, there being but little sale at this season. There are fair arrivals of new fish. Smoked herring show no change. Business is quiet. The hot weather affects shipments to the West Indies. We quote: Large and medium dry cod, \$3.75 to \$3.85; small, \$2.15 to \$2.30; haddies, 5 to 6c.; smoked herring, 11 to 12c.; fresh haddock and cod, 21-2c.; boneless fish, 4 to 5c.; pollock, \$1.50 to \$1.65 per 100 lb.; pickled herring, \$1.75 to \$1.85 per half bbl.; Canso herring, \$5 per bbl., \$2.75 per half bbl.; shellburne, \$4.50 per bbl., \$2.25 per half bbl.; salmon, 11 to 12c.

**FLOUR, FEED AND MEAL**—Flour is easy and the demand light. The feeling favors low prices. Oats are light sellers. Oatmeal shows a wide range in price, but seems firm. Business is small. Cornmeal sells freely. Prices are rather higher, and strong with an upward tendency. Beans are light sellers, but western prices are rather firmer. Blue peas are high and sup-

plies scarce. Local demand for hay is dull. We quote: Manitoba flour, \$1.70 to \$1.75; best Ontario, \$3.80 to \$3.90; medium, \$3.65 to \$3.80; oatmeal, \$3.85 to \$4; cornmeal, \$2.35 to \$2.40; middlings, \$2.2 to \$2.3; oats, 40 to 42c.; handpicked beans, \$1.65 to \$1.75; prime, \$1.55 to \$1.60; yellow eye beans, \$2.40 to \$2.60; split peas, \$1.10 to \$1.15; blue peas, \$1.25 to \$1.40; pot barley, \$3.85 to \$4; hay, \$12 to \$13.

#### MARKET NOTES.

Northrup & Co. daily receive consignments of Nova Scotian cherries.

The F. C. Colwell Co. have a further shipment of Corona dates and figs to hand.

Thomas Gorman is again at his desk after a pleasant, though somewhat warm, holiday trip to Boston and the beaches.

#### SOCKEYE SALMON PRICES IN THE U.S.

A private telegram from the Coast to-day received by the agents of one of the largest outside packers on Puget Sound, who also has interests in Alaska, quotes the following prices on the 1901 pack: Fancy sockeye, talls, \$1.20; flats, \$1.35, and halves, 90c.; Cohoes, medium red fish, halves, 75c.; flats, 1-lb., \$1.10; humpbacks, best grade of pink, 70c. for talls; red Alaska, half flats, 75c.; flats, \$1.10. Prices are f.o.b. Puget Sound, usual terms. In this connection it may be mentioned that some packers recently made prices a shade lower than the figures above. The prices just named, it is stated, are guaranteed against the average prices of the new combine, and in some quarters there is a feeling that these figures will be the ruling basis from now on.

Talk on the street regarding probable opening prices by the new combine favors a basis of values around \$1.40 for flats and \$1.25 for talls. While there is, so far as can be learned, no authority on which to base this view, those best posted on salmon matters say they would not be surprised if the \$1.40 basis for flats were fixed eventually when the Coast combine begins operations.—N. Y. Journal of Commerce, July 13.

#### PIG FEEDING.

In a pig-feeding test at the South Carolina Experiment Station it was found that the hams from the pigs fed from the different crops were all cured in the same way. The shrinkage did not vary greatly, ranging from 22 to 27 per cent. The lean meat in the hams from the pigs fed with Spanish peanuts exclusively was coarse and stringy. The hams were tainted somewhat, though treated like the others in every particular. The lard from these pigs had a lower melting point than that from those fed with the other crops.

The amount of the different feeding stuffs required to produce a pound of pork was: Corn, 6.02 pounds; Spanish peanuts, 4.43 pounds; sweet potatoes, 32.17 pounds, and cowpeas, 4.91 pounds. Taking account of the gains made and the yield of different crops, and rating pork at 5 cents per pound, the corn was calculated to be worth \$6.97 per acre; Spanish peanuts, \$24.37; sweet potatoes, \$18.47, and cowpeas, \$6.12.

The pigs used in this test, which covered thirty-three days, weighed from 117 to 200 pounds when the trial began. They were regarded as too large for the best results.—National Provisioner.

#### CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 2c. a word each insertion; cash in advance. Letters, figures, and abbreviations each count as one word in estimating cost.

#### TRAVELLER WANTED.

WHOLESALE GROCERY HOUSE WANTS traveller for section between Brockville and Pembroke. Must have good connections. State salary expected. Box 56, CANADIAN GROCER, Toronto. (30)

#### AGENCY WANTED.

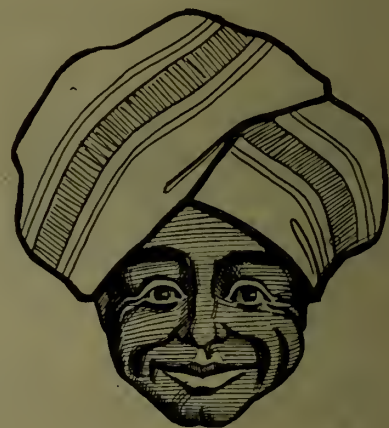
A RELIABLE MANUFACTURERS' AGENT, travelling in the Maritime Provinces and Newfoundland, wants to represent on commission, a reliable provision house or wholesale grocer, in addition to his present business. Apply to JOHN B. HARTY, box 163, North Sydney, N.S. (15)

#### CANADIAN

## Kipperred Herrings

New pack, now in store.

**WARREN BROS. & CO.**  
TORONTO.



**ROSS'**  
**HIGH GRADE**  
**TEA**

In supplying YOUR trade do you take PURITY into consideration; ROSS'S High-Grade Tea is the only pure Ceylon tea on the market, all others are mixed with China and other teas.

THE ROSS TEA CO. - - TORONTO.



# CURRENT MARKET QUOTATIONS

July 18, 1901.

This list is corrected every Thursday, and the quotations herein given are for the cities of Montreal, Toronto, St. John N. B., and Halifax. The prices are solicited for publication, and are of such quantities and qualities as are usually ordered by retail dealers on the usual terms of credit. For Winnipeg market report and prices, see page —

Goods in large lots and for prompt pay are generally obtainable at lower prices. All quotations for staple products are under the direct control of the Editors, who call daily upon all the leading houses in the principal centres.

## BUTTER, CHEESE AND EGGS

|                                 | Montreal. |         | Toronto. |     | St. John, Halifax. |     |
|---------------------------------|-----------|---------|----------|-----|--------------------|-----|
| Dairy, choice, large rolls, lb. | \$0 14    | \$0 14½ | \$       | \$  | \$                 | \$  |
| " " pound blocks.....           | 16        | 0 17    | 16       | 17  | 18                 | 19  |
| " " tubs, best.....             | 16        | 17      | 16       | 17  | 15                 | 17  |
| " " tubs, sec. grade.....       | 15        | 16      | 12       | 14  | 12                 | 14  |
| Creamery, boxes.....            | 19½       | 20      | 1        | 20  | 18                 | 20  |
| " prints.....                   | 21        | 20      | 21       | 22  | 20                 | 22  |
| Cheese, new, per lb.....        | 9½        | 10      | 9½       | 10  | 10                 | 10½ |
| Eggs, new laid, per doz.....    | 11        | 11½     | 11       | 11½ | 10                 | 12  |

## CANNED GOODS

|                                 |       |       |       |       |       |       |
|---------------------------------|-------|-------|-------|-------|-------|-------|
| Apples, 2's.....                | 80    | 0 90  | 0 75  | 0 90  | 1 00  | 1 10  |
| " " gallons.....                | 1 65  | 1 75  | ..... | 2 00  | 2 15  | 2 25  |
| Asparagus.....                  | 2 20  | 2 25  | 2 00  | 2 40  | ..... | ..... |
| Beets.....                      | 1 00  | 1 00  | 95    | 1 10  | ..... | ..... |
| Blackberries, 2's.....          | ..... | 1 30  | 1 40  | 1 70  | 1 50  | 1 80  |
| Blueberries, 2's.....           | 80    | 85    | 75    | 85    | 95    | 1 00  |
| Beans, 2's.....                 | 80    | 90    | 75    | 80    | 90    | 95    |
| Corn, 2's.....                  | 70    | 80    | 70    | 75    | 80    | 85    |
| Cherries, red, pitted, 2's..... | 2 15  | 2 20  | 2 10  | 2 25  | 2 30  | 2 40  |
| " " white.....                  | 2 00  | 2 15  | 2 00  | 2 25  | ..... | ..... |
| Peas, 2's.....                  | 70    | 80    | 70    | 75    | 80    | 85    |
| " " silted.....                 | 90    | 1 00  | ..... | 1 00  | 1 10  | 1 15  |
| " " extra silted.....           | 1 00  | 1 10  | 1 25  | 1 30  | 1 20  | 1 25  |
| Pears, Bartlett, 2's.....       | 1 40  | 1 60  | ..... | 1 50  | 1 75  | 1 80  |
| " " 8's.....                    | 1 90  | 2 00  | 2 00  | 2 40  | 2 25  | 2 50  |
| Pineapple, 2's.....             | 1 75  | 2 40  | 2 25  | 2 50  | 2 15  | 2 25  |
| " " 8's.....                    | 2 40  | 2 60  | 2 50  | 2 60  | 2 50  | 2 60  |
| Peaches, 2's.....               | 1 50  | 1 90  | 1 75  | 1 90  | ..... | 1 85  |
| " " 8's.....                    | 2 25  | 2 90  | 2 50  | 2 75  | 2 70  | 2 85  |
| Plums, green gages, 2's.....    | 1 25  | 1 35  | 1 10  | 1 25  | 1 30  | 1 60  |
| " " Lombard.....                | 1 00  | 1 25  | 1 00  | 1 10  | 1 30  | 1 50  |
| " " Damsen, blue.....           | 1 00  | 1 25  | ..... | 1 00  | 1 10  | 1 30  |
| Pumpkins, 8's.....              | ..... | 85    | 80    | 85    | 1 00  | 1 25  |
| " " gallon.....                 | ..... | ..... | 2 10  | 2 25  | 2 10  | 2 25  |
| Raspberries, 2's.....           | 1 45  | 1 60  | 1 60  | 1 80  | 1 70  | 1 75  |
| Succotash, 2's.....             | 1 70  | 1 85  | 1 60  | 1 90  | 1 75  | 1 80  |
| Tomatoes, 3's.....              | 1 00  | 1 25  | ..... | 1 15  | 1 10  | 1 15  |
| Lobster, tails.....             | 2 75  | 3 20  | ..... | 3 25  | 3 00  | 3 25  |
| " " 1-lb. flats.....            | 3 00  | 3 75  | 3 50  | 3 70  | ..... | 1 25  |
| " " ½-lb. flats.....            | 1 75  | 1 85  | 1 75  | 1 80  | ..... | 1 75  |
| Mackerel.....                   | 1 00  | 1 10  | 1 15  | 1 25  | 1 35  | 1 45  |
| Salmon, sockeye, Fraser.....    | 1 50  | 1 85  | 1 75  | 1 85  | 1 50  | 1 75  |
| " " Northern.....               | ..... | ..... | 1 60  | 1 65  | 1 50  | 1 60  |
| " " Horseshoe.....              | ..... | ..... | ..... | ..... | ..... | ..... |
| " " Cohoes.....                 | 1 10  | 1 25  | 1 25  | 1 30  | 1 25  | 1 50  |
| Sardines, Albert, ½'s.....      | 12    | 12½   | 12½   | 13    | 14    | 15    |
| " " ½'s.....                    | 20    | 21    | 20    | 21    | 20    | 21    |
| " " Sportman, ½'s.....          | 11½   | 12    | ..... | 12½   | ..... | 12    |
| " " ½'s.....                    | 19    | 20    | ..... | 21    | 20    | 21    |
| " " key opener, ½'s.....        | 9     | 11    | 10½   | 11    | 16    | 18    |
| " " ½'s.....                    | ..... | 18    | 18½   | 23    | 10    | 11    |
| " " P. & C., ½'s.....           | 20    | 22½   | 23    | 25    | 23    | 25    |
| " " ½'s.....                    | 27½   | 30    | 33    | 36    | 83    | 86    |
| " " Domestic, ½'s.....          | 4     | 4½    | 4     | 4½    | 4     | 4½    |
| " " ½'s.....                    | 7     | 8     | 9     | 11    | ..... | ..... |
| " " Mustard, ½ size, cases..... | 7 50  | 11 00 | 8 50  | 9 00  | 8 00  | 9 00  |
| 50 tins, per 100.....           | ..... | ..... | ..... | ..... | 1 00  | 1 10  |
| Haddles.....                    | 1 00  | 1 85  | 1 00  | 1 75  | 1 00  | 1 10  |
| Kipper Herrings.....            | 1 00  | 1 55  | 1 00  | 1 70  | ..... | 2 00  |
| Herring in Tomato Sauce.....    | 1 00  | 1 55  | 1 00  | 1 70  | ..... | 2 00  |

## CANDIED PEELS

|                    |    |    |    |    |    |    |
|--------------------|----|----|----|----|----|----|
| Lemon, per lb..... | 10 | 11 | 12 | 12 | 13 | 13 |
| Orange, ".....     | 11 | 12 | 13 | 12 | 13 | 13 |
| Citron, ".....     | 15 | 15 | 17 | 15 | 17 | 17 |

## GREEN FRUITS

|                                      |       |       |       |       |       |       |
|--------------------------------------|-------|-------|-------|-------|-------|-------|
| Oranges, Rhodi.....                  | ..... | ..... | 3 50  | 3 00  | 3 50  | ..... |
| " " Cal. late Valencias.....         | ..... | ..... | 4 50  | ..... | ..... | ..... |
| Lemons, Messina, per box.....        | 1 50  | 2 75  | 4 50  | 5 00  | 4 50  | 5 00  |
| Bananas, Firsts, per bunch.....      | 1 25  | 2 25  | 1 75  | 2 25  | 1 50  | 2 00  |
| Apples, per bbl.....                 | 4 00  | 5 00  | ..... | ..... | ..... | ..... |
| Cocanuts, per 100.....               | ..... | ..... | 3 50  | 3 75  | 3 25  | 3 25  |
| Pineapples, Floridas, per crate..... | ..... | ..... | 3 25  | 3 75  | 12    | 16    |
| Strawberries, per quart.....         | 0 08  | 0 15  | ..... | ..... | 1 25  | 1 50  |
| Cal. Peaches.....                    | ..... | ..... | 1 75  | 2 00  | 1 80  | 2 00  |
| " " Plums.....                       | ..... | ..... | ..... | ..... | 1 75  | ..... |
| " " Apricots.....                    | ..... | ..... | ..... | ..... | 1 75  | ..... |
| " " Pears.....                       | ..... | ..... | 4 00  | 3 50  | 3 75  | ..... |

## SUGAR

|                                         |      |       |      |       |       |       |
|-----------------------------------------|------|-------|------|-------|-------|-------|
| Granulated St. Lawrence and Red.....    | 4 50 | ..... | 4 68 | 4 65  | 4 75  | ..... |
| Granulated, Acadia.....                 | 4 45 | ..... | 4 63 | ..... | 4 60  | ..... |
| Paris Imp, bbls, and 100-lb. boxes..... | 5 00 | ..... | 5 28 | ..... | 0 06  | ..... |
| " " In 50-lb. boxes.....                | 5 10 | ..... | 5 45 | ..... | ..... | ..... |
| Extra Ground 100g, bbls.....            | 5 00 | ..... | 5 45 | ..... | ..... | ..... |
| Powdered, bbls.....                     | 4 65 | ..... | 5 20 | 5 55  | 5 80  | ..... |
| Phoenix.....                            | 4 35 | ..... | 4 68 | ..... | ..... | ..... |
| Cream.....                              | 4 40 | ..... | 4 58 | ..... | ..... | ..... |
| Extra bright coffee.....                | 4 35 | ..... | 4 53 | 4     | 4½    | ..... |
| Bright coffee.....                      | 4 25 | ..... | 4 43 | 3 75  | 4 00  | ..... |
| Bright yellow.....                      | 4 15 | ..... | 4 33 | ..... | 3 50  | ..... |
| No. 3 yellow.....                       | 4 05 | ..... | 4 23 | 3 80  | 3 92½ | ..... |
| No. 2 yellow.....                       | 4 00 | ..... | 4 18 | ..... | ..... | ..... |
| No. 1 yellow.....                       | 3 85 | ..... | 4 08 | ..... | ..... | ..... |

## HARDWARE

### PAINTS AND OILS

|                                     |        |       |        |       |        |       |
|-------------------------------------|--------|-------|--------|-------|--------|-------|
| Wire nails, base.....               | \$2 85 | ..... | \$2 85 | ..... | \$3 20 | ..... |
| Cut nails, base.....                | 2 35   | ..... | 2 35   | ..... | 2 85   | ..... |
| Barbed wire, per 100-lb.....        | 3 05   | ..... | 3 05   | ..... | 3 50   | 3 75  |
| Oiled and Annealed Wire, No. 9..... | 2 80   | ..... | 2 80   | ..... | .....  | ..... |
| White lead, Pure.....               | 6 25   | ..... | 6 37½  | ..... | 6 80   | ..... |
| Lined oil, 1 to 4 bbls., raw.....   | 83     | ..... | 81     | ..... | 83     | ..... |
| " " " " boiled.....                 | 86     | ..... | 84     | ..... | 86     | ..... |
| Turpentine, single bbls.....        | 55     | ..... | 55     | ..... | 57     | 58    |

## SYRUPS AND MOLASSES

|                                 |       |       |       |       |       |       |
|---------------------------------|-------|-------|-------|-------|-------|-------|
| Syrups—                         | ..... | 1½    | ..... | ..... | ..... | ..... |
| Dark.....                       | ..... | 30    | ..... | 32    | ..... | ..... |
| Medium.....                     | ..... | 2½    | ..... | 37    | 34    | 36    |
| Bright.....                     | ..... | 2½    | ..... | 3     | 36    | 38    |
| Corn Syrup, barrel, per lb..... | ..... | 3     | ..... | 3½    | ..... | ..... |
| " " " " ½ bbls. ".....          | ..... | 3½    | ..... | 3½    | ..... | ..... |
| " " " " 2 gal. pails, each..... | 1 40  | ..... | 1 40  | ..... | ..... | ..... |
| " " " " 2 gal. " ".....         | 1 05  | ..... | 1 05  | ..... | ..... | ..... |
| Honey.....                      | ..... | 40    | ..... | 40    | ..... | ..... |
| " " 25-lb. pails.....           | 90    | ..... | 1 00  | ..... | ..... | ..... |
| " " 38-lb. pails.....           | 1 20  | ..... | 1 40  | ..... | ..... | ..... |
| Molasses—                       | ..... | ..... | ..... | ..... | ..... | ..... |
| New Orleans.....                | 22    | 30    | 23    | 60    | 29    | 36    |
| Barbadoes.....                  | 29    | ..... | ..... | 21    | 28    | ..... |
| Porto Rico.....                 | ..... | 38    | 42    | 30    | 34    | ..... |
| Antigua.....                    | ..... | ..... | ..... | ..... | ..... | ..... |
| St. Croix.....                  | ..... | ..... | ..... | ..... | ..... | ..... |

## CANNED MEATS

|                                  |       |        |        |        |        |        |
|----------------------------------|-------|--------|--------|--------|--------|--------|
| Comp. corn beef, 1-lb. cans..... | 1 50  | \$1 85 | \$1 60 | \$1 65 | \$1 60 | \$1 70 |
| " " 2-lb. cans.....              | 2 75  | 3 30   | 2 85   | 3 00   | 2 80   | 2 90   |
| " " 6-lb. cans.....              | 8 50  | 11 00  | .....  | 8 25   | 8 75   | 9 25   |
| " " 14-lb. cans.....             | 20 00 | 24 50  | .....  | 19 50  | 20 00  | 21 00  |
| Minced callops, 2-lb. can.....   | 2 00  | 2 75   | .....  | 2 60   | 2 50   | 2 80   |
| Lunch tongue, 1-lb. can.....     | 3 00  | 3 90   | .....  | 3 00   | 3 00   | 3 25   |
| " " 2-lb. can.....               | 6 00  | 7 90   | .....  | 7 00   | 5 80   | 6 00   |
| English brawn, 2-lb. can.....    | 2 40  | 2 75   | .....  | 2 45   | 2 75   | 2 80   |
| Camp sausage, 1-lb. can.....     | ..... | .....  | .....  | 2 50   | 2 50   | .....  |
| " " 2-lb. can.....               | ..... | .....  | .....  | 4 00   | 4 00   | .....  |
| Soups, assorted, 1-lb. can.....  | 1 15  | 1 50   | .....  | 1 50   | 1 40   | .....  |
| " " 2-lb. can.....               | 2 40  | 2 45   | .....  | 2 20   | 2 25   | .....  |
| Soups and Bouill, 2-lb. can..... | 1 75  | 2 50   | .....  | 1 80   | 1 75   | .....  |
| " " 6-lb. can.....               | 3 50  | 5 85   | .....  | 4 50   | 4 25   | 4 50   |
| Sliced smoked beef, ½'s.....     | 1 65  | 1 70   | 1 65   | 1 70   | .....  | 2 00   |
| " " 1's.....                     | 2 75  | 3 10   | 2 80   | 2 95   | .....  | 8 25   |

## FRUITS

|                                 |       |       |       |       |       |       |
|---------------------------------|-------|-------|-------|-------|-------|-------|
| Foreign.....                    | ..... | ..... | ..... | ..... | 12    | 12½   |
| Currents, Provincials, bbl..... | ..... | ..... | ..... | ..... | ..... | ..... |
| " " ½-bbls.....                 | ..... | ..... | ..... | ..... | ..... | ..... |
| " " Filatras, bbls.....         | 10    | ..... | ..... | ..... | ..... | ..... |
| " " ½-bbls.....                 | 10    | ..... | ..... | ..... | ..... | ..... |
| " " cases.....                  | 10    | 9½    | 10    | ..... | ..... | ..... |
| " " ½-cases.....                | 10½   | 9½    | 10    | 12½   | 12    | ..... |
| Patras, bbls.....               | ..... | ..... | ..... | ..... | ..... | ..... |
| " " ½-bbls.....                 | ..... | ..... | ..... | ..... | ..... | ..... |
| " " cases.....                  | 11    | 10½   | 11    | ..... | ..... | ..... |
| " " ½-cases.....                | 11    | 10½   | 11    | ..... | ..... | ..... |
| Vostizzas, cases.....           | 14    | 15    | 12    | 13    | ..... | ..... |
| Dates, Halawees.....            | 3     | 3½    | 4     | 4½    | ..... | ..... |
| " " ½'s.....                    | 70    | 90    | 9½    | 12    | 10    | 12    |
| Figs, 10-lb. boxes.....         | ..... | ..... | ..... | ..... | ..... | ..... |
| " " Mats, per lb.....           | 3½    | 3½    | ..... | 3½    | ..... | ..... |
| " " 7 cr., 25-lb. boxes.....    | ..... | ..... | ..... | 16    | ..... | ..... |
| " " 1-lb. glove boxes.....      | ..... | ..... | ..... | 12    | ..... | ..... |
| Prunes, California, 30's.....   | 8     | 8     | 8½    | 10    | 12    | ..... |
| " " 40's.....                   | 7½    | 7½    | 8     | 8½    | 9     | ..... |
| " " 50's.....                   | 7½    | 7½    | 7½    | 7½    | 8     | ..... |
| " " 60's.....                   | 7     | 6     | 7     | 7     | 7½    | ..... |
| " " 70's.....                   | 6½    | 6     | 6½    | 6½    | 7     | ..... |
| " " 80's.....                   | 6     | 5½    | 6     | 6     | 6½    | ..... |
| " " 90's.....                   | 5½    | 5     | 5½    | 5½    | 6     | ..... |
| " " 100's.....                  | 5     | 4½    | 5     | 5½    | 6     | ..... |
| " " Bosnia, A's.....            | ..... | ..... | ..... | ..... | ..... | ..... |
| " " B's.....                    | ..... | ..... | 7½    | 8     | ..... | ..... |
| " " U's.....                    | ..... | 5     | 6½    | 6½    | ..... | ..... |
| " " French, 50's.....           | ..... | ..... | ..... | ..... | ..... | ..... |
| " " 110's.....                  | 3½    | 8½    | 3½    | 4     | ..... | ..... |
| Raisins, Fine off stalk.....    | 5     | 5½    | 5     | 7     | 8     | 8½    |
| " " Selected.....               | 5½    | 6     | 6     | 7½    | 9     | 9½    |
| " " Selected layers.....        | 6     | 6½    | 7½    | 8     | ..... | 10    |
| " " Sultanas.....               | 8     | 10    | 9     | 12    | 10    | 12    |
| " " California, 2-crown.....    | 5     | 5½    | ..... | ..... | 8½    | 9½    |
| " " 3-crown.....                | ..... | 6     | ..... | 7½    | 9     | 9½    |
| " " 4-crown.....                | ..... | 6½    | ..... | 8½    | 10    | 10½   |
| " " seeded, 3-cr.....           | 9½    | 10    | 10    | 11    | 10    | 10½   |
| " " Malaga, Lon. layers.....    | 1 50  | ..... | 2 00  | 2 25  | 2 40  | ..... |
| " " Black baskets.....          | ..... | ..... | 2 25  | 2 50  | 2 75  | ..... |
| " " Blue baskets.....           | ..... | ..... | 2 80  | 3 00  | 3 00  | ..... |
| " " Dehesa clusters.....        | ..... | 3 00  | 4 00  | 3 25  | 3 50  | ..... |
| " " Choice clusters.....        | 2 75  | 3 00  | ..... | 3 00  | ..... | ..... |

## PROVISIONS

|                       |       |       |       |       |       |       |
|-----------------------|-------|-------|-------|-------|-------|-------|
| Dry Salted Meats—     | ..... | ..... | ..... | ..... | ..... | ..... |
| Long clear bacon..... | 10    | 11    | 11½   | ..... | ..... | ..... |
| Smoked meats—         | ..... | ..... | ..... | ..... | ..... | ..... |
| Breakfast bacon.....  | 14    | 14    | 14½   | ..... | ..... | ..... |
| Rolls.....            | 11    | 11    | 11    | 11    | 12    | ..... |
| Medium Ham.....       | 13    | 14    | 13½   | 14    | 14    | ..... |
| Large Ham.....        | ..... | 12½   | 13    | ..... | ..... | ..... |
| Shoulder hams.....    | 11    | 11    | 11½   | 8     | 9     | ..... |
| Backs.....            | ..... | 14    | 14½   | ..... | ..... | ..... |

*Our Handsome*

# BRASS TEA SCOOPS AND STOCK CANISTER

will give universal satisfaction to the dealer, and the

## Queen Alexandra Blend Tea

that goes with it is superior to anything ever offered **CANADIAN** merchants. Send along your order for **ONE HUNDRED POUNDS NET**, and you will not only be delighted with the scoops and canisters, but also be well pleased with **QUEEN ALEXANDRA TEA**, which costs you **30c.** per lb. delivered.

**ON APPLICATION** we will furnish you with samples.

**THE "OZO" CO., Limited**  
**MONTREAL.**



| COFFEE                           | Montreal. | Toronto. | St. John, Halifax. |
|----------------------------------|-----------|----------|--------------------|
| Green—                           |           |          |                    |
| Mocha.....                       | 24        | 23       | 28                 |
| Old Government Java.....         | 27        | 22       | 30                 |
| Rio.....                         | 10        | 7½       | 9½                 |
| Santos.....                      | 9½        | 10½      | 12                 |
| Plantation Ceylon.....           | 29        | 26       | 30                 |
| Porto Rico.....                  | 22        | 25       | 24                 |
| Gautemala.....                   | 22        | 25       | 24                 |
| Jamaica.....                     | 18        | 15       | 20                 |
| Maracaibo.....                   | 18        | 13       | 18                 |
| <b>NUTS</b>                      |           |          |                    |
| Brazil.....                      | 15        | 16       | 8½                 |
| Valencia shelled almonds.....    | 31        | 32       | 22                 |
| Tarragona almonds.....           | 11½       | 12½      | 13                 |
| Formegetta almonds.....          | 10        | 14½      | 13                 |
| Jordan shelled almonds.....      | 40        | 40       | 15                 |
| Peanuts (roasted).....           | 7½        | 8        | 9                  |
| " (green).....                   | 6½        | 7        | 10                 |
| Cocanuts, per sack.....          | 3 00      | 3 75     | 4 00               |
| per doz.....                     | 60        | 60       | 70                 |
| Grenoble walnuts.....            | 9½        | 10       | 12                 |
| Marhot walnuts.....              | 10        | 11½      | 9                  |
| Bordeaux walnuts.....            | 7         | 8        | 9                  |
| Sicily filberts.....             | 9         | 10       | 10                 |
| Naples filberts.....             | 10        | 11       | 10                 |
| Pecans.....                      | 10        | 12       | 11                 |
| Shelled Walnuts.....             | 19        | 20       | 12                 |
| <b>SODA</b>                      |           |          |                    |
| Bl-carb, standard, 112-lb. keg   | 1 65      | 1 80     | 1 70               |
| Sal soda, per bbl.....           | 70        | 75       | 85                 |
| Sal Soda, per keg.....           | 95        | 1 00     | 90                 |
| Granulated Sal Soda, per lb..... |           | 1        | 95                 |
| <b>SPICES</b>                    |           |          |                    |
| Pepper, black, ground, in kegs   |           |          |                    |
| palls, boxes.....                | 16        | 18       | 14                 |
| " in 5-lb. cans.....             | 14        | 17       | 15                 |
| " whole.....                     | 15        | 17       | 12                 |
| Pepper, white, ground, in kegs   |           |          |                    |
| palls, boxes.....                | 26        | 27       | 24                 |
| " 5-lb. cans.....                | 25        | 26       | 20                 |
| " whole.....                     | 23        | 25       | 22                 |
| Ginger, Jamaica.....             | 19        | 25       | 20                 |
| Cloves, whole.....               | 12        | 30       | 18                 |
| Pure mixed spice.....            | 25        | 30       | 25                 |
| Cassia.....                      | 13        | 18       | 16                 |
| Dream tartar, French.....        | 25        | 24       | 20                 |
| " " heat.....                    | 28        | 25       | 25                 |
| Allspice.....                    | 10        | 15       | 16                 |
| <b>WOODENWARE</b>                |           |          |                    |
| Palls, No. 1, 2-hoop.....        | 1 90      | 1 60     | 1 90               |
| " 3-hoop.....                    | 2 05      | 1 75     | 2 05               |
| " half, and covers.....          | 1 75      | 1 70     | 1 75               |
| " quarter, jam and covers.....   | 1 45      | 1 20     | 1 45               |
| " candy, and covers.....         | 2 70      | 3 20     | 3 20               |
| Tubs No. 0.....                  | 11 00     | 8 50     | 11 00              |
| " " 1.....                       | 9 00      | 7 00     | 9 00               |
| " " 2.....                       | 8 00      | 6 25     | 8 00               |
| " " 3.....                       | 7 00      | 5 35     | 7 00               |

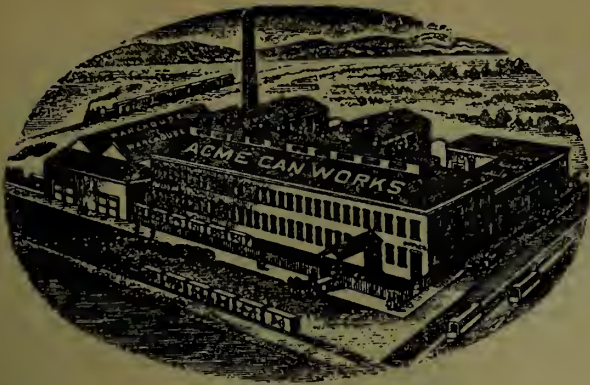
## PETROLEUM

|                                | Montreal. | Toronto. | St. John, Halifax. |
|--------------------------------|-----------|----------|--------------------|
| Canadian water white.....      | 14½       | 15½      | 17                 |
| Sarnia water white.....        | 16        | 17       | 17½                |
| Sarnia prime white.....        | 18        | 18       | 16½                |
| American water white.....      | 19        | 19       | 18½                |
| Pratt's Astral (harrels extra) | 18½       | 19       | 19½                |
| <b>Black— TEAS</b>             |           |          |                    |
| Congou—Half-chests Kalsow,     |           |          |                    |
| Monling, Paking.....           | 13        | 60       | 12                 |
| Caddies Paking, Kalsow.....    | 17        | 40       | 18                 |
| Indian—Darjeelings.....        | 35        | 55       | 35                 |
| Assam Pekoe.....               | 20        | 40       | 20                 |
| Pekoe Souchong.....            | 18        | 25       | 18                 |
| Ceylon—Broken Pekoes.....      | 35        | 42       | 35                 |
| Pekoe Souchong.....            | 20        | 30       | 20                 |
| China Greens.....              | 17½       | 40       | 17                 |
| Gunpowder—Cases, extra first   |           |          |                    |
| Half-chests, ordinary firsts   | 42        | 50       | 42                 |
| Young Hyson—Cases, sifted      | 22        | 28       | 22                 |
| extra firsts.....              | 42        | 50       | 42                 |
| Cases, small leaf, firsts..... | 35        | 40       | 35                 |
| Half-chests, ordinary firsts   | 22        | 33       | 22                 |
| Half-chests, seconds.....      | 17        | 19       | 17                 |
| " thirds.....                  | 15        | 17       | 15                 |
| " common.....                  | 13        | 14       | 13                 |
| Pingsneya—                     |           |          |                    |
| Young Hyson, ½-chests, firsts  | 28        | 32       | 38                 |
| " " seconds.....               | 16        | 19       | 16                 |
| " Half-boxes, firsts.....      | 28        | 32       | 28                 |
| " " seconds.....               | 16        | 19       | 16                 |
| Japans—                        |           |          |                    |
| ½-chests, finest May pickings  | 38        | 40       | 38                 |
| Choice.....                    | 32        | 36       | 33                 |
| Finest.....                    | 28        | 30       | 32                 |
| Fine.....                      | 25        | 27       | 27                 |
| Good medium.....               | 22        | 24       | 25                 |
| Medium.....                    | 19        | 20       | 21                 |
| Good common.....               | 16        | 18       | 18                 |
| Common.....                    | 13        | 15       | 15                 |
| Nagasaki, ½-chests, Pekoe..... | 16        | 22       |                    |
| " " Oolong.....                | 14        | 15       |                    |
| " " Gunpowder.....             | 16        | 19       |                    |
| " " Siftings.....              | 7½        | 11       |                    |

## RICE, MACARONI, SAGO, TAPIOCA.

|                                   | Montreal. | Toronto. | St. John, Halifax. |
|-----------------------------------|-----------|----------|--------------------|
| Rice—Standard B.....              | 3 00      | 3 10     | 3 35               |
| Patna, per lb.....                | 4 25      | 4 50     | 5                  |
| Japan.....                        | 4 40      | 4 90     | 5½                 |
| Imperial Seeta.....               | 4 60      | 4 90     | 5½                 |
| Extra Burma.....                  |           |          | 4½                 |
| Java, extra.....                  |           | 5½       | 6                  |
| Macaroni, domestic, per lb., bulk | 5         | 6        | 7½                 |
| " imp'd, 1-lb. pkg., French.....  | 8         | 12       | 9                  |
| " " Italian.....                  | 8         | 10       | 11                 |
| Sago.....                         | 3½        | 4        | 4½                 |
| Tapioca.....                      | 3½        | 4        | 4½                 |





# THE ACME CAN WORKS

Manufacturers of ALL KINDS OF CANS  
for \_\_\_\_\_

Meats, Fish, Fruit, Vegetables,  
Spices, Syrups, etc

WE MAKE A SPECIALTY OF

## Key Opening Cans

USING THE LATEST AND BEST SYSTEMS.

Write us for prices  
on anything you  
require in our line.

Office and Factory, Ontario St., MONTREAL



THE DOMINION BREWERY CO., LIMITED  
Brewers and Maltsters  
TORONTO

Manufacturers of the Celebrated

## WHITE LABEL ALE

ASK FOR IT AND SEE THAT OUR  
BRAND IS ON EVERY CORK.

Our Ales and Porters have been examined by the best Analysts, and they have declared them Pure and Free from any Deleterious Ingredients.

WM. ROSS, Manager.



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Packages.

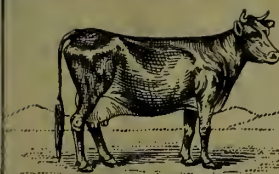
Write  
for  
Prices to

Boeckh Bros.  
& Company,  
TORONTO.

The Wm. Cane & Sons Mfg. Co., Limited,  
Mfrs., Newmarket, Ont.



DWIGHT'S



SODA

It's Not Only The Men

whom good things please. Ladies enjoy a good cake, bread, or bun, as well as any man, and wise grocers will help them in their efforts to excel in their baking by selling Dwight's Cow Brand Soda. Its purity and uniform strength ensure best results.

John Dwight & Co., Toronto and Montreal

Victoria, B.C. Halifax, N.S. St. John, N.B.  
Quebec, P.Q. St. John's, Nfld.

WE WANT YOU

to handle

## VICTORINE

We are busy meeting the demands.  
No washing compound ever found such popular favor.

WRITE FOR SAMPLE.

**VICTORINE** (Incorporated)  
MONTREAL.

It Will Pay

you to get our quotations before buying

## MOLASSES

Barbados and Porto Rico.

We are the largest direct importers in New Brunswick.

**BAIRD & PETERS, ST. JOHN, N.B.**

## THE PROVISION TRADE.

The Markets—Look After the Ice Box—Miscellaneous Notes.

### LOOK AFTER THE ICE BOX.

**T**HE ice box is the butcher's summer care and trouble. A whiff of hot summer air rushing into the cooler causes more damage and loss than one might at first suspect.

Keep your meats in the back of the ice box, so that the inrush of air will not reach the easily affected fresh stuff until that air is chilled. If the outside air strikes the meat it will burn and turn black. Such stuff will have to be trimmed off or sold at scrap rates. Then, again, the amount of ice which it will take to overcome one good puff of hot air into the box is very large.

Close your ice box at 1 p.m. and let it remain closed until as near 6 o'clock as your trade will allow. It is more economical to have a small glass refrigerator for the small cuts which are being used up than to keep these laying on the counter to get off color and off condition. It is better also to have this glass refrigerator than to be rushing into the cooler for every order. Such continuous opening of the market refrigerator is expensive. These summer hints are worth attention. The old way of keeping the ice box door on the swing is a money-losing way.—National Provisioner.

### MEAT FOR NORTH OF ENGLAND.

A despatch from London says: American enterprise backed by British capital, has arranged to build extensive cold storage plants of abattoirs at Barrow in Furness. Messrs. Howard Crosby and Cooke, representing New York and Chicago capitalists, held a conference yesterday with the directors of the Furness Railway, which owns Barrow docks, and agreed on the details of the project.

The English interests are of the strongest character, the Duke of Devonshire being chairman. Mr. Cook plans to erect the most complete packing establishment in Europe, modelled on the latest American pattern, at a cost of \$150,000, and expects that the allied Leyland-Atlantic Transport line will bring American cattle, apples, and West Indian fruits in great quantity as soon as adequate receiving facilities are available. Throughout the north of England there is a ready market.

### IT WAS NOT THEIR BOX.

Our St. John, N.B., correspondent writes: "Mr. White, representing The Wm. Davies Co., called on 'The Grocer' this week to say that if there was any unsatisfactory Canadian beef here it was not shipped by his company, as he was continually getting repeat orders from our trade."

### RENEWED COMPETITION WITH CANADA.

Canadian exporters of butter and cheese will soon be encountering renewed competition from the United States. Judging from the report, just to hand from their Department of Agriculture, the producers of butter in the United States are now fully alive to the fact that the butter trade has slipped out of their hands—almost entirely to the great advantage of Canada, Denmark, and the Australasian colonies. The Department of Agriculture has accordingly

requested the Industrial Commission to investigate the causes of the decline in the United States trade, and from the result of its inquiries it appears that the system of Government inspection in use in Denmark and in certain colonies is to be adopted.—British Trade Journal.

### A PIG AS CUPID.

This happened this week at Wilkesbarre, Pa.: An old bachelor and a matured maiden—their combined ages exceeding a century—fondled the same orphan pig so much and so long over the same slop pail that both claimed it. The man was hog enough to take it and the maid piggyish enough to sue him for possession. The judge, emulating Solomon, said: "I'll have it killed and divided equally between you." Both objected. "Then, there's only one other way, and that's for you two to get married and keep the pig in the family." They did, then and there.

### HAVE AN EYE TO THE FUTURE.

The Montreal Retail Grocery Clerks' Association have come to the conclusion that Montreal must be the distributing point of groceries for the North Pole, when it is located, and have decided to champion Capt. Bernier's expedition. To assist him in his endeavor they have rented Sohmer Park for the afternoon and evening of August 8, where they hope to have a great gathering to hear Capt. Bernier and some of his ardent supporters. The French-Canadian mariner will be presented with a share of the gate receipts.

### PRODUCE IMPORTS INTO LIVERPOOL.

According to the weekly circular of the Anglo-Canadian Produce Co., Limited, the imports of dairy produce and provisions into Liverpool this year up to July 5 and for the corresponding period last year were as follows:

|                        | To July 5. | To July 4. |
|------------------------|------------|------------|
| Cheese, boxes .....    | 347,938    | 457,472    |
| Butter, packages ..... | 263,760    | 36,038     |
| Bacon, boxes .....     | 318,862    | 311,007    |
| Hams, boxes .....      | 130,267    | 130,973    |
| Lard, tons .....       | 44,237     | 22,269     |

Stocks in Liverpool on the undermentioned dates were as follows:

|                               | June 29,<br>1901. | May 31,<br>1901. | June 30,<br>1900. |
|-------------------------------|-------------------|------------------|-------------------|
| Cheese, boxes .....           | 40,038            | 38,245           | 47,791            |
| Butter, packages .....        | 4,838             | 1,981            | 1,216             |
| Bacon, boxes .....            | 13,159            | 14,074           | 16,341            |
| Hams, boxes .....             | 4,916             | 6,204            | 6,706             |
| Shoulders, boxes .....        | 2,076             | 3,253            | 2,577             |
| Lard, prime steam, tierces .. | 5,960             | 3,582            | 12,927            |
| " refined, " tons .....       | 2,122             | 1,718            | 1,261             |

### THE PROVISION MARKETS.

#### TORONTO.

The demand for dressed meats is moderate, but prices are steady. We now quote as follows: Dressed hogs, \$9.25 to \$9.50 per cwt.; sheep, \$6 to \$7 per cwt.; yearling lambs, \$7.50 to \$8 per cwt.; spring lambs, 11 to 12c. per lb.; beef carcasses \$7.50 per cwt, for best and \$6 to \$7 for mediums; hind quarters, 8 1-2 to 9 1-2c. for best; fore quarters, 4 1-2 to 5 1-2c. for best; calves, \$8 to \$8.50 for best and \$6 to \$7 for mediums.

Pork products continue to stiffen in value. Live hogs are steady at \$7.25 to \$7.50.

Long clear bacon, rolls, hams, and backs are 1-2c. dearer. We quote as follows: Long clear bacon, 11 1-2c. Smoked meats—Breakfast bacon, 11 1-2 to 15c.; rolls, 12c.; small hams, 13 1-2 to 14c.; medium hams, 13 1-2 to 14c.; large hams, 12 1-2 to 13c.; shoulder hams, 11 1-2c.; backs, 14 to 14 1-2c. Barrel pork—Canadian heavy mess, \$19.50 to \$20; Canadian short cut, \$21; lard, tierces, 10 3-4c.; tubs, 11c.; pails, 11 1-4c.

#### MONTREAL

Trade in provisions is rather slow, yet the market remains quite firm. Prices are not materially changed. We now quote: Heavy Canadian short cut mess pork, \$20.50 to \$21.50; selected heavy short cut mess pork, boneless, \$21.50 to \$22.50; family short cut back pork, \$20.50 to \$21.50; heavy short cut clear pork, \$20 to \$21.50; hams, 13c.; bacon, 14c.; lard, pure Canadian, \$2.30 per pail; refined lard compound (Fairbank's), \$1.88 for 1 to 24 pails; \$1.86 for 25 to 49 pails, \$1.82 for 50 pails and over; Snow White and Globe compound, \$1.65 per pail; cottolene, 9 1-4c. per lb. in tierces, and 10 1-4c. in 20 lb. pails, and 10c. in 50-lb. boxes, for Quebec.

ST. JOHN, N.B.

There is but limited business. Pork continues high. In beef there is not the same extreme price, and Canadian, which is offered quite freely, tends to further easy figures. Some nice goods are being received. Lard is still high, but quite free sales are reported. Compound shows steady business. Cottolene has been advanced. Smoked meats tend higher.

#### NEW YORK.

In New York, the exporters have been figuring in a moderate way over pork; they have bought refined lard a little more freely. The steam lard here is rather under neglect by shippers, but it is taken more freely by the refiners. The city cutters have held prices of bellies firmly because of the cost of hogs; their stocks are moderate; demands are of a reserved order. A good demand prevails for hams. Indeed, all meats are firmer in price.

The Western Packing Company, Limited, Winnipeg, Man., with a capital stock of \$75,000, has been incorporated.

## EGGS, BUTTER, CHEESE, ETC.

### CONSIGNMENTS SOLICITED.

Write us when you have Eggs and Butter to offer. Cases supplied.

The J. A. McLean Produce Co., Limited,  
77 Colborne St., TORONTO.

## SMOKED MEATS PURE LARD

Our "MAPLE LEAF" brand is unexcelled.

We are large dealers in EGGS and BUTTER. WRITE US.

D. GUNN, BROTHERS & CO.

Pork Packers and Commission Merchants  
76-78-80 Front St. E. - TORONTO.



Don't get in a rut  
but sell . . .

**REGISTERED**  
*Bow Park*  
**BRANDS**

## Sweet Pickles

and head the procession,  
as they always lead.

Prepared by  
**Shuttleworth & Harris,**  
BRANTFORD, ONT.

# BREAKFAST BACON.

**REGISTERED**  
*Bow Park*  
**BRAND**  
**BACON**

is pleasing more people every  
day and hundreds of people  
will have no other. If you want  
to sell a delicious bacon that  
will satisfy your customers,  
write us at once for a price  
list.

**The Brantford Packing Co.**  
BRANTFORD, ONT. LIMITED

## Sugar - Cured MEATS

are high and will be high in price during the  
summer. We can give you a good selling line  
- of

### SHOULDERS

at reasonable prices. These are Sugar-Cured,  
Mild, and cut up well, in place of the higher-  
priced Hams.

**F. W. FEARMAN CO.**

Limited  
Pork Packers, Lard Refiners,  
Butter and Cheese Dealers,  
Hamilton, Ont.

**THE CANADIAN PACKING CO.**  
LONDON, ONT.



GUARANTEED CHOICE AND PURE.  
**GOLD MEDAL, PARIS 1900.**  
Please order goods through your wholesale house.

**BUSINESS CHANGES.**

**DIFFICULTIES, ASSIGNMENTS, COMPROMISES.**

**M.** E. BOIVIN, grocer, etc., Ottawa, has assigned, and a meeting of his creditors will be held on the 22nd inst.

Alderie Lacombe, grocer, Montreal, is offering to compromise.

Pierre Desormiers, grocer, Montreal, is offering to compromise.

E. Armstrong, grocer, Beamsville, Ont., is offering to compromise.

Kearns & Co., grocers, Orangeville, Ont., have assigned to John M. Bennett.

Samuel A. Doupe, general merchant, Lucan, Ont., has obtained extension of time.

N. Messier & Co., flour and feed dealers, St. Henri de Montreal, Que., have assigned to Alex. Desmarreau.

Welsh & Son, grocers, St. Catharines, Ont., assigned last week to E. D. Voisard, St. Catharines, but the assignment has since been transferred to F. H. Lamb, Hamilton, Ont.

**PARTNERSHIPS FORMED AND DISSOLVED.**

Small & Pidduck, tea merchants, etc., Victoria, B.C., have dissolved.

Chas. Brosseau & Co., grocers, St. Johns, Que., have dissolved, and Mrs. Chas. Brosseau has registered as proprietress.

**SALES MADE AND PENDING.**

The assets of Oscar Voisard, grocer, Montreal, have been sold.

The assets of Ali. Lamontagne, confectioner, Que., have been sold.

George Dunlop, grocer, St. John, N.B., has closed out under bill of sale.

The assets of N. Messier & Co., grocers, St. Henri de Montreal, are to be sold.

The business of W. E. Todd, confectioner, etc., Windsor, Ont., is advertised for sale.

The stock, etc., of the estate of Fred. W. Hill, grocer, Winnipeg, is offered for sale by auction.

The assets of Rooney & Co., cigar dealers, etc., Montreal, are to be sold on the 26th inst.

The assets of Mrs. Octave Beaudet, grocer, etc., St. Pierre des Beequets, Que., are to be sold this week.

**CHANGES.**

Turcotte & Raynault have registered as grocers in Montreal.

N. A. St. Clair, grocer, Toronto, has sold out to W. J. Flewelling.

W. A. Wilkins, grocer, etc., London, Ont., has sold out to Mrs. Currell.

Wm. T. Stenberg, grocer, London, Ont., has sold out to P. H. Ranahan.

J. & W. Kearney are starting as wholesale tea and coffee dealers, Montreal.

Bergeron & Gauthier have registered as grocers, etc., Shawenegan Falls, Que.

Switzer & Goode, grocers, etc., Oliver's Ferry, Ont., have retired from business.

Palmer & McClay, confectioners, Clinton, Ont., have sold out to Caroline McClay.

Mrs. J. D. Theunissen has registered as grocer, under the style of Emma Proulx, Montreal.

P. M. Lawrason, soap manufacturer, London, Ont., has been succeeded by Smith & Lawrason.

Dame Anselie Scott has registered under the style of J. E. Gingras & Co., general merchants, Three Rivers, Que.

**FIRES.**

Ira Fifield, cheese manufacturer, Jasper, Ont., has been burned out; insured.

**We're Filling Lots of Orders**

For

**Clark's Meats**

**They must be good; people don't buy poor meats and keep buying them.**

**You should carry a full line NOW.**

**60 Varieties**



**IRISH PROCESS  
CANADIAN BACON.**

"There is nothing too good for the Irish" has heretofore literally applied to the product of their packing houses, but with the firm conviction that what is good enough for the Irish is not too good for Canadians, we have succeeded in producing a line of

**Hams and Bacon Unexcelled in the World.**

The fine flavor is preserved, and the nutritive qualities enhanced.

Do you handle it? If not, write

**The Farmers' Co-Operative Packing Co.  
of BRANTFORD, Limited.**

**Our Brands Give Satisfaction.**

**SUGAR-CURED HAMs,  
BONELESS BREAKFAST BACON,  
ROLL BACON, PURE LARD.**

**Hot Weather Specials**

**READY FOR LUNCHEON:**

**BOILED PORK HAMs,  
LUNCH BEEF,  
BOLOGNA SAUSAGE,**

**BOILED BEEF HAMs,  
HAM, CHICKEN and TONGUE  
SAUSAGE.**

**The Park, Blackwell Co., Limited**  
**Packers and Exporters, TORONTO, CANADA.**

London Agents: Messrs. Miller Bros.  
16 Tooley St.

Liverpool Agents: Messrs. W. P. Sinclair & Co.  
12 North John St.



## MUNICIPAL RAILWAYS IN EUROPE.

Report by R. Guenther, U.S. Consul-General at Frankfurt.

**D**R. A. VON DER LEYEN, a railroad expert, has published an article in the June number of The German Review concerning the management of the Government railroads of Prussia.

He demonstrates that the example of Prussia in buying the private railroads and running them on Government account has contributed to popularize this system in other countries, and states that not only have the other German states followed it, but that almost all the other European countries have purchased the existing railroads.

The Austrian Government railroad net has to-day a mileage of almost 6,300 miles; that of Hungary, about 8,150 miles. Since 1882, a great change has taken place in Russia; of the then existing 14,000 miles of railroad, only about 40 miles were owned by the Government. The total mileage in 1897 was about 24,300 miles, of which 15,780 miles belonged to the Government. To this must be added the Government railroads in Finland and Asiatic Russia, the Trans-Caspian and the Siberian railroads. The Servian, Roumanian, and Bulgarian

railroads are owned exclusively by the respective Governments.

Of the northern European kingdoms, Denmark has a Government railroad system of 1,167 miles and 525 miles of private railroads.

Norway's railroads belong almost exclusively to the Government.

Sweden has 2,303 miles of Government and 4,387 miles of private railroads. The Government has not yet succeeded in acquiring the latter, although efforts have been made to do so.

Belgium, in 1898, through the purchase of the Grand Central Belge and some minor private roads, became the possessor of the whole Belgian railroad system.

Holland acquired all the remaining private railroads in 1890; they are, however, operated by two private companies.

The Italian Government purchased all private main railroads of Italy in 1885 and leased them for 20 years to private corporations. Dr. Von der Leyen states that both the last countries have had unpleasant experiences with this arrangement.

Switzerland, after long discussion, resolved by federal law in October, 1897, to gradu-

ally purchase all the private railroads. On January 1, 1901, the first federal railroads were operated by the Government.

By agreements of 1883, the six large French private railroads had their rights recognized by the Government, and no change has been made in the policy in that country. The relatively small Government railroad system, located between the Orleans and the Western railroads, has remained intact. As the private railroads, however, have received large subsidies from the Government, and as they will revert to the State in the second half of the present century, they can hardly be considered purely private railroads.

Of the countries which have a private railroad system exclusively, only England and the United States remain, and the writer remarks that it would not seem that this condition will soon be changed. He adds that it would be difficult to prove that the railroads of these two countries show more efficiency than the continental ones. To an American travelling in Europe, however, it is apparent that as far as comfort and convenience are concerned, the American railroads are far in the lead, and the English come next.

Damage to the extent of \$200 was done by fire to Choquette's grocery store, Notre Dame street, Montreal.

## A LITTLE ADVERTISEMENT ....

Sometimes does as good work as a larger one. We can give you any size you want in this paper, from 1 inch to a full page. Prices gladly submitted.

The MacLean Publishing Co., Limited; Montreal and Toronto

## CAUTION

To the Trade:

There are numerous cheap imitations of

## "GILLETT'S GOODS"

on the market. In many instances directions and other printed matter have been copied word for word.

**GILLETT'S LYE** is an article that has probably been imitated oftener than anything else. When you are told that **BLANK'S LYE** is just as good as **GILLETT'S** and cheaper, don't believe it. Be on your guard and have nothing to do with it. An article of as good quality CANNOT be sold cheaper.

## GILLETT'S CHEMICAL WORKS

Established 1842.

LONDON, ENG. TORONTO, ONT. CHICAGO, ILL.

## ? ? ? ? WHY ? ? ? ?



UNDER THE FLOOR OUTFIT.

SHOULD YOU BUY  
...A...

**BOWSER**  
New Century

3 Measure  
Self  
Measuring

**OIL TANK ?**

THERE ARE  
100 REASONS 100  
**WHY ?**

Space will not permit us to enumerate them all, but here are a few that suggest themselves:

- WHY ? Because it will save you money.
- WHY ? Because it will prevent all waste and slop.
- WHY ? Because it will soon pay its cost and become a profit earner.
- WHY ? Because the Bowser is the only All Metal oil pump built.
- WHY ? Because it has the Anti-Drip nozzle.
- WHY ? Because it has the Dial Discharge Register.
- WHY ? Because it has the Double Float Indicator.
- WHY ? Because it has the Double Plungers.
- WHY ? Because it has Full Brass Cone Valves.
- WHY ? Because the tank is of Galvanized Steel.
- WHY ? Because it is cased in a handsome grained cabinet.
- WHY ? Because it is the best oil outfit ever built.
- WHY ? Because it is sold under an absolute three years' guarantee.
- WHY ? Because its price is commensurate with its value.
- WHY ? Because you can have your oil tank in the store, under the floor or in the cellar.

Our Catalogue tells the rest: It is free.

**S. F. BOWSER & CO.,** 65 Front St. East, TORONTO.  
Factory: Fort Wayne, Ind.

## SPECULATING IN CREDIT.

By F. C. Brunhouse.

THE query naturally arises "Is there such a thing as credit speculation?"

From the reckless way in which some people grant credit we are led to believe that such is the case. In conversation with a prominent attorney, recently, regarding commercial failures, speaking from an extensive experience with debtors and creditors, he stated: The creditor is to blame to a large degree for a very great many of the difficulties arising between the debtor and creditor. Over zealous to do a large business, he neglects to be cautious, conservative, and fails to correctly discriminate between those whom he should and should not trust.

In analyzing this statement, let us endeavor to discover in what respects it is correct. To be equitable we must admit at the outset that there is a great deal of truth embodied in this statement. Like all problems, whether political, social or commercial, there are two sides of this question, viz., the debtors and the creditors.

The purpose of this article will be to point out a few of the many errors that have crept into our modern ideas of doing business, and show how it is possible to speculate in credit. This, of necessity, was to a certain degree the condition under which our forefathers transacted their business, but in a time when profits were considerably larger than they are at present. A man to indulge in such methods to-day, with all the advantages of commercial agencies and other sources of information open to him, is reckless, to say the least. Greed for the mighty dollar and business has been the death-knell of many a business man.

In what respect, then, is the creditor to blame for the difficulties arising between the debtor and the creditor?

We will take a hypothetical case to illustrate. Assuming that A is the debtor, doing business in one of our smaller towns, possesses the average ability usually found in that class of merchants, and a man of moderate means. B, C, D, E, F, G, and we might continue indefinitely because they are so numerous, are the creditors. In due season, B, C, D, et al., start out their salesmen with the injunction, "Don't fail to sell A all the goods he will buy," which instruction every man obeys, as a matter of course; every fellow's goods are the best; all have bargains galore. A buys here and buys there, and in the course of time he finds himself overloaded with a large stock, in which all his good money is invested; and for which, perhaps, he will be unable to realize 50 per cent. on the dollar. Time rolls on; his condition gets worse; he is unable to meet his obligations, and he is brought to realize that he is insolvent. If he is an honest man, he will stop short and transfer his business to his creditors. If, however, he is indifferent or inclined the other way, he will make an effort to take care of No. 1. How well he succeeds a great many have learned to their sorrow. What is the remedy? When A appears for your consideration, don't think that you are the only people that are going to sell to him, but take into consideration that there are others; obtain, if possible, and, in a doubtful case, insist upon it, a statement which will show A's net working capital. Then follow the common sense course. Unless you know positively from how many houses A is buying, in justice to others, as well as yourself, you must adopt a rule such as in vogue with credit insurance companies, of limiting your sales,

according to the confidence you have in the ability and integrity of A, to 5 per cent. of his net working capital. If such a rule were adhered to, a great many of our present-day "lack-of-capital" failures would be avoided. We all can do a great deal to assist A to keep within his limits. Over-zealousness on the part of very many do a large business, disregarding the safeguards which should be thrown around every mercantile house to insure its success, leads to speculation in extending credit. To this reckless procedure there can be but one result, failure.

It is worth while to recall a remark made by a man who amassed a fortune. "I never speculate in matters of business." It is the only safe course to pursue.

Again, is it not true that there are a class of persons (you will find them everywhere), looking for the lambs, and by artful means attempting, either by giving a false statement or by a great show of wealth and prosperity, to secure credit? To illustrate, we will cite a case in point of a party who operated in this fashion. He made a great display, used attractive stationery, furnished doctored statements under the direction of a shyster attorney, purchased goods in small quantities and paid them in ten days, gradually increasing his purchases and paying promptly, until he had his game, when he wound up with purchasing all the goods he could get, which were sold at ridiculously low prices to close quickly, and when the bills became due and attempts were made to collect, the accounts were returned as uncollectable. All this was in the face of adverse ratings of this party by both Dun and Bradstreet. It seems almost incredible; one is amazed at the cupidity of some business men. Is it any wonder that our attorney friend views the relation of debtor and creditor in this light?

This is only one feature of how these sharps operate, and are usually the kind of cases that find their way into the attorney's hands. It does appear that credit is too cheap, and, as it is commonly said: "I can get all the goods I want. If you will not trust me, others will." It behooves the credit man, as well as the business man, to carefully scrutinize all new business, and if perchance you open an account with your new-found friend, keep your eyes on him until you are convinced that he is a solid man and worthy of your confidence. Better do a small business safely than a large business on speculation. Learn to discriminate between the worthy and the unworthy, when, whom and how much to trust, and when you have decided that point, stick to it.—Commerce and Accounts.

## THE REPORTED SALT CONSOLIDATION.

IN connection with the current reports of plans for an international salt company which shall take over The National Salt Company in this country, The Canadian Salt Company of Canada, and the Salt Union of Great Britain, the following from The Liverpool Journal of Commerce, may be of interest:

"It may be said at once, in a most emphatic manner, that were an international salt trust formed embracing the corporations named it would be as far from controlling the world's output of salt or the world's prices as English and American

salt manufacturers are to-day. But according to authentic information, the trust does not include the Salt Union, so that its controlling power in English, Continental and Eastern centres of production will be nil. In America, protected by the tariff, a trust, controlling the entire output of salt in the States, could do much. It could reduce the output and raise prices to the highest point at which protection would be secured by the tariff, but higher than that prices could not go without admitting eastern salt into American markets. For export, the high prices obtained in America could not rule as cheap English, Spanish and Italian salt would be competing with American salt. As regards any extensive shipments of salt from American ports to the United Kingdom, salt manufacturers and shippers here still ridicule the idea. Assuming that the International or any other salt trust absorbed the Salt Union, the whole of the independent English salt manufacturers would remain untouched and free. They could make and sell as they pleased, and might bring about a state of ruinous competition. Apart from such profit as would accrue to the trust from working the present business of the Salt Union as the English branch of the trust and in harmony with the English market, no visible advantage of an exceptional kind would accrue to the trust by absorbing the Salt Union. Such an absorption would unquestionably give the trust a desirable English branch, but would not give it control of the English salt output and of prices. To secure such a branch, which represents an extensive English and export business, it might be thought by directors of a large trust, worth while to take in the Salt Union. The point of interest at the present time is, that officials of the Salt Union declare emphatically that their company had not been taken in.

"Assuming again, that the Salt Union, and the whole of the other English salt makers had been absorbed, and that as regards the English production of salt, and prices, control was perfect, Continental makers would practically be masters of the situation. They have become severe competitors of the English salt makers, the recent high prices of salt in England having induced them to make a bold bid for English trade. Nor can they, as a body, be regarded as insignificant. They have already secured a large slice of the English saltmakers' trade. During May supplies of salt were received at English and Scottish ports from several Continental ports of shipment to the extent of 6,785 tons to the value of £6,926. For the four previous months of the year, the total quantity imported was 13,463 tons and the value £10,784. For the five months, from January 1 to May 31, 1901, the quantity of Continental salt imported into the United Kingdom was 20,218 tons, the value of which was £16,810. For these five months, the coastwise shipments from salt ports in the United Kingdom show a shrinkage compared with the first five months of 1900, of 11,704 tons, the tons being: In 1900, 121,985 tons; in 1901, 110,281. The exports of salt, other than coastwise, during the same five months, show a gratifying increase compared with the same period in 1900, the total being for the first five months of 1900, 213,416; of 1901, 231,369. The shrinkage in the coastwise shipments compared with last year is attributed by the trade to the inroad which Continental salt has made, and this has unquestionably been caused by the high price of fishery salt in the United Kingdom, brought about by The Salt Association."



# LARD



Orders can be filled by any of the leading jobbers in Canada or direct.

No hog lard is as pure and wholesome as Fairbank's "Boar's Head" Standard Refined Lard Compound. This brand is the oldest on the market, commanding the preference of consumers everywhere.

Fairbank's "Boar's Head" Standard Refined Lard Compound commands a better price than hog lard at times when hog lard is cheap; at present our "Boar's Head" Brand is sold at 1½c. to 2c. per lb. less than hog lard.

Fairbank's "Boar's Head" Standard Refined Lard Compound is composed chiefly of vegetable oil, and on account of its purity and wholesome quality is preferred to hog lard by those who have tried it. It will go further in cooking than any hog lard.

Write for quotations on Fairbank's "Boar's Head" Standard Refined Lard Compound. It will give satisfaction to your trade and increase your profits. We guarantee the quality.

Fairbank's "Boar's Head" Standard Refined Lard Compound is packed in the following sizes:

|             |   |          |            |   |         |
|-------------|---|----------|------------|---|---------|
| Tierces     | - | 400 lbs. | Pails, tin | - | 10 lbs. |
| Boxes       | - | 50 lbs.  | " "        | - | 5 lbs.  |
| Pails, wood | - | 20 lbs.  | " "        | - | 3 lbs.  |
| " tin       | - | 20 lbs.  |            |   |         |

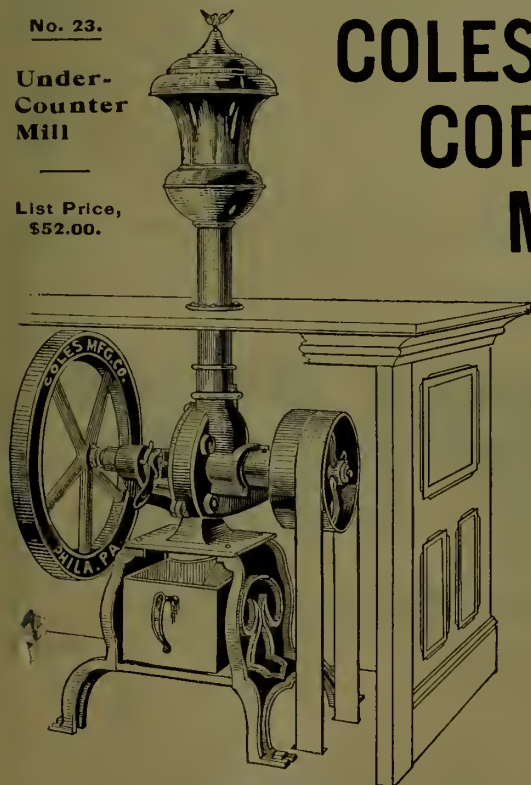
## THE N. K. FAIRBANK COMPANY

Wellington and Ann Sts., MONTREAL, QUE.

No. 23.

Under-Counter Mill

List Price, \$52.00.



### COLES COFFEE MILLS

None better for Granulating or Pulverizing.

Our mills will Pulverize without heating Coffee.

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders.

A GREAT LABOR-SAVER.

Our Grinders wear longest.

Agents: TODHUNTER, MITCHELL & CO., Toronto.  
DEARBORN & CO., St. John, N.B.  
FORBES BROS., Montreal.  
GORMAN, ECKERT & CO., London, Ont.

COLES MANUFACTURING CO., PHILADELPHIA, PENN'A.

## Rowntree's

### Chocolates and Pastilles

The "Court Circular" says of the Chocolates:

"Unexcelled for purity, delicacy of flavor, and daintiness. They compete with, if not surpass, the finest French chocolates made."

"Grocery" says:

"One thing in which Messrs. Rowntree & Co. excel is undoubtedly their Gums. The secret lies in the quality of the Gum, the excellence of the flavoring, and the carefulness in manufacturing."

Two excellent lines of confections made by the manufacturers of

Elect Cocoa and Elect Lemonade.

Agents for Canada:

For Quebec, Ontario and the Maritime Provinces:  
MR. CHAS. GYDE, 20 St Francois Xavier St., MONTREAL.  
For Manitoba, Northwest Territories and British Columbia:  
THE HUDSON'S BAY CO., WINNIPEG.

## THE FRENCH SUGAR BOUNTIES.

**W**E are informed, on the very highest authority, says The Produce Markets' Review, that the French Government has decided to put an end to the bounty system at the earliest possible moment. It is, however, in their opinion, impossible to make such a drastic change at once, and it is probable, therefore, that the abolition of the bounties will take place by successive steps. It appears likely that the direct export bounties will be abolished first, and that a reduction corresponding to the saving in the revenue, will be utilized to lower the excessive sugar duties in France. As regards the indirect bounties on production, which form so large a portion of the sacrifices made by the French taxpayers to cheapen sugar in England, the French Government apparently proposes to continue this system for the time being, but perhaps in a modified form, in the hope of a general agreement being arrived at, when the sittings of the Brussels Sugar Conferences are renewed. It is satisfactory to find, as has always been the case, that, whatever system of bounties may be adopted, it has a strong tendency, sooner or later, to fall by its own weight. This has been the experience in past years, and it is apparently being renewed in France. Austria and Germany, as is well known, are desirous in their turn to abolish sugar bounties, and Belgium and Holland have long been prepared to do so. The sole difficulty that exists is in the case of Russia, where there are very complicated arrangements which the Government appears at present indisposed to alter.

The following gives the views of the Journal des Fabricants de Sucre on this subject in a somewhat abridged form:—

While England has reestablished the sugar duty there is talk in France of suppressing it, so that we are again on the threshold of the sugar question. In the presence in the deficit of the revenue receipts for the first five months of the year, which for sugar alone amounts to 16,011,000 francs, as compared with the estimates, the Government proposes, it is said, to alter the sugar duties so as to lower the consumption tax and to reduce the bounty on manufacture. The French bounties, as is known, are of two kinds, viz.: Direct and indirect. The first were introduced by the law of 1881, and had to do with the working of the tax on the roots. These are taxed on the basis of a yield of 7.75 per cent. of refined sugar; the excess yields up to 10.5 per cent. are taxed only 30 francs per 100 kilos, and the excess below that limit at 15 francs, while the full sugar duty is 60 francs. As to the indirect bounties established by the law of the 7th April, 1897, the amount varies. The payment of these bounties is assured by the refining tax of 4 francs, which is added on to the selling price of sugar at the full duty of 60 francs, and by a tax of 1 franc on raw crystallized sugars entering directly into consumption.

Direct bounties and the manufacturing and refining taxes are especially kept account of by the Treasury. When the produce of the receipts is inferior to the amount of the bounties paid during the season, this deficit has to be recovered in the following season by a proportionate reduction in the amount of the legal bounty. In fact, since their introduction the direct bounties have been frequently reduced, the consumption which gives the fund for them being almost stationary, while the production and export constantly increase. What specially inter-

ests our sugar manufacturers at present is the change projected in the 1881 law. The first thing to ascertain is, what is the cause of the reduction in the receipts from sugar to the extent of the 16 million francs mentioned above. As we have already remarked, the consumption of sugar in France has not diminished, for it has even slightly augmented, the figures having risen from 439,029 tons in refined in 1899, to 455,320 tons in 1900. The produce of the sugar tax has fallen from 200,626,831 francs to 183,682,345 francs. This is a falling off of 16,944,481 francs from the past year. To what is this due? To the increasing introduction into consumption of sugars at the reduced tariff of 30 francs, which are substituted for sugars liable to the full tariff of 60 francs. For the past few years, in fact, the quality of the beetroot appears to have improved, and the yields have increased, so that the production has developed and the proportions of sugar delivered duty free has notably risen. In 1896-97 the excess yield was 141,485 tons, or 21 per cent. of the production subject to bounty, whereas in 1899-1900 the excess was 249,644 tons or 28.72 per cent.; the yield has thus risen from 9.98 per cent. in refined to 11.75, while the quantity of sugars enjoying the reduced tariffs has risen from 144,185 tons to 249,644 tons. This progress has not slackened during the present season, for this shows up to the end of May a yield of 11.81 per cent. against 11.62 per cent. last year, and the excess yields under the reduced duties have risen from 296,694 tons against 241,955 tons. It is, therefore, without doubt partly owing to these excesses delivered at the reduced duty that the smaller receipts are due, but it is possible that the sugar consumption has fallen, like that of other commodities, under the influence of the economic crisis. The general revenues of the State have fallen off, and frequent strikes, the exodus of capital, the severe regulations in factories, the new charges with which production is menaced, are all things not likely to develop the economical prosperity of a country, nor to add to the receipts of the State. Our

Parliament may in this connection lay to heart the celebrated saying: "Give me good policy and I will give you good finance."

## GREEK CURRANT SITUATION.

Private mail advices from Patras, Greece, under date of June 10, state that a considerable business has been done for shipment to June 10 have aggregated 32,200 tons to Great Britain, 5,112 tons to the United States and Canada, 3,175 tons to Australia, 120 tons to France, and 6,860 tons to the Continent. The total shipments from Greece for the season to May 31, 1900, compare as follows with the total shipments to the end of the season of 1899:

|                                     | To<br>May 31,<br>1900. | To<br>end of<br>season,<br>1899. |
|-------------------------------------|------------------------|----------------------------------|
| Great Britain .....                 | 60,127                 | 61,197                           |
| United States and Can-<br>ada ..... | 16,354                 | 17,836                           |
| Australia .....                     | 5,293                  | 5,731                            |
| France .....                        | 3,953                  | 4,011                            |
| Continent .....                     | 31,695                 | 35,520                           |
| Total tons .....                    | 117,722                | 124,625                          |

On June 10 the available stocks in Greece were placed at not exceeding 1,500 tons. In regard to the new crop, reports officially published from all quarters are favorable. The damage done by peronosporos in some isolated cases is insignificant. The rainy and cool weather that prevailed during the last fortnight or three weeks has not apparently been injurious to the fruit, and the crop promises to be a good middling one as to the volume and acceptable as to quality.

W. Wilbert Clarke's grocery store, Annapolis, N.S., was broken into on Monday night and over \$10 taken from a cash drawer. Mr. Clarke was in Sydney, N.S., at the time.

Traces of extinct oyster beds have been found in Minas Basin and Annapolis Basin, and the Fisheries Department has decided to put down breeding oysters in the hope of re-establishing the beds.

# POPULARITY

is the proof of merit, and no brand has ever achieved popularity so quickly as

# EMPIRE

## SMOKING TOBACCO

In 5 10 and 15c. Plugs.

**EMPIRE costs you only 39 cents, and pays a good profit.**

**EMPIRE is well advertised.**

**EMPIRE is selling well in almost every store from Halifax to Dawson City.**

**EMPIRE is A BIG PLUG FOR LITTLE MONEY**

Made by

**THE EMPIRE TOBACCO CO., LIMITED**  
**MONTREAL, QUE.**



# GILLARD'S PICKLE

IS SOLD BY ALL WHOLESALE GROCERS IN CANADA.

Manufactured from the choicest vegetables and finest English pickling vinegar, it stands to-day THE FINEST PICKLE IN THE WORLD. 12 Gold Medals have been awarded for superior excellence.

## GILLARD'S PICKLE—Cases of 2 Dozen.

5-Case Lots and over - - \$3.20 Per Dozen.  
Less Quantity, - - - 3.30 "

## GILLARD'S SAUCE is a good sauce, none better for gravies, soups, etc.

5-Dozen Lots and over - - \$1.40 Per Dozen.  
Less Quantity - - - 1.50 "

GILLARD & CO., Limited, "The Vintry Works," Walthamstow, London, Eng.



## LICORICE..

We manufacture everything in the Licorice line carried by the Grocery, Drug and Confectionery trades. We might mention—Y. & S. Stick Licorice, plain and corrugated; Acme Licorice Pellets; Y. & S. Licorice Lozenges, in cans or glass jars; A B C Blocks; Purity & Dulce Brand one cent sticks; Bundled Licorice Root; Small Cigars, 300 to box, etc. In PLIABLE LICORICE, Triple Tunnel Tubes, Mint Puff-Straps, Navy Plugs and Golf-Sticks 100 to box; Blow Pipes 200 and 300 to box; Manhattan Wafers, 2½ lb. boxes; Curved Stem Pipes, 200 to box. Write for illustrated catalogue.

YOUNG & SMYLYE

Established 1845.

BROOKLYN, N.Y.

## POTATOES and OATS

IN CAR LOTS.

If open to buy or sell, wire

R. W. HANNAH

Board of Trade, - - - TORONTO

## THE "GLEANNER"

KINGSTON, JAMAICA, B.W.I.

The Newspaper with the Largest Circulation in Jamaica and the West Indies.

Canadian manufacturers, merchants, etc., desiring to do business with this country and introduce their goods in this market, should put an advertisement in "THE GLEANNER."

Write for scale of charges, etc., to

THE GLEANNER CO.,

Limited

"Gleaner" Office, . . . KINGSTON, JA.

## BASKETS

We make them in all shapes and sizes. We have

*Grain and Root Baskets,  
Satchel Lunch Baskets  
Clothes Baskets,  
Butcher Baskets,*

In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

THE . . .

Oakville Basket Co.

Oakville, Ont.

## ROCK SALT FOR HORSES and CATTLE.



TORONTO SALT WORKS, Toronto, Ont.

## "Chief Keokuk"

Pickles and Condiments.

## "Montrose"

Tomatoes, Peas and Vegetables.

SOLD ON THEIR MERITS.

## KEOKUK PICKLE CO.

KEOKUK, IOWA, U.S.A.

## COWAN'S

Queen's Dessert Chocolate  
Chocolate Ginger

Chocolate Cream Bars  
Chocolate Wafers

are the highest grade of choice goods.

THE COWAN CO., Limited - - - TORONTO.



# I've Been Thinking!

## WHY

do people eat **Mustard**?

**And Why**

do they eat **Keen's Mustard**?

And everyone says :

# KEEN'S D.S.F MUSTARD

brings out the **real flavor** be it Roast Beef, Ham, Tongue or Salad.

## Current Market Quotations for Proprietary Articles

July 18, 1901.

Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy. The editors do not supervise them. If a change is made, either an advance or decline, it is referred to in the market reports, as a matter of news, whether manufacturers request it or not.

### BAKING POWDER.

|                                    |               |  |
|------------------------------------|---------------|--|
| Cook's Friend—                     |               |  |
| Size 1, in 2 and 4 doz. boxes..... | \$ 2 40       |  |
| " 10, in 4 doz. boxes.....         | 2 10          |  |
| " 2, in 6 ".....                   | 70            |  |
| " 12, in 6 ".....                  | 70            |  |
| " 3, in 4 ".....                   | 45            |  |
| Pound tins, 3 doz. in case.....    | 3 00          |  |
| 12 oz. tins, 3 ".....              | 2 40          |  |
| 9 oz. tins, 4 ".....               | 1 10          |  |
| 5 lb. tins, 1/2 ".....             | 4 00          |  |
| Diamond— W. H. OILLARD & CO.       |               |  |
| 1 lb. tins, 2 doz. in case.....    | per doz. 2 00 |  |
| 1/2 lb. tins, 3 ".....             | 1 25          |  |
| 1/4 lb. tins, 4 ".....             | 0 75          |  |

### IMPERIAL BAKING POWDER.

| Cases Contain. | Sizes of Cans. | Per Doz. |
|----------------|----------------|----------|
| 4 doz.         | 10c.           | \$0 85   |
| 3 "            | 6-oz.          | 1 75     |
| 2 and 3 doz.   | 12-oz.         | 3 40     |
| 2 and 3 doz.   | 16-oz.         | 4 35     |
| 1 doz.         | 2 1/2-lb.      | 10 40    |
| 1/2 and 1 doz. | 5-lb.          | 19 50    |

### MAOIO BAKING POWDER.

| Cases Contain. | Sizes of Cans. | Per Doz. |
|----------------|----------------|----------|
| 4 doz.         | 4-oz.          | \$0 65   |
| 4 "            | 6-oz.          | 1 00     |
| 4 "            | 8-oz.          | 0 80     |
| 4 "            | 12-oz.         | 1 50     |
| 4 "            | 16-oz.         | 1 80     |
| 1 "            | 2 1/2-lb.      | 4 50     |
| 1 "            | 5-lb.          | 7 75     |

### JERSEY CREAM BAKING POWDER.

|                               |      |
|-------------------------------|------|
| 1/4 size, 5 doz. in case..... | 40   |
| 1/2 size, 4 doz. in case..... | 75   |
| 3/4 " 3 ".....                | 1 25 |
| 1 " 2 ".....                  | 2 25 |

### BLACKING.

|                              |        |
|------------------------------|--------|
| COONEY'S                     |        |
| Boxes, each 4 doz.....       | \$1 50 |
| SHOE POLISH.                 |        |
| HENRI JONAS & CO. Per gross. |        |
| Jonas'.....                  | \$9 00 |
| Froment's.....               | 7 50   |
| Military dressing.....       | 24 00  |

### BLUE.

|                                                                                            |        |
|--------------------------------------------------------------------------------------------|--------|
| Keen's Oxford, per lb.....                                                                 | \$0 17 |
| In 10 box lots or case.....                                                                | 0 16   |
| Reckitt's Square Blue 12-lb. box.....                                                      | 0 17   |
| Reckitt's Square Blue, 5 box lots.....                                                     | 0 16   |
| Nixey's "Cervus" in squares, 1 or. in bags 1/2 and 1 oz. and in pepper boxes, 2c. and 10c. |        |
| Cooney's Royal Windsor, per gross.....                                                     | 4 80   |
| " Universal, bag, per gross.....                                                           | 4 80   |

### BLACK LEAD.

|                                               |      |
|-----------------------------------------------|------|
| Reckitt's per box.....                        | 1 15 |
| Box contains elker 1 gro. 1 oz.               |      |
| size: 1/2 gro., 2 oz. or 1/4 gro. 4 oz.       |      |
| Nixey's Refined 1d. 2d. and 1c. pkts.         |      |
| " Silver Moonlight 5 and 1c. pkts.            |      |
| " Nixylene Paste 1d. 2 1/2 d. 5d. size.       |      |
| Nixey's Jubilee, round in 1 and 2 oz. blocks. |      |
| Cooney's Universal, per gross.....            | 4 80 |

### CORN BROOMS

|                                   |      |
|-----------------------------------|------|
| BOECKH BROS & COMPANY doz. net    |      |
| Bamboo Handles, A, 4 strings..... | 4 35 |
| " " B, 4 strings.....             | 4 10 |
| " " C, 3 strings.....             | 3 85 |
| " " D, 3 strings.....             | 3 60 |
| " " E, 3 strings.....             | 3 35 |
| " " F, 3 strings.....             | 3 10 |
| " " G, 3 strings.....             | 2 85 |

### BISCUITS.

|                                           |                           |
|-------------------------------------------|---------------------------|
| PEEK, FREN & CO.                          |                           |
| Metropolitan mixed.....                   | 40 lb. tins 10c.          |
| Florence Wafers.....                      | 8 lb. tins 36c.           |
| Venice Wafers.....                        | 8 lb. tins 36c.           |
| Florence Wafers.....                      | Small tins \$3.70 per doz |
| CARR & CO., LIMITED.                      |                           |
| Frank Magor & Co., Agents.                |                           |
| Cafe Noir.....                            | 0 15                      |
| Eselgn.....                               | 0 12 1/2                  |
| Metropolitan mixed.....                   | 0 09                      |
| Special price list of Fancy Tins for Xmas |                           |
| trade and other lines on application      |                           |

### CANNED GOODS.

#### MUSHROOMS.

|                           |         |
|---------------------------|---------|
| HENRI JONAS & CO.         |         |
| Mushrooms, Rionel.....    | \$14 75 |
| " 1st choice Duthell..... | 17 50   |
| " 1st choice Lenoir.....  | 18 50   |
| " extra Lenoir.....       | 20 00   |
| Per case, 100 tins.       |         |

#### FRENCH PEAS—DELOREY'S

|                     |        |
|---------------------|--------|
| HENRI JONAS & CO.   |        |
| Moyen's No. 2.....  | \$9 00 |
| " No. 1.....        | 10 50  |
| 1/4 Fins.....       | 12 50  |
| Fins.....           | 14 00  |
| Tres fins.....      | 15 00  |
| Extra fins.....     | 16 50  |
| Sur extra fins..... | 18 00  |

#### FRENCH SARDINES.

|                      |        |
|----------------------|--------|
| HENRI JONAS & CO.    |        |
| 1/4 Trefayennes..... | \$9 00 |
| 1/4 Rolland.....     | 9 50   |
| 1/4 Delory.....      | 10 50  |
| 1/4 Club Alpins..... | 11 50  |

#### CHOCOLATES & COCOAS.

|                                           |          |
|-------------------------------------------|----------|
| Epps' cocoa, case of 14 lbs., per lb..... | 0 35     |
| Smaller quantities.....                   | 0 37 1/2 |

#### CADBURY'S.

|                                          |          |
|------------------------------------------|----------|
| Frank Magor & Co., Agents                |          |
| Cocoa essence, 3 oz. packages.....       | \$1 65   |
| Mexican chocolate, 1/2 and 1/4 lb. pkgs. | 0 40     |
| Rock Chocolate, loose.....               | 0 40     |
| " 1-lb. tins.....                        | 0 42     |
| Nibs, 1-lb. tins.....                    | 0 33 1/2 |

|                                        |         |
|----------------------------------------|---------|
| FRY'S.                                 |         |
| Chocolate—                             | per lb. |
| Caracas, 1/4's, 6-lb. boxes.....       | 0 42    |
| Vanilla, 1/4's.....                    | 0 42    |
| "Gold Medal" Sweet, 1/4's, 6-lb. bxs.  | 0 29    |
| Pure, unsweetened, 1/4's, 6-lb. bxs.   | 0 42    |
| Fry's "Diamond", 1/4's, 14-lb. bxs.    | 0 24    |
| Fry's "Monogram", 1/4's, 14-lb. bxs.   | 0 24    |
| Cocoa—                                 |         |
| Concentrated, 1/4's 1 doz. in box..... | 2 40    |
| " 1/4's.....                           | 4 50    |
| " 1-lb. ".....                         | 8 25    |
| Homeopathic, 1/4's 14-lb. boxes.....   |         |
| " 1/4's 12-lb. boxes.....              |         |

#### JOHN P. MOTT & CO.'S.

|                                |             |
|--------------------------------|-------------|
| R. S. McIndoe, Agent, Toronto. |             |
| Mott's Broma.....              | per lb 0 80 |
| Mott's Prepared Cocoa.....     | 0 28        |

|                                       |      |
|---------------------------------------|------|
| Mott's Homeopathic Cocoa (1/4's)....  | 0 32 |
| Mott's Breakfast Cocoa (1/2 lbs)....  | 0 40 |
| Mott's No. 1 Chocolate.....           | 0 80 |
| Mott's Breakfast Chocolate.....       | 0 28 |
| Mott's Caracas Chocolate.....         | 0 23 |
| Mott's Diamond Chocolate.....         | 0 23 |
| Mott's French-Can. Chocolate.....     | 0 18 |
| Mott's Navy or Cooking Chocolate..... | 0 28 |
| Mott's Cocoa Nibs.....                | 0 35 |
| Mott's Cocoa Shells.....              | 0 05 |
| Vanilla Sticks, per gross.....        | 0 90 |
| Mott's Confectionery Chocolate.....   | 0 21 |
| Mott's Sweet Chocolate Liquors.....   | 0 19 |

#### COWAN COCOA AND CHOCOLATE CO.

|                                            |        |
|--------------------------------------------|--------|
| Hygienic Cocoa, 1/2 lb. tins, per doz..... | \$3 75 |
| Cocoa Essence, 1/2 lb. tins, per doz.....  | 2 25   |
| Soluble Cocoa, No. 1 bulk, per lb.....     | 0 20   |
| Diamond Chocolate, 12 lb. boxes.....       | 0 25   |
| Royal Navy Chocolate, 12 lb. boxes.....    | 0 30   |
| Mexican Vanilla Chocolate, 12 lb. bxs..... | 0 35   |

#### CHEESE.

|                                        |        |
|----------------------------------------|--------|
| Imperial—Large size jars, per doz..... | \$8 25 |
| Medium size jars.....                  | 4 50   |
| Small size jars.....                   | 2 40   |
| Individual size jars.....              | 1 00   |
| Imperial Holder—Large size.....        | 18 00  |
| Medium size.....                       | 15 00  |
| Small size.....                        | 12 00  |
| Roquefort—Large size, per doz.....     | 2 40   |
| Small size.....                        | 1 40   |
| Paragon—Large size, per doz.....       | 8 25   |
| Medium size.....                       | 4 50   |
| Small size.....                        | 2 40   |
| Individual size.....                   | 1 00   |

#### BAYLE'S POTTED.

|                                      |                       |
|--------------------------------------|-----------------------|
| Robert Greig & Co., Agents, Toronto. |                       |
| 1/2-lb. Jar.....                     | 1-lb. Jar.            |
| After Dinner.....                    | \$2 40 \$4 25 \$18 60 |
| Devilled.....                        | 2 65 4 75             |

#### COFFEE

|                    |              |
|--------------------|--------------|
| JAMES TURNER & CO. |              |
| Mexico.....        | per lb. 0 32 |
| Damascus.....      | 0 28         |
| Calro.....         | 0 20         |
| Sirdar.....        | 0 17         |
| Old Dutch Rio..... | 0 12 1/2     |

#### CLOTHES PINS

|                                                           |      |
|-----------------------------------------------------------|------|
| BOECKH BROS. & CO.                                        |      |
| Clothes Pins (full count), 5 gross in case, per case..... | 0 55 |
| 4 doz. packages (12 to a case).....                       | 0 70 |
| 6 doz. packages (12 to a case).....                       | 0 90 |



# Edwardsburg Silver Gloss Starch.

Your idea may be that all starch is starch and that your customers won't detect even a slight difference in quality. You may think that because there is a cent or two extra profit on "Mushroom" brands (that come and go), you can retain the confidence of your trade—it doesn't pay to trifle with the confidence that a customer has in you and your goods.

Edwardsburg Silver Gloss Starch is as staple as flour. In the name there is the fame of nearly half a century. In the making there is the skill of long experience combined with honesty of purpose and unequalled manufacturing facilities. Edwardsburg Silver Gloss Starch represents the highest type of perfection there is or can be in starch. Kegs of 100-lbs.—handsome enamelled horse-shoe tins holding 6-lbs.—handsome 1-lb. packages that give a touch of life and color and "go" to a grocer's shelves.

## Edwardsburg Starch Co'y, Limited

Established 1858.

164 St. James Street,  
Montreal.

Works,  
Cardinal, Ont.

53 Front Street East,  
Toronto.

# DUNN'S PURE MUSTARDS

GIVE UNBOUNDED SATISFACTION.

The reason is—They are profitable to dealers and satisfying to consumers.

### EXTRACTS.

| HENRI JONAS & Co. Per gross.             |        |
|------------------------------------------|--------|
| 1 oz. London Extracts .....              | \$6 00 |
| 1 oz. " (no corkscrews) .....            | 5 50   |
| 2 oz. " .....                            | 9 00   |
| 1 oz. Spruce essence .....               | 6 00   |
| 2 oz. " .....                            | 9 00   |
| 2 oz. Anchor extracts .....              | 12 00  |
| 4 oz. " .....                            | 21 00  |
| 8 oz. " .....                            | 36 00  |
| 1 lb. " .....                            | 70 00  |
| 1 oz. Flat .....                         | 9 00   |
| 2 oz. Flat, Anchor extracts .....        | 18 00  |
| 2 oz. Square .....                       | 21 00  |
| 4 oz. " (corked) .....                   | 36 00  |
| 8 oz. " .....                            | 72 00  |
| Per doz.                                 |        |
| 4 oz. " glass stop extracts .....        | 3 50   |
| 8 oz. " .....                            | 7 00   |
| 2 1/2 oz. Round quintessence extracts .. | 2 00   |
| 4 oz. Jockey decanters .....             | 3 50   |

### FOOD.

|                                       |          |
|---------------------------------------|----------|
| Robinson's Patent Barley 1/2 lb. tins | per doz. |
| " " 1 lb. tins                        | 1 25     |
| " " 1 lb. tins                        | 2 25     |
| " " Groats, 1/2 lb. tins              | 1 25     |
| " " 1 lb. tins                        | 2 25     |

### COLLETT'S POWDERED LYE.

|                     |        |
|---------------------|--------|
| 4 lb. in case ..... | \$3 60 |
|---------------------|--------|

### JAMS AND JELLIES

| SOUTHWELL'S GOODS. per doz. |      |
|-----------------------------|------|
| Frank Magor & Co., Agents.  |      |
| Orange Marmalade .....      | 1 50 |
| Cedar Jelly Marmalade ..... | 1 80 |
| Strawberry W. F. Jam .....  | 2 00 |
| Raspberry " .....           | 2 00 |
| Apricot " .....             | 1 75 |
| Black Currant " .....       | 1 85 |
| Other Jams, W. F. ....      | 1 55 |
| Red Currant Jelly .....     | 2 75 |

### Jams—

### T. UPTON & CO.

|                                           |          |
|-------------------------------------------|----------|
| 1-lb. glass jars 2 doz. in case, per doz  | \$1 00   |
| 5-lb. tin pails, 8 pails in crate, per lb | 0 06 1/4 |
| 7-lb. wood pails, 6 " .....               | 0 06 1/4 |
| 14-lb. wood pails, per lb .....           | 0 06 1/4 |
| 30-lb. " .....                            | 0 06 1/4 |

### Jellies—

|                                 |          |
|---------------------------------|----------|
| 1-lb. glass jars, per doz ..... | \$1 00   |
| 7-lb. wood pails, per lb .....  | 0 06 1/4 |
| 14-lb. " .....                  | 0 06 1/4 |
| 30-lb. " .....                  | 0 06 1/4 |

### KNIFE POLISH.

|                                              |  |
|----------------------------------------------|--|
| Nixey's "Cervus" 6d. and 1s. tins            |  |
| For price list and sliding scale apply W. G. |  |
| Nixey 12 Boho Sq. London, Eng.               |  |

### LICORICE.

### YOUNG & SMYLYE'S LIST.

|                                           |        |
|-------------------------------------------|--------|
| 5-lb. boxes, wood or paper, per lb ..     | \$0 40 |
| Fancy boxes (36 or 50 sticks) per box     | 1 25   |
| "Ringed" 5 lb. boxes, per lb .....        | 0 40   |
| "Aome" Pellets, 5 lb. cans, per can ..    | 2 00   |
| "Aome" Pellets, fancy boxes (40)          |        |
| per box .....                             | 1 50   |
| Tar, Licorice and Tolu Wafers, 5 lb.      |        |
| cans, per can .....                       | 2 00   |
| Licorice Lozenges, 5 lb. glass jars ..... | 1 75   |
| " " 20 5 lb. cans .....                   | 1 50   |
| "Purity" Licorice 10 sticks .....         | 1 45   |
| " " 100 sticks .....                      | 0 75   |
| Dulce, large cent sticks, 100 in box.     |        |

### MUSTARD.

### COOLMAN'S OR KEEN'S.

|                                       |        |
|---------------------------------------|--------|
| D. S. F., 1/4 lb. tins, per doz ..... | \$1 40 |
| " 1/2 lb. tins, " .....               | 2 50   |
| " 1 lb. tins, " .....                 | 5 00   |

|                                    |      |
|------------------------------------|------|
| Durham, 4 lb. jars, per jar .....  | 0 75 |
| " 1 lb. " .....                    | 0 25 |
| F. D., 1/4 lb. tins, per doz ..... | 0 85 |
| " 1/2 lb. tins .....               | 1 45 |

### BAYLE'S PREPARED MUSTARDS.

|                                      |                         |
|--------------------------------------|-------------------------|
| Robert Greig & Co., Toronto, Agents. |                         |
| 1/2-lb. jars 1-lb. jars.             |                         |
| Horseradish .....                    | per doz., \$1 75 \$2 50 |
| English Sandwich .....               | 1 75 2 50               |

### JONAS' FRENCH MUSTARDS

| HENRI JONAS & Co. Per gross. |        |
|------------------------------|--------|
| Pony size .....              | \$7 50 |
| Imperial, medium .....       | 9 00   |
| Imperial, large .....        | 12 00  |
| Tumblers .....               | 12 00  |
| Mugs .....                   | 13 20  |
| Plnt jars .....              | 18 00  |
| Quart jars .....             | 24 00  |

### MATCHES.

|                                      |        |
|--------------------------------------|--------|
| Eddy's Telegraph, single cases ..... | \$1 00 |
| " five cases .....                   | 3 80   |
| Telephone, single cases .....        | 3 90   |
| " five cases .....                   | 3 70   |
| Eagle Parlors, 8 gle. cases, 200s .. | 1 70   |
| " five cases, 200s ..                | 1 60   |
| " 8 gle. cases, 100s ..              | 1 90   |
| " five cases, 10s ..                 | 1 80   |
| Victoria Parlors, single cases ..    | 3 00   |
| " five cases ..                      | 2 90   |

### MINCE MEAT.

|                                     |         |
|-------------------------------------|---------|
| Wetthey's Condensed, per gross, net | \$12 00 |
| " per case of doz., net .....       | 3 00    |

### ORANGE MARMALADE.


| T. UPTON & CO.                      |        |
|-------------------------------------|--------|
| 1-lb. glass 2 doz. case, per doz .. | \$1 00 |
| 7-lb. pails and 5 and 7 lb. tins .. | 0 07   |

### PICKLES.

| STEPHENS'.                             |      |
|----------------------------------------|------|
| A. P. Tippet & Co., Agents.            |      |
| Patent stoppers (pints), per doz ..... | 2 50 |
| Corked (pints), " ..                   | 1 90 |

| BAYLE'S.                              |               |
|---------------------------------------|---------------|
| Robert Greig & Co., Toronto, Agents.  |               |
| 1/2 Pint. Pints.                      |               |
| Pandora, per doz .....                | \$2 15 \$3 60 |
| Sliced Sweet .....                    | 1 75 2 85     |
| Hot Stuff .....                       | 1 75 2 85     |
| Tobasco Sauce, 2-oz. bottle, per doz. | \$4 25        |
| Tobasco Pods in vinegar, 1/2 pt. .... | 3 25          |

### SODA.—COW BRAND

|                                                                                       |                            |
|---------------------------------------------------------------------------------------|----------------------------|
|  |                            |
| Case of 1 lbs. (con                                                                   | taining 60 pkgs.,          |
| per box, \$3.00.                                                                      |                            |
| Case of 1/2 lbs. (con                                                                 | taining 120 pkgs.,         |
| per box, \$3.00.                                                                      |                            |
| Case of lbs. and 1/2                                                                  | lbs. (containing 30        |
| 1 lbs. and 60 1/2 lb.                                                                 | packages) per box, \$3.00. |
| Case of 50. pkgs (containing 96 pkgs) per                                             | box \$3.00.                |

### SOAP

|                                                                                       |                    |
|---------------------------------------------------------------------------------------|--------------------|
|  |                    |
| A. P. Tippet & Co., AGENTS                                                            |                    |
| Maypole Soap, colors                                                                  | per grs., \$10.20. |
| Maypole Soap, black                                                                   | per grs., \$15.30. |
| Orion Soap, per gross                                                                 | \$10.20            |
| Gloriola Soap, per gross .....                                                        | 12 00              |
| Straw Hat Polish, per gross .....                                                     | 10 20              |

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Stops the fly in his mad career. Also catches the filthy load he is carrying, thus preventing the danger of contagion.

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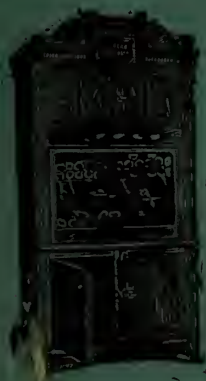
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GRIMBLE & CO., Limited, London, N.W., Eng.

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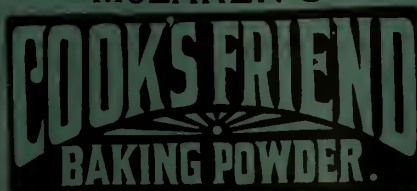
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# LAMPS



It will pay you to see our line.

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Write for illustrated catalogue and price list or see our traveller.

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It is a sure seller.  
It is a trade bringer.  
If your wholesale does not keep it, write me.

J. H. WETHEY, Sole Manufacturer.

St. Catharines, Ont.

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## New Season's Candied Peels

LEMON, ORANGE, CITRON, MIXED (O. L. and C.)

In 7-lb. Tins, 7-lb. or 10-lb. Wood Boxes, and 1-lb. Cartons.

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## MONTREAL.

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INGERSOLL, ONT.

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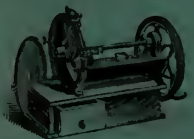
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Your customers who want **PURE, RELIABLE** confectionery will appreciate these goods.

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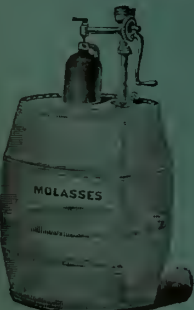
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Auger for above Pump



No. 97, 60 cents

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*Rapid Grinding and Pulverizing Mill*

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The Machine is self-contained and is ready for connection to feed wire as shipped from factory

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Pulverizing 1-2 pound of Coffee per minute

Can be regulated for Fine or Coarse Grinding while Mill is running

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Macurquahart's Worcester Sauce is bottled where it is brewed—in England. It matures for many months in the vats before it is ready for the bottles.

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TO REFLECT.


There is a cause for progress. The secret of the progress of

## JONAS' FLAVORING EXTRACTS

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## IT IS NOW TIME TO TURN YOUR THOUGHTS

to fall trade. Weigh carefully in your mind whether it is more advantageous for you to handle cheap, weak Extracts, which apparently seem profitable, or the purer, stronger, richer and more economical kind, which produce in the long run greater profit, more satisfaction for your goods, and increased business. If it is the latter kind you require, send along your order for **Jonas' Flavoring Extracts**, if not, send your order elsewhere. "Fair profits and no misrepresentation" is the motto of the makers of these popular thirty one year old Extracts. If you have not already done so, it is now time to reflect upon the question.



HENRI JONAS & CO.  
MONTREAL.



# "Into the Light."

Here and there is a grocer who is groping in darkness and about ready to give up the Cigar department in his store. If that particular grocer would get into correspondence with me I could convince him that the probable cause of his discouragement was, first, because the profits he had been making were not large enough, and, second, because the quality of the Cigars he had been selling was not what it ought to be.

I would like the opportunity to lead him "into the light." If he can't write he can at least send in for a trial order of a thousand or more of my Cigars *at my expense*.

**J. Bruce Payne, Cigar Mfr.,**  
Granby, Que.

It is not the time to live near the kitchen range. Something cool and refreshing is what is wanted for these days.

## "STERLING" Brand

**Lime Fruit Juice**  
**Lime Juice Cordial**  
**Raspberry Vinegar**

fill the bill as does nothing else. You hold the best trade by keeping on hand a good stock of these goods.

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124-128 Richmond St. W., ... TORONTO.

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Throughout the land the farmers are busy gathering the results of their sowing. Much of its success depended upon the wise selection of the seed and careful planting.

Suppose the farmer had reasoned something after this fashion—"Wheat is only wheat anyway—by buying this cheaper kind I will be saving something worth while."

If he did, he is likely reaping a harvest of barren regrets now.

So with the business man if he dreams for a moment that anything but the highest quality of goods is going to yield a profitable harvest—he is making the same serious blunder as the farmer.

**MOLINA ROLLED WHEAT** is at the head of its class and its fast increasing sales are the result of its superior quality. It is packed in barrels of 100 lb., and in kegs of 50 lb. and made only by

*Sow Quality if you wish to reap  
a rich harvest.*

**THE TILLSON CO., Limited,**

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**USEFUL  
AND  
ORNAMENTAL**

The stock canister and brass tea scoops we are presenting to all dealers who order **ONE HUNDRED POUNDS** net of that already popular blend of tea

## QUEEN ALEXANDRA

are most attractive ornaments, which are calculated to engage the attention of your customers. Their attractiveness does not excel their usefulness nor the quality of the tea. This is an unusually good offer, and if you have not already taken advantage of it—write us to-day.

**THE "OZO" CO., Limited**  
MONTREAL.



## James "Dome" Lead.

This is the highest grade of lead in the world.  
No dust. Hard finish. Brilliant.



**THE DOMINION BREWERY CO., LIMITED**

Brewers and Maltsters

TORONTO

Manufacturers of the Celebrated

## WHITE LABEL ALE

ASK FOR IT AND SEE THAT OUR  
BRAND IS ON EVERY CORK.

Our Ales and Porters have been examined by the best Analysts, and they have declared them Pure and Free from any Deleterious Ingredients.

WM. ROSS, Manager.





THE FLAVOR OF

# JAPAN TEA

IS  
SMOOTH  
AND  
PURE

which unquestionably is the kind of tea your customers appreciate most.

*SELL  
THEM*

# JAPAN TEA

and they will always be well pleased with it. See that they can get it from you. Take a cup of Japan Tea and compare it with any other kind and you will be convinced of its superiority. The high quality of Japan Tea will lend you great assistance in attracting and holding the trade of your community.

JAPAN CENTRAL TEA TRADERS'  
ASSOCIATION.

Trafalgar Chambers, Sun Life Building  
Annex.

Tel. Main 4142. MONTREAL, CANADA.

# Ceylon and Indian Teas— Black or Green.

**The Black Teas** were introduced into Canada only a few years ago. Reflect how they have gained in popularity yearly and consider the present consumption.

**The Green Teas** are still quite a novelty, but have already made their mark and merit all success. They are made expressly to meet the tastes of those who do not drink Black Tea.

In addition to their unquestioned merits, remember how they are **advertised**—See the daily papers.

Ceylon Greens are for sale in Montreal by—

Messrs. Carter, Galbraith & Co.

“ L. Chaput, Fils & Cie.

“ Laporte, Martin & Cie.

“ E. D. Marceau.

“ “Ozo” Tea Co.



# WARNING

Would-be competitors, who produce articles of inferior quality, seemingly find it necessary to misrepresent matters in order to make sales. One of their favorite schemes is to impress merchants with the idea that "**GILLETT'S GOODS**" are manufactured in the United States, whereas, the truth is, every article is made in our factory located in Toronto, where, on an average, 100 people are employed.

**BEWARE** of goods made by concerns who find it necessary to resort to such methods as above stated.

*E. W. Gillett*

Also  
London, Eng.  
Chicago, Ill.

32 and 34 Front St. West,

**TORONTO.**

## IVORY GLOSS STARCH ... is ... THE STARCH THAT BRINGS BUSINESS.

Every sale of a package of **IVORY GLOSS STARCH** is the good-will of a customer gained. We do not know any woman, who, having once used this starch, has gone back to any other kind. We know of thousands of cases where **IVORY GLOSS** has been a revelation to its users. Every purchaser of **IVORY GLOSS STARCH** becomes a permanent customer, because it pleases. Give your customers a chance to become better acquainted with its merits by giving it a recommendation. You will not regret it.

**IVORY GLOSS STARCH**

IS

MANUFACTURED BY

**The St. Lawrence Starch Co.**

Limited

PORT CREDIT, ONT.

## 4 STYLES No. 9

# THE AUER GASOLINE LAMP



No. 9,  
200 Candle Power

Suitable for

STORE,  
RESIDENCE  
OR CHURCH.

The only Lamp on the Canadian market which is guaranteed not to clog, flicker or smell.

**YOUR MONEY BACK IF NOT ENTIRELY SATISFIED.**

For Catalogues and Prices on Lamps, Mantles and Sundries,  
write

**AUER LIGHT CO.**

1682 Notre Dame St., MONTREAL.

E. SIMPSON & CO., Moose Jaw, Agents for the Territories.

## Symington's

# "Edinburgh" Coffee Essence

Is the Purest and therefore Best and Cheapest!

Refuse imitations said to be "just as good" as Symington's, and recollect that the careful process by which Symington's Essence is made eliminates all unpleasant properties.

ANYONE CAN DRINK IT.

**THOS. SYMINGTON & CO.,**

EDINBURGH and LONDON.

Agents, **W. B. Bayley & Co.,** Toronto

## The Picnic Season

Is with us again in full swing, and with it picnic profits for the wideawake grocer, who has just the right kind of goods to sell, something tasty, handy to carry and open, something that users will come back for.

**OUR STOCK** is complete with attractive and palatable canned delicacies—Chi: ken, Duck, Turkey, Game, Tongue, etc., both potted and devilled, put up by such packers as Aylmer, Strathroy, Clark, and Davies; 4 and 8 oz. tins.

Have you tried Brawn in 1-lb. tins? This is a delightful article.

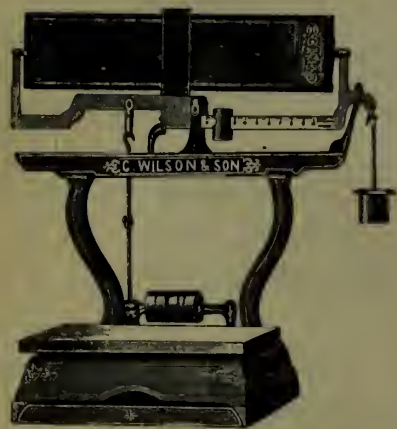
Chipped and Sliced Beef, ½ and 1-lb. tins; Lunch Tongue, 1-lb. tins—these are splendid lines for this trade.



# W. H. GILLARD & CO.,

Wholesale Grocers,

# Hamilton



## WILSON'S SCALES

ARE AS GOOD AS A GOVERNMENT BOND.

The grocer can get a Tea Scale that will turn with a postage stamp, or a Computing Scale that will count the money and show the weight of goods at the same time.

Highest Medal at Chicago, and Paris, France.

Easy terms of payment.

### C. WILSON & SON

Get Prices.

69 Esplanade Street East, TORONTO, ONT.

## Essence of Coffee

You want  
the best.

Order



### Rose & Laflamme

Agents

MONTREAL

## Batty & Co.

ESTABLISHED 1894

LONDON.



OLIVES  
AND  
PURE  
OLIVE  
OILS.



INDIAN  
CURRIES  
AND  
CHUTNIES.

Makers of High-class

PICKLES  
OF  
ALL KINDS.



SAUCES  
OF  
ALL KINDS.

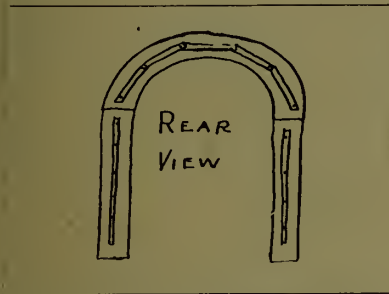


## THE ART OF WINDOW DRESSING.

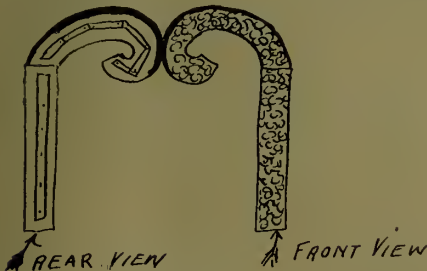
By H. H.

### AN IDEA OF CONSTRUCTING ARCHES.

THE following will explain how arches, etc., can be arranged cheaply and with very little expense by any grocery trimmer. Instead of having the arches, etc., cut from boards they can be made by taking heavy cardboard, on which draft out in pencil the design you intend putting in the window. After you have them pencilled out cut them out with a sharp knife or scissors and nail light pieces of packing boxes or laths on the back of the design. This will hold the cardboard



design in shape. Puff white cheese cloth or other material over this, and it is then ready for the window. The puffing can easily be done by giving the design a coating of glue and while it is still wet ruffle the cheese cloth or other material over it and it will soon dry. Make the shirring very fine and even. The rough drawing will give the idea.



### CAMPERS' SUPPLIES.

A good trim of campers' supplies would be right in season just now. Make a good stocky showing of these goods and in the centre of display put a large card reading :

#### CAMPERS' SUPPLIES

At Right Prices.

All Orders Securely Packed

Free of Charge : : : : :

### FRUIT AND VEGETABLE DISPLAY.

For a neat, clean looking vegetable or fruit trim the following will be found practicable: Secure enough foliage, such as ferns, and leaves, etc., to cover the bottom of your window to the depth of about an inch. Make it nice and flat and sprinkle it twice or three times a day with water. Down the entire back of the window stretch pink or pale blue tarelton or mosquito netting and over this entwine artifi-

cial morning glory or some trailing vine. On the bed of the foliage in window place here and there (if you are showing vegetables) a nice clean bunch of radishes, tomatoes, lettuce, onions, etc. Place an egg here and there well apart among the vegetables, and add just a few bottles of salad dressing, olives, or something pertaining to this line. Don't crowd this trim. Show very few things, but pick out the choicest and have them washed and cleaned. This makes an effective trim and one that looks clean and inviting. Change this after it has been in a few days. Shake up the foliage that is underneath, as it will be much fresher than what is on top. You can then make a pretty display of fruits in fancy boxes or baskets. Arrange the colors of the fruits so as they will blend nicely and harmoniously. Very effective trims can be made with fruits with a little forethought that will amply repay the trimmer for the time spent on them.

A striking trim and one that would be sure to attract the passer-by's attention could be made with watermelons. The win-

dow could be arranged with long corn stalks so as to give it the effect of a corn field, then place a few of the largest watermelons about the floor. Then secure the forms of one or two little negro boys. Cut up a melon and place a slice of the melon in the little hands of the negroes, and arrange him in the act of taking a big bite. Have a card, worded similar to the following placed in a conspicuous place: "Golly, dis am de stuff." Green felt could be placed on the floor of the window over which could be strewn corn leaves, pebbles, etc., to give the scene a more realistic effect.

### A SOAP DISPLAY.

Illustration No. 1 is suitable for a small window. It is built up on a circular, stair-shaped stand, covered with black print. The goods shown are principally soaps. A doll dressed in tinsel gauze represents a "fairy" holding a cake of "Fairy" soap. The display was a very striking one and drew great attention.

Frank D. Harrigan, grocer, Hamilton, Ont., while attempting to catch a box of starch falling from a shelf, ran the point of a bill file into his arm. The file penetrated to the bone, and Mr. Harrigan has been compelled to carry his arm in a sling for some days.



No. 1—A Soap Display.



**RISING SUN**  
STOVE POLISH and **SUN PASTE**  
STOVE POLISH  
IN **CAKES** WELL KNOWN AND RELIABLE. **IN TINS** GUARANTEED TO THE TRADE  
DURABLE and ECONOMICAL 3000 TONS SOLD YEARLY  
DUSTLESS, LABOR SAVING, BEST IN THE WORLD.

Our packages are larger and more attractive in style than any others.

The quality of our goods is superior to anything else on the market.

**MORSE BROS., Proprietors, Canton, Mass.**

For sale by all Wholesale Grocers; also the McClary Mfg. Co., London, Montreal, Winnipeg, Vancouver and Toronto.

### BUSINESS CHANGES.

#### DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

**E.** FORREST & CO., general merchants, Ste. Anne de Beaupré, Que., have compromised at 30c. on the dollar.

Z. Harvey, general merchant, St. Hilarion, Que., has assigned.

L. A. Jalbert, general merchant, Griffin's Cove, Que., has compromised.

J. C. Gagnon, general merchant, St. Flavie Station, Que., has assigned.

Henry Head, general merchant, Cloyne, Ont., has assigned to James Yule,

George Roy, general merchant, Berthier, Que., is offering 50c. on the dollar.

E. Souey, general merchant, Rimouski, Que., is offering 30c. on the dollar.

F. C. Peck, general merchant, Jeannette's Creek, Ont., has assigned to G. W. Sulman.

A meeting of the creditors of Walsh & Son, grocers, St. Catharines, Ont., has been held.

Assignment has been demanded of J. C. Gagnon, general merchant, St. Flavie Station, Que.

A statement of the affairs of A. A. Brodeur, tobacconist, etc., Montreal, has been prepared.

A compromise has been effected by David Tobin, general merchant, Sacré-Cœur de Marie, Que.

J. B. Douville & Co., general merchants, St. Stanislas, Que., have compromised at 25 cents on the dollar.

A. McCormack, general merchant, Sydney, N.S., has assigned, and a meeting of his creditors has been held.

John Wright, grocer and provision dealer, Ottawa, has assigned, and a meeting of his creditors has been called for the 29th inst.

Jennie Walker, general merchant, Chelmsford, Ont., has assigned to J. D. Walker, Sudbury, and a meeting of her creditors will be held on August 3.

#### PARTNERSHIPS FORMED AND DISSOLVED.

The Ingram-Muir Co., grocers, etc., Grand Forks, B.C., have dissolved.

McKinley & Son, general merchants, Seeley's Bay, Ont., have dissolved.

McKay & McNab, general merchants, Welsford, N.S., have dissolved: H. McNab continues.

C. B. Hoey, general merchant, Ninga, Man., has admitted Arch. Robertson to partnership.

Geo. Wait & Co., produce dealers, etc., Montreal, have dissolved, and a new partnership has been registered.

H. J. Brady & Co., vinegar manufactur-

ers, etc., Victoria, B.C., have admitted W. K. Houston under unchanged style.

Co-partnership has been registered by Wm. Young and Robt. Newton, under the style of Young & Newton, general merchants, Bridgeport, N.S.

#### SALES MADE AND PENDING.

J. E. Johnston, grocer, Chatham, Ont., has sold out.

J. M. Dowdall, grocer, Ottawa, is advertising his business for sale.

Charles Bazett, general merchant, "Duncans, B.C., is offering to sell out.

The assets of V. Taillefer, general merchant, Hawkesbury, Ont., have been sold.

E. O. Shaver, grocer, etc., Hamilton, Ont., is advertising his business for sale.

The assets of Geo. Charette, general merchant, Ste. Marie de Blandford, have been sold.

The estate of Fred. W. Hill, grocer, Winnipeg, Man., has been sold at 65 1-2c. on the dollar.

The assets of N. Messier & Co., flour and feed dealers, St. Henri de Montreal, are to be sold.

George Carberry, baker and confectioner, Caledon East, Ont., is advertising his business for sale.

The stock, etc., of Albert Stevens, confectioner, etc., Hamilton, Ont., has been sold by bailiff.

The stock of McDougall & Co., general merchants, Renfrew, Ont., is advertised for sale under power of chattel mortgage.

The stock of P. H. Christman & Co., general merchants, Fordwich, Ont., has been sold to H. W. Carter at 70c. on the dollar.

Laking, Moore & Connell, general merchants, etc., Hawkestone, Ont., are advertising their general store business for sale.

The stock, etc., of the estate of Seli, Black & Co., general merchants, Walkerton and Southampton, Ont., has been sold by auction.

#### CHANGES.

James Young, general merchant, Nanaimo, B.C., is offering to give up business.

J. H. Bertram & Co., grocers, Sydney, N. S., have sold their stock to J. K. Bertram.

Sneath & Co., general merchants, Elmvalle, Ont., have sold out to Vair, Vickers & Co.

Richard Common, general merchant, Newbridge, Ont., has sold out to Ernest Pritchard.

The Paddell Manufacturing Co., grocers, etc., Winnipeg, Man., have retired from business.

George Porter, general merchant, Bluevale, Ont., has sold out to Robert Malrough.

J. P. Graves, grocer and grain dealer, Elgin, Man., has sold his grocery business to R. E. Sadler.

C. W. Fisher, general merchant, Cochrane, Man., has been succeeded by Fisher & Malone.

J. W. McCabe, grocer and crockery dealer, Clinton, Ont., has been succeeded by J. W. Irwin.

J. B. Lawrence, general merchant, Barrington, N.S., has sold his branch store to E. C. Hogg.

#### DEATHS.

Albert LeBlanc, general merchant, Carleton, Que., is dead.

### CATALOGUES, BOOKLETS, ETC.

#### OPAL WARE.

One of the most artistic catalogues of the year has just been issued by Gowans, Kent & Co., Toronto. This work is devoted exclusively to one line, "Opal Ware," for the season 1901-1902. It contains over 250 superb illustrations of the dainty patterns in pin, comb and brush trays, jewel, hairpin, trinket, bon-bon, puff, scrap, cuff, collar, handkerchief and glove boxes, vases, fern dishes, bowls, plates, smoker sets, toilet bottles, plaques, candlesticks, cracker jars, mugs, tumblers, jugs, cream and sugar bowls, salt and pepper shakers, etc. The range of quality and design is so great and the illustrations of the patterns are so excellent that every dealer in china-ware should easily make a selection suitable to his trade. This line is especially suitable for the grocery trade, for the goods are so dainty and attractive that they add to the appearance of a retailer's stock, and they are so moderate in price that there can be made an excellent demand for them. Grocers who have not yet secured a copy of this catalogue can get one by writing to Gowans, Kent & Co., Toronto.

### CHARACTER THE TRUE TEST.

President Ramsay, of The Hide and Leather Bank, New York, recently expressed himself as follows in a speech before the New York Credit Mens' Association:

"If you want to get down to the facts as to whether it is safe to trust a man, find who the man is, what his character is, how he lives, and how he treats his neighbor, and see that he is a fairly good man, then it is safe to trust him. You cannot make a man sign a mortgage on his wife and children: such a man will dupe you. If you find him honorable in his deportment, honorable in the town where he lives, I won't ask that he drinks water all the time; let him be fairly straight in his walks of life, and that man is pretty near safe to trust, and I think you will all bear me out."



## JUST THINK IT OVER.

You can buy our **Circle Tea**, packed 1 and ½ lbs., "Black" or "Mixed," also Green Ceylon, in 1 lbs., at 19 cents. Regular terms.

Our traveller will see you next week.

**LUCAS, STEELE & BRISTOL,** WHOLESALE GROCERS, **Hamilton, Ont.**

Office Phone, 288; Sample Room, 747.

## Profits ...

If you are in business for profit ask your travellers to push ...

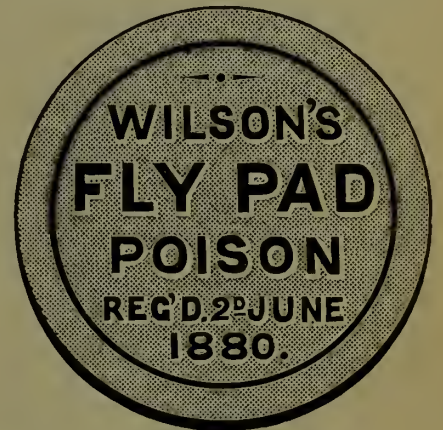
 **FLY PADS.**

They can be sold to most general stores and grocers.

They pay a large profit.

They always give satisfaction.

They are 300 times cheaper to use than sticky paper.



**Archdale Wilson, ... Hamilton**

## Weather is Frightfully Hot.



Be easy on your clerks, allowing them to sell as leaders

**Ram Lal's Pure Indian Tea**  
**Mecca Coffee** 

These lines are standard as granulated sugar—no trouble selling them—they always give satisfaction.

**JAMES TURNER & CO., Hamilton.**

## COFFEE

Increase your sales and also  
your profits by handling

## COFFEE

## Crown Blend Coffee

## COFFEE

Tins 10, 25  
and 50 lb.

|       |     |            |      |
|-------|-----|------------|------|
| Crown | X   | retails at | 25c. |
| "     | XX  | "          | 35c. |
| "     | XXX | "          | 45c. |

SOLE AGENTS

THOS. KINNEAR &amp; CO.,

Wholesale Grocers,  
49 Front St. E., TORONTO.

## TRADE IN COUNTRIES OTHER THAN OUR OWN.

THE total shipments of citrus fruits from the Coast for the season up to the end of last week number 22,500 earloads, of which 1,900 earloads were lemons, compared with 16,800 earloads for the same period last year.

## BRITISH CANNED SALMON MARKET.

Although the business doing in salmon on the spot is quite of a hand-to-mouth character, yet the inquiry generally is better, and now that quotations are more reasonable, a great improvement in the demand may certainly be looked for. Half-pound tins are in good supply, and quotations show very little, if any, advance over the prices in 1900. Unfortunately this particular pack is less popular in the south than it is in the north, but it is hoped that present valuations will do a great deal to bring this size tin into prominence.—Produce Markets' Review, July 13.

## THE SARDINE MARKET.

Latest advices point out that there is a good demand for the fish from all of the best packers on the French coast, and that the fishermen have no difficulty in selling at good prices. This, coupled with the poor catch that has been effected up to the

present in Portugal, and the small existing stocks of French goods, would make it appear improbable that we shall see the very low prices that ruled in 1898-9.—Produce Markets' Review.

## PRUNES ON THE COAST.

Private mail advices from the Coast state: "There is some inquiry here from the East for prunes and buyers are bidding around 2c. for the 'four sizes,' and some, it is stated, have been bought around that figure for prompt shipment in a small way. Stocks are held pretty firmly by the Association, and it is believed that little can be had in the way of assortment at the 2c. basis. Futures are not attracting attention."

## CANNED SALMON ON THE COAST.

On salmon The San Francisco Trade Journal has the following: "Columbia River advices continue to note an improvement in the run. It is also stated that the size of the fish average slightly larger. The run, so far as our advices tend to show, is about the same as it was at the corresponding time in 1900. We still hold to the opinion that the July and August catch will be larger than during the corresponding months last year. Puget Sound

telegraphic advices state that the run is of a scattering character. Next week the run ought to be of a more pronounced character. Cannermen on the Sound had not generally at last mail advices started up—only those started up to test their machinery to see if everything would work smoothly. The cannermen on the Sound are prepared to pack 50,000 cases a day, and will do so if the fish run. The same quantity can be packed on Fraser River. On the latter river there is the same old labor trouble."

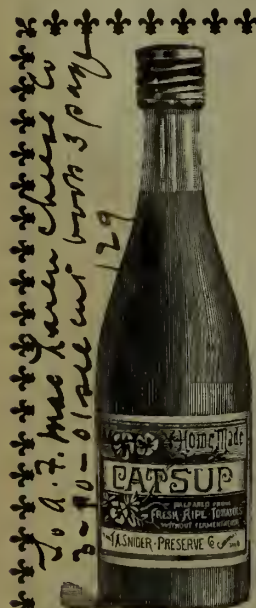
## CURRANTS EASIER IN NEW YORK.

The weakness shown in currants on the spot continues to be noticeable, although the prevailing opinion among holders is that the easier situation is temporary. It is believed that with the closing out of the few hundred barrels by the weak holder that the market will react, particularly should buying interest show improvement. In the meanwhile there is very little interest in the article at the decline. Sales aggregating some 60 barrels were reported, the bulk on the 9c. basis for Amalia grade, and a small lot at 9 1/2c. A report is current that a lower quality of Amalias is offered at 8 3/4c., the report stating that a few lots were moved ex dock on that basis. In the absence of any tone to the demand the market is decidedly quiet and somewhat easy at quotations. There is, despite the low offering of futures, 19s. for September

## One Case Snider's Catsup Free.

With each 5 cases of Snider's Tomato Catsup, pints, that you purchase, we will give you one case Snider's Tomato Catsup, pints, free. The above goods to be delivered September 1, 1901.

A. F. MacLaren Imperial Cheese Co., Limited  
Agents.





# CANNED MEATS.

**POTTED AND DEVILLED.**

**ALL KINDS.**

## THE DAVIDSON & HAY, LIMITED

36 YONGE STREET - - TORONTO.

shipment, no interest reported here, and so far as can be learned the only results accruing from these speculative offerings have been to unsettle the situation on spot goods. Latest reports from the other side note a favorable outlook for the new crop, and conservative estimates figure on a production of 130,000 tons, or 60,000 tons short of the average.—N. Y. Journal of Commerce.

### THE SAIGON RICE YIELD.

Mail advices from Saigon dated June 6 state of rice: "The predictions made at the beginning of this season as to the yield of our rice crop being some 25 per cent. below last year's harvest seem to be realized, as stocks in the interior are already said to be low and decreasing rapidly. The shortness of crop, combined with the pretensions of natives not to part with their supplies, except at enhanced prices, tend to keep our market firm and out of reach of some of the importing markets, especially Europe.

### GALLON APPLES IN NEW YORK.

Quite an active interest was noted to-day in the market for gallon apples, and a considerable business for shipment on Western account was noted at a range of from \$2.05 to \$2.10 per dozen for gallons State pack. Sales in one or two lots aggregating 2,000 cases were noted, price paid being around \$2.10. Some difficulty was reported in obtaining goods on late orders, and the market is now said to be very closely cleaned up, with the few holders asking around \$2.15 to \$2.25 on gallons. It is stated that the demand from the west is the direct result of the drouth-injured prospects

for the new crop both there and in this State and extreme scarcity of supplies of old crop dried, green and canned. Canned pears are also reported somewhat firmer in sympathy with the advance noted in apples. —N. Y. Journal of Commerce, July 21.

### FLAT COCOA MARKET.

The cable advices received from London reported that at the auction sale on the 16th inst., there was a flat market. The position of the local market has not changed in any important particular. There have been fair offerings of the extreme low grades, and they have ruled in buyers' favor, but the better grades have held about steady.

### CURRENTS IN GREAT BRITAIN.

The market for currants continues moderately active and there is no further decline in prices. Although stocks are so reduced as to be only barely sufficient to supply the trade until the arrival of new fruit, the qualities on offer still show a good assortment, and market prices are accommodating themselves favorably to retail quotations. Reports of the growing crop are in all respects favorable, and it may be confidently hoped that the danger of any important reduction in quantity or deterioration in quality is now past, and that the crop for 1901 will be of a character in both respects to make up for the shortcomings of its predecessor. Quotations for new fruit show a tendency to decline from those current a few weeks ago, but this is probably accounted for by the absence of business and the desire of merchants to establish a low level for opening prices, with a view to provide a steady market during the months when consumption is heaviest. Even

at the highest estimate yet formed there are only likely to be just enough currants to supply the universal demand during the coming year without any undue pressure upon markets.—Produce Markets' Review, July 13.

### STRONGER TOMATO MARKET IN THE U. S.

Additional strength is shown in tomatoes, both spot and future, the views of holders here and in the South being a fraction higher than was the case early in the week. Sales in fair sized lots were reported to-day on the basis of 77 1-2c. for Maryland 3s. spot, and 75c. appears to be the ruling price in the country, although some goods are offering at 72 1-2c. cash less 1 1-2 per cent. f.o.b. On this basis some futures might be had in Aberdeen. Some packers, however, hold out strongly at 75c. cash less 1 1-2 per cent. f.o.b. shipping point. Baltimore offers on the 72 1-2c. basis regular for futures and 75c. regular for spot. The improvement in the situation is reported to be due to the increased demands on Eastern packers from Western points, a very considerable movement of goods having taken place within the last ten days. The demand for spot goods appears to be caused in part by the scarcity and high prices on fresh vegetables—notably tomatoes and peas—and the poor growing conditions in the west. Chicago advices to-day report that tomatoes are looking very badly in the western tomato packing belt, and in some cases growers have already abandoned the field. The danger appears to be that a protracted drouth in July will result in delaying the season and crowd the crop in September, all of which will result in lessening the pack and hurrying the labor.—N. Y. Journal of Commerce.



## UPTON'S Jams, Jellies and Marmalade

have a ready sale all the year round.

You will not have to explain their virtues to your customer, because the purity and unvaried quality of UPTON'S are known by everyone.

A. F. MacLAREN IMPERIAL CHEESE CO., Limited

## TORONTO GROCERS PICNIC AT OSHAWA.

THE fifteenth annual excursion and picnic of the Toronto Retail Grocers' Association, which was held at Prospect Park, Oshawa, on Wednesday, was not as well attended as have been the annual outings of the association for some years. Owing to the difficulty of chartering a boat, as has been the custom, the excursion was run by train. Owing to the extreme heat, the train trip, with its accompaniment of dirt and sultriness, did not possess the attractiveness which has made the annual event such a popular event with the trade.

But from every other standpoint than that of attendance the excursion was a thorough going success. The games, races and sports were well contested; good music was provided by the Oshawa orchestra; the day and the park were almost ideal, though possibly rather warm, and the party had ample time in Oshawa, yet arrived home in good time.

After the excursionists had arrived at Prospect Park, and before the commencement of the games, Mayor Fowke, on behalf of Oshawa in general, and the merchants of the town in particular, made a short, happy address of welcome, giving to the grocers and their friends the freedom of the town—the best town in the Province, he claimed. President Panter replied briefly, thanking Mayor Fowke and the deputation accompanying him for their courtesy and accepting the invitation to take possession of the town for the day.

The event of the day was the baseball match between teams representing grocers west of Yonge street and grocers east of Yonge street.

The west end team was composed of Fred Thorne, captain; W. J. Sykes, J. Dempster, T. Clark, A. V. Bradley, T. Holmes, F. Higgins, Benj. Panter and C. Callendar, while the east end was represented by J. W. Sanderson, captain; R. W. Davies, D. J. Kelly, W. Mills, P. Roach, J. A. Farewell, J. L. Paterson, Benj. Cope and R. H. Stewart.

The east end team was rather disorganized, as Jerry Burns, the organizer of the team, and two other good players were unable to be on hand. But up to the end of the fifth innings, when the score stood 10 to 10 runs, there was little reason to consider one team better than the other. The battery of the east end seemed to be the stronger, the sensational work of the day being a running catch of a foul fly by catcher Sanderson. But poor throws by the infield at critical moments let in several runs, and in the sixth innings the west end

pulled away and eventually won out by a score of 16 to 11 runs.

To many of those present the quoit tournament proved of even greater importance and interest than the baseball game. There were eighteen entries for the championship of the trade, and though a good part of the morning and nearly all the afternoon was spent by the contestants in playing off it became too late for the semi-finals, and J. Pearson, R. B. Snow, C. H. Wilson and S. R. Richardson drew for the respective prizes, winning in the order named. T. Holmes won fifth place. Many of the events were keenly contested and decidedly close, some really strong players being defeated in the early stages.

Possibly the most laughable event was the lady's washing contest, each contestant washing a soiled towel and hanging it up to dry. The judges, T. H. Smith and Wm. Radcliffe, decided not merely from the standpoint of speed, but also took into consideration the quality of the work done. Small tubs, washboards, etc., were provided, and from the word to start to the time the first towel was on the line, 43 seconds in all, the stand upon which the washing was done was a scene of bustling activity. The winners of the event were; 1st, Mrs. Farrow, Oshawa; 2nd, Mrs. Callendar, Toronto; 3rd, Mrs. Fisher, Oshawa; 4th, Mrs. West, Oshawa; 5th, Mrs. Geo. Smith, Toronto; 6th, Miss Lambert, Toronto.

Another event which excited considerable interest was a cheese-cutting contest. In this event each contestant had to cut off at least  $\frac{1}{4}$  lb. cheese, and to estimate its value at 15c. per lb. The cheese was then weighed, the person estimating the weight of cheese to be winner. Over 30 persons entered the contest. Two people, Mrs. Farquharson and J. C. Phillips, estimated correctly, and D. McLean and R. W. Davies within an eighth of a cent of the exact value. These cut again, and Mr. Phillips won first; Mrs. Farquharson second and Mr. McLean third.

Further variety was added to the sports by making use of an "Aunt Sally" fixture on the grounds. The first contest was open to wholesale fruit dealers. The winners were: J. J. Ryan with a score of 30, M. P. Clemes with a score of 20 and Geo. Carlton of 15. Several challenge matches were then fought off, fun being provided for the crowd for nearly an hour.

The winners of the various races were as follows:

100 yards' foot race, unmarried members—1, Fred. Thorne; 2, R. W. Davies; 3, A. V. Bradley; 4, J. L. Paterson.  
100 yards' foot race, married members—1, C. Callendar; 2, J. Nolan; 3, T. Holmes; 4, T. Clark.  
100 yards' foot race, Toronto city travellers—1, R. Scott; 2, S. H. Moore; 3, W. Mills.

25 yards' backward race, members—1, J. L. Paterson; 2, F. Thorne; 3, C. Callendar.

Girls' race—1, Amelia Venini, Oshawa; 2, Irene Gray, Oshawa; 3, Annie Murray, Oshawa; 4, Martha Cowdy, Toronto.

Three-legged race, grocers and travellers—1, F. Thorne and R. Scott; 2, W. Mills and C. Callendar.

Potato race, wholesale and retail grocers' employees—1, W. Mills; 2, W. J. Parks; 3, Lewis Irving.

200 yards' hurdle race, members—1, J. Nolan; 2, J. L. Paterson; 3, R. W. Davies.

Consolation race, members—1, J. Dempster; 2, W. J. Sykes; 3, F. Higgins; 4, J. Blood.

Simultaneous with the running of the games, the orchestra was providing music in one of the pavilions, and many of the ladies and gentlemen enjoyed a good porportion of the afternoon dancing. An impromptu game of basket ball, in which F. W. Johnson, J. Dempster, D. W. Clark and W. J. Sykes were strong players furnished much amusement. Several hundred made a guess as to the number of coffee beans in a jar. The guesses ranged from 500 to 10,000, but several came very close to the actual number, 2,562, the winner of the gentleman's prize, Mr. J. Anderson, being three from the count, and of the lady's prize, Mrs. John Hays, being nine figures too low.

As there were no entries for the Grocery Clerks and Drivers' Race, this event was changed to an "Aunt Sally" contest for members, the winners being J. McKay, 1st; A. R. Williamson, 2nd, and Secretary McKinnon, 3rd.

After the games were over the excursionists took possession of Oshawa, the principal centre of interest being the Oshawa Canning Factory, where many of the grocers were initiated into the mysteries of canning, and were permitted to sample the superior quality of peas and strawberries which the company have recently put up.

## NOTES OF THE DAY.

D. W. Clark, chairman of the games committee, was kept busy all day.

J. S. Bond and John Butcher should have been on the musical committee.

There should be another baseball game between the east end and the west end.

All the excursionists spoke highly of Prospect Park and its manager, E. S. Edmondson.

The lateness of the raspberry season kept several grocers away who otherwise would have been there.

Frank Everist, M. P. Clemes and Cameron Husband, as judges, and J. T. Schoales, as starter, proved excellent officials.

An impromptu handicap race for the "veterans" was held. F. Hall was an easy winner. Wm. Radcliffe, from scratch, made a game race, but did not catch the leaders.

William Radcliffe and C. Husband "jollied" the grand stand before the games started. They got a dollar out of the crowd and had some impromptu races for the smaller youngsters.

Jerry Burns did not attend on account of the sudden death of his brother in Hamilton. General regret at his absence and sympathy for him on account of the cause was expressed when the facts became known.



## TWO GOOD LINES FOR SUMMER TRADE.

EAT

"WHEAT-OS"

THE IDEAL WHEAT BREAKFAST FOOD.

DRINK

"SOVEREIGN"

LIME JUICE — RASPBERRY VINEGAR — AND FRUIT SYRUPS.

SOLE SELLING AGENTS—

THE

EBY, BLAIN CO., LIMITED

WHOLESALE GROCERS,

TORONTO.



## SNEAK BUSINESS.

Editor CANADIAN GROCER,—I hear of some people, or, at any rate, travellers, who intend "doing" the retail trade during the travellers' holidays. If such an "article" turns up I trust he will be treated the same way as a "similiar one" was last season. There are travellers and there are travellers.

WATCH DOG.

## PERSONAL MENTION.

Mr. George Hilton, of Winnipeg, who is opening up a manufacturers' agency there and who has been in Toronto for two weeks is in Montreal this week for the purpose of negotiating with manufacturers and others who may want representatives in the "Prairie City."

## THE OTTAWA GROCERS' EXCURSION.

The executive committee of the Ottawa Retail Grocers' Association, composed of Messrs. H. W. Booth, Wm. York and M. H. McVeity, journeyed to Cornwall the other day to complete arrangements for

their excursion to Stanley Island, which will take place on August 14. The committee decided to go via Ottawa and New York Railway to Cornwall and from there take the steamer Filgate to the island. The Wednesday half holiday has been more successful than was anticipated. Over 30 stores closed last week, and it is expected that a large number will observe the holiday hereafter.

## INQUIRIES AND ANSWERS.

WHO OPERATES IN FROZEN POULTRY?

A London, Eng., firm writes :

Gentlemen,—In thanking you for your copies of the May 31 issue of THE CANADIAN GROCER, which I find a most excellent and useful work, it occurs to me that you might publish some books or periodicals pertaining to poultry, and might also be able and willing to send me the names of some of the largest operators in fowls, which are now being frozen for the English market in some parts of Canada.

[Remarks: Can any of our readers furnish us with the names of operators in frozen fowls for the British market?—THE EDITOR.]

The Grocers' Wholesale Company, Limited, Hamilton, held its general meeting at the Waldorf hotel on Tuesday. After the directors had been elected and other business transacted the shareholders inspected the warehouse and offices which are in course of construction and expressed themselves well pleased with what they saw.

## CURIOUS ANALYTICAL RESULTS.

In his latest report to the Birmingham Health Authorities Dr. Alfred Hill refers at length to a sample of coffee which gave very curious analytical results. Part of the sample received from the inspector contained 34 per cent. of chicory, but the other part had only 20 per cent., and Dr. Hill certified it to be adulterated to the extent of 20 per cent. The defendant had the portion of the sample which was left with him analyzed, and the chemist found 5 per cent. of chicory. After the case had been heard the third sample was obtained from the inspector, and was found to contain only a very small proportion of chicory, not more than 1 per cent. Inquiries led to the knowledge that when the sample was sold the bulk of it was taken from a box which was emptied, and the remaining quantity necessary to make up the weight was taken from a canister. It appears probable, Dr. Hill says, that the greater part of the sample taken from the box was pure coffee, and that the small quantity from the canister was either chicory or a mixture of chicory and coffee. The sample was evidently not properly mixed, so that the three parts into which it was divided contained chicory in various proportions. Dr. Hill remarks that if the portion containing only 1 per cent. of chicory had been sent to the Government chemist at Somerset House, and reported on as practically genuine, there would probably have been some very strong remarks made upon the carelessness or incompetence of the public analyst who found 20 per cent. of chicory in a sample of coffee that should not contain any. The moral is that samples should be properly mixed before division.

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**Reduction in prices of**  
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## AN APPEAL TO CONSUMERS.

AS the readers of THE CANADIAN GROCER are doubtless aware, an active movement is on foot in St. John, N.B., for shorter hours for grocers. And the movement is receiving the hearty support of the local press. In a recent issue The St. John Sun made an appeal to the consuming public to assist in the movement by shopping earlier. And the appeal is so strong that we herewith reproduce it. It reads:

So far as can be learned by the published lists and in other ways, the majority of the grocers are in sympathy with the movement of their clerks for shorter hours. Their interest is much the same, for nearly all proprietors of grocery stores are themselves salesmen. They make no more money by keeping the shop open for two-thirds of the 24 hours. No matter how long the shops are open, people will buy what they need, or what they can afford to pay for. The aggregate grocer's bill of the town would not be larger if the shops were open all night, or smaller if they closed at seven, or six, or any other early hour. An individual dealer might lose trade if he should close early and his neighbor should be open in the evening, but a general early closing would leave all on about the same basis that they are now. There is no doubt that if the dealers were satisfied that their customers would not be displeased and inconvenienced, they would readily fall in with the early-closing movement, provided each one were sure that all the rest would close. No traders in St. John are more accommodating, or take more

trouble to meet the needs and the convenience of purchasers than the grocers and their clerks. They send home the smallest purchases at the most inconvenient times. They compass sea and land to provide the customer with what he wants. They are liberal—perhaps too much so—with credit. If they hesitate to close their shops in the evening, it is because they think that the people want to buy in the evening. But the purchasers can supply their wants in the day time, and the proof is with the people themselves. Let them do their buying before seven and the grocers will not keep their shops open till all hours of night. They are not in business for fun, and a rest will be worth as much to them as to the clerks. They will get better service too, for if the grocery salesmen are called upon to give a much longer day than clerks or employes in other lines of activity, men will not be attracted to that service, or if they are they will require larger inducements.

If there were many as warm, able, and influential advocates of early closing among the daily press of the country as The St. John Sun, grocers would soon have little or no excuse for keeping their stores open the long hours they now do. Grocers should paste The Sun's article up in a prominent place in their stores for the perusal of their customers.

At a meeting of the Grocers' Federation Conference in Brighton, Eng., the other day, a good deal of attention was given to the question of "Grocers and Christmas Boxes." Rather a cold weather subject for a hot weather season.

## A BIG SALMON COMBINATION.

AFTER lengthy negotiations the combination among the salmon canning interests of Puget Sound and Alaska has at last been consummated, letters patent having been filed a few days ago in Trenton, N.J., the centre from which nearly all the great combinations in the United States have derived their authority.

The combination is an extensive one. It composes 17 canning companies in Alaska and on Puget Sound, and it is said the total number of subordinate companies will reach 30. The authorized capital stock is \$32,000,000.

The New York banking firm of J. P. Morgan & Co., that organized the great steel combination and negotiated the purchase of the Leyland Line of steamers, have had a hand in the formation of the canned salmon combination. The well-known salmon-canning firms of Delafield, McGovern & Co., and J. W. Seligman & Co. were also prominent in the negotiations.

## MANUFACTURERS' REPRESENTATIVES.

THERE are many manufacturers whose business does not warrant them keeping a traveller out on the road, but who, nevertheless, lose a great deal of trade which might be theirs were they represented at the right place.

For instance, there are many articles which the trade will not keep in stock, because the demand is so limited that the small storekeeper cannot afford to carry them. True, he generally knows some leading house from which to get them if called for, but this sort of trade lacks the active sympathy which is required to sell goods in these days of keen competition.

A remedy suggested, and one which does not seem unlikely, is for the manufacturer to secure the services of a local member in his particular line of trade, in every city, town and village in the country to act as agent for him and push the sale of his articles whenever possible.

To do this he might advertise through the trade press offering liberal commissions to agents for business so obtained, thus reaching and keeping constantly in touch with the storekeeper in every part of the country.

The remedy is a simple one, and might easily be put into operation and given a fair trial.

## BRITISH TEA IN AUSTRALIA.

One of the features of the trade in Indian and Ceylon teas is the increased consumption of these teas in Australia. This is evident from a glance at the following table showing the exports of Indian, Ceylon and China teas direct to Australia during the year ending April last and the corresponding two years:

|                  | 1900-1901.<br>lb. | 1899.<br>lb. | 1898.<br>lb. |
|------------------|-------------------|--------------|--------------|
| Indian . . . . . | 10,129,028        | 8,301,839    | 6,327,817    |
| Ceylon . . . . . | 19,207,929        | 15,349,144   | 15,105,000   |
| China . . . . .  | 6,776,684         | 6,517,406    | 5,800,000    |
| Total . . . . .  | 36,113,641        | 30,168,389   | 27,232,817   |

Australia is, per head of population, the greatest tea-consuming nation, next to Great Britain, in the world.

## GET UP STEAM.

It does not matter how much ability a man may have, the measure of his success in business, or in any other vocation, will be in proportion to the energy he displays and the enterprise he develops.

A man, like a locomotive, is of very little use until steam is up.

## THE PAST SEASON'S MARKET.

TO those wholesalers or retailers who carry heavy stocks of groceries and to those who make a practice of speculating in some of the many lines coming under this term, a review of the grocery markets for the past year must be a recreation not altogether pleasant. Yet the ups and downs of the market, unfortunately, mostly the latter, have not been without interest or results and certainly should not be forgotten by a shrewd business man.

We believe we are safe in saying that there is not one grocer that has congratulated himself on his heavy purchases of last fall. First and foremost came the drop in fruits. It was seen long before Christmas arrived that they were not going to sell half as well as in previous years. The cause of the disturbance was the light crop and high price of currants, and it seems one of the ironies of the fates that this was one of the few lines on which little money was lost or perhaps some was won by our Canadian investors. But the high price of currants coupled with climatic evils had its effect on the raisin market. Prices soared, indeed, out of sight for a time, and when they reappeared it would cost 9 1-2c. to lay fine-off stalk down on this market. Fortunately our wholesale houses "got in" at much lower figures. But although they bought comparatively lightly, the goods refused to go at 9c., then at 8c., then at 7c., then at 6c., and finally at 5c. they have been proving themselves to be only a drug.

Last week 4,000 boxes of raisins sold in Montreal at such a price as to allow the buyer to resell to the retail trade at 3 1-2c. per lb. and make a profit. This fruit may not be first-class, but at least one house is selling good stuff at \$1.20 per 28-lb. box—not much more. The loss on these goods must be more than one-third of the cost.

The high price of Valencia raisins and currants had its inflating effect on other values which could do nothing but collapse. To-day we know a dealer who is selling Sultana raisins at 8 3-4c. that cost him 10c., and Californians at 6c. that cost him 8c. Prunes have declined from 2c. per lb. on the higher grades to 1-2c. per lb. on the lower grades, robbing our merchants of the bulk of their profit. Fortunately, fancy raisins were imported but lightly and few were sacrificed. But taking it all in all this is certainly a record for a depopulated spring dried fruit market. And yet we are not touching upon the "cut prices" that prevailed during fire sales.

Then there is canned goods. Something got into the canned goods eating apparatus of the people and vegetables refused to move at profitable or even cost figures and, finally, were being sold at 7 1-2c. per doz. below canners' figures. The market has taken a better turn to about this extent,

but even yet where does the profit come in? And several lines of fruits dropped about 20c. a dozen in the same period.

Then comes molasses. Last fall the jobbing price for 50-punchon lots was 38c. and it was being shipped in single punchons at 11c. per gallon. Stocks in Canada were supposed to be very short; it was feared that there would be hardly enough to supply the demand. But as ill-luck would have it, no demand came, and when new crop prices were announced dealers found themselves still burdened with a last year's dead weight. The opening price at the Island was 15c. first cost; which declined in some weeks to 9c., and finally settled at 11c. This meant a drop of 12c. on the local market, and the resultant losses mounted up to the tens of thousands of dollars. One house alone, noted for its prudence and foresight, is said to have dropped \$3,300.

Then again the tea market acted most arbitrarily. Last year statistics showed that Canada was importing less Japan tea than usual, and some of our best importers naturally concluded that high-grade Japan teas would be good property this spring. But the tea market assumed a chronic dullness and the expected rise developed into a slight tumble and where sales have been made of late, we have dealers' statements for it, that only the cost has been redeemed.

We do not wish to gloat over these misfortunes, but we feel they should be reviewed by sane business men. Above all they show the necessity that lies on a business man of being a thorough student of the market.

Another reason for the review is the explanation it gives of the change that has come over the attitude of buyers, both wholesale and retail. It is now an open secret that the orders being placed for canned goods for fall by the jobber have been very light and by the retailer almost nil.

## ARE THERE DISHONORABLE TRAVELLERS?

AS we have already announced, nearly all the wholesale grocers, spice dealers and woodenware manufacturers will give their travellers a holiday from August 5 to 17 inclusive. There are rumors abroad, however, to the effect that a traveller here and there will endeavor to take advantage of the absence of his confidantes from the road to do business. It is said that some will even do this who represent houses that have signed the agreement.

We most heartily hope that the rumors have no foundation in fact. The holiday is one that has been so generally endorsed by not only those directly interested but by

retail organizations as well, that it is to be hoped that no house will do anything or allow anything to be done which will only tend to mar the occasion or that will savor of dishonorable practice.

While the travellers are holidaying, could not a portion of the office staff be spared at the same time? It would certainly increase the popularity of the holiday. We understand such a practice is in vogue in Glasgow and a few other cities in Great Britain.

## WILL THE BISCUIT FACTORIES AMALGAMATE?

FROM a New York source comes the announcement that a movement is on foot to amalgamate the biscuit factories of Canada.

"The Canadian Grocer" learns that there has been a movement on foot for some time to include not only the biscuit manufacturers, but the confectionery manufacturers as well.

In pursuance of this object an option has been held on a number of the concerns for some time. The options, it was originally intended, should expire on July 1, but we learn that they have now been extended to the autumn.

All but two concerns, we have been given to understand, are in favor of the scheme.

It is held by some that The Biscuit Trust of the United States is behind the scheme. One thing is certain at any rate, and that is that those who are promoting it are citizens of the United States.

Whether the amalgamation will be consummated or not remains to be seen. At present the outlook is not the most promising, due largely to the fact that one of the manufacturers who has refused to co-operate is the largest in Canada.

Biscuit manufacturing is one of the industries which has developed materially in Canada during the past ten years. And not only is the home demand largely supplied by the home factories, but a promising export trade is being developed. As quite a few Canadian biscuits have been going into New York, we may perhaps therein find an explanation for the desire of The Biscuit Trust across the border to amalgamate and control the industry in this country.

## THE COFFEE CONTEST.

The coffee essay contest closed on the 20th inst. Several essays were submitted and the result will be announced as soon as the judges have completed their labors.

Judicious advertising has often proved a good tonic for a debilitated business.



## CANADA AND THE RECIPROCITY QUESTION.

**R**ECIPROCITY is a question which is again receiving some attention from commercial organizations in the United States. A short time ago The National Association of Manufacturers' in session at Detroit adopted a resolution recommending the calling of a general convention for the consideration of reciprocity treaties with foreign countries. Since then two important and influential commercial bodies in the United States have adopted resolutions asking the President and Congress to take steps to negotiate a reciprocity treaty with Canada. The one was The Boston Chamber of Commerce and the other The Merchants' Association of New York.

The business men across the border realize that self-contained and all as the United States is, it is not altogether independent of other nations for the development of its trade and commerce. One gathers that from a perusal of the reciprocity resolutions recently adopted, and particularly from that of The Merchants' Association of New York.

"The manufactured products of the United States," reads the preamble of that resolution, "are constantly increasing and are already exceeding the demands of home consumption; and whereas this over-production is a serious and growing menace to the commercial interests of this country; and whereas the opening of foreign markets upon such terms and conditions as will enable the manufacturers of this country to dispose of their product advantageously therein will furnish a preventative for this threatening evil. . . . Resolved.—The Merchants' Association of New York hereby urges upon the President and Congress that such immediate steps be taken as in their judgment will result in the consummation of a mutually advantageous reciprocal trade agreement between the United States and Canada."

The resolution adopted by The Boston Chamber of Commerce is little less emphatic in regard to the importance of foreign markets, and recognizes equally as fully the importance of Canada's trade. "Canada," it says, "is our nearest, and, in some respects our best foreign market."

The export trade of the United States during the fiscal year recently ended was nearly \$1,500,000,000 and the excess of exports over imports nearly \$665,000,000. Compared with ten years ago the increase is enormous. But while the conditions are so satisfactory it is the future that is causing uneasiness to the commercial interests of the United States.

The attitude of the United States towards other nations, in a commercial sense,

has been that of the ancient Jews toward the Samaritans. They wanted no dealings with them, with this difference: The United States wanted to sell to other nations, but she did not want to buy from them. And in order that she might not buy from them she has surrounded herself with a Customs tariff which averages about 55 per cent.—about double that of the Canadian tariff.

This policy was irritating at all times, but it became increasingly so as the products of United States factories invaded in larger volume the markets of Europe. Now, nearly every nation in Continental Europe is up in arms, in a commercial sense, against the United States; and leagues and other devices against that country are openly and vigorously advocated. Many of them are visionary and impracticable, no doubt, but there is more than a possibility that some of them will crystalize into something that will be anything but helpful to the export trade of the United States.

"We see," said the President of The National Association of Manufacturers, in his address at Detroit, "industrial Germany aroused and alarmed by the encroachment of American competition. . . . We see Russia incensed because her friendly efforts to secure commercial courtesies in return for valuable concessions extended to us have been cavalierly ignored and great injustice done to her. France has waited patiently for nearly two years to give us abundant time to consider propositions touching mutual trade concessions. . . . Even Austria and Switzerland . . . are expressing with much emphasis their dissatisfaction with our national policy which seeks to obtain all possible trade advantages and yet is unwilling to concede any favors in return."

One, too, cannot but be struck in perusing the trade and daily press of Great Britain to notice that in that country there is developing a sentiment in favor of something being done in the way of legislation or combinations to meet the competition of the country with the jug-handled trade policy.

In Canada we are not sufficiently concerned to be actively interested in the movement across the border for reciprocity, even as far as it relates to this country. At present at any rate we do not consider it within the pale of practical politics. There was at one time a strong sentiment in this country in favor of reciprocity with the United States, and possibly if it was thought that there was any likelihood of such a treaty, and particularly an equitable one, being forthcoming we might again be in favor of it. But we have not at present the slightest belief that Congress will adopt a reciprocity treaty, and particularly one

that would be fair to Canada. Of course, we may be mistaken in our premise, just as the people were 47 years ago when Lord Elgin, contrary to their expectations, successfully negotiated the reciprocity treaty of 1854. But in the meantime we are afraid that no good thing can come out of Nazareth.

Canada's efforts are now centred in developing her trade with the countries within the Empire to which we belong and not so much that of the continent to which we belong, thanks to the McKinley and the Dingley tariffs, with the result that 60.60 per cent. of our total exports now go to Great Britain against 52.91 in 1890, while the proportion to the United States is only 30.66. As to our export trade to the countries within the Empire, in 1896 it was \$71,109,278 and in 1900 it was \$114,781,217. Our export trade to the United States for the two periods was \$31,160,428 and \$51,501,394 respectively.

If the United States offers us a fair reciprocity tariff business commonsense demands that we at least give it careful consideration. But, as Hon. George Brown said in 1865, when the question of renewing the reciprocity treaty with the United States was being considered, "It is the place of the Americans to approach us with a proposition." Public sentiment in Canada would not countenance for one moment the initiative being taken by our statesmen.

## CANADA'S FOREIGN TRADE.

Canada's foreign trade during the past ten years has increased over 80 per cent. This is shown by the unrevised official returns just issued for the fiscal year ending June 30 last, the figures being \$394,000,000 for 1901 and \$218,384,934 for 1891.

The growth is all the more significant when it is remembered that during the previous decade it was scarcely 8 per cent.

There is an increase over 1900 in both exports and imports. The exports last year of goods, the produce of Canada, were \$170,642,369, and this year, according to the unrevised statement, they were \$177,639,192.

The growth of the export trade is one of the most striking in the commercial history of the country, it having, during the last ten years, doubled.

The exports during 1901 compared with 1891 were as follows:

|                           | 1901.         | 1891.        |
|---------------------------|---------------|--------------|
| Mine .....                | \$39,982,573  | \$ 5,784,143 |
| Fisheries .....           | 10,720,352    | 9,715,401    |
| Forest .....              | 30,003,857    | 24,282,015   |
| Animals and their produce | 55,499,527    | 25,967,741   |
| Agricultural products.... | 24,977,662    | 13,666,858   |
| Manufactures .....        | 16,012,502    | 6,296,249    |
| Miscellaneous .....       | 44,642        | 45,337       |
| Coin and bullion .....    | 398,977       | 129,328      |
| Total .....               | \$177,639,192 | \$88,801,066 |

## "A Proposition for the Earnest Merchant."

Of course you're interested in the newspaper publicity of "Ceylon Green Teas" versus "Japans," their claims and counter claims, with all the argument to date in favor of the young "Rival." This is all right so far as it goes, but it don't go far enough. You've tried Japans, with your customers, now try a sample case of "SALADA" UNCOLORED CEYLON GREEN, we'll take all chances on its sale, prepaying all transportation charges . . . . . AND GUARANTEE MONEY BACK AT ANY TIME IF YOU WANT IT.

If it isn't a better Tea than any Japan, at any price } Then  
If it doesn't please customers better and help make new ones } Facts Lie

Samples for the asking } "Salada"--Toronto and Montreal.  
Don't be bashful }



YOU CAN BUY

## Lily White Gloss Starch

IN  
1-lb. Fancy Packages  
6-lb. Trunks, with Lock and Key  
100-lb. Kegs (very large crystals)

The best starch in the handsomest packages.

The Brantford Starch Works, Limited,  BRANTFORD, ONT.

## MAY SEEM EARLY . . . . .

(but the early bird gets there every time) to place your orders for goods for CIVIC HOLIDAY and FAIR trade. Don't leave off and have goods on in a rush. Make up your mind what you want and let us hear from you. No better Biscuit or Candy on earth than ours.



**THE CANADA BISCUIT COMPANY, L<sup>imited</sup>**

King and Bathurst Streets, Toronto.



# MARKETS AND MARKET NOTES

## INFORMATION FOR BUYERS.

If any reader wishes to know where any article can be purchased in Canada or abroad, a letter to the Editor will probably place him in communication with the seller.

## ONTARIO MARKETS.

Toronto, July 25, 1901.

### GROCERIES.

SUGAR is perhaps not as active as it should be for this time of the year, but taking it all round the wholesale grocery trade is fairly brisk. Canned vegetables is the most interesting line at the moment on account of the attention that is being given to last season's pack, a good many transactions in which have taken place during the week. In teas, a fair business is being done on retail account, but wholesalers are operating but sparingly. Coffees are quiet and weak. Currants continue steady and Valencia raisins weak. There is a fair demand for the former. The demand for prunes is gradually falling off. Spices are in fair request for pickling purposes. In both rice and tapioca the demand is fair. Trade conditions generally throughout the country are fairly good. The railway earnings and the bank returns are favorable and the crop prospects continue promising.

### CANNED GOODS.

The canned vegetable situation, as far as spot goods are concerned, shows increasing strength. Wholesalers have been free buyers during the week, with the result that stocks in first hands must be greatly reduced. There is a firmer feeling in regard to prices on spot goods. Although there is yet no quotable change in figures wholesalers are now able to make sales without cutting prices. There have been some sales of canned tomatoes to retailers as low as 77½c. during the past week, but the lowest figure we hear quoted, as a rule, is 80c., while the range is up to 85c. for some brands. It is generally conceded that the pea pack is a short one, and several packers have notified the wholesalers that they will not be able to fill the whole of their orders for the sifted description. Some of the wholesalers are quoting sifted peas at \$1.20 to arrive. One house refused 75c. this week for 100 cases of ordinary peas. The ruling price

is 80c. Corn is quoted at 75 to 80c. per doz. On account of the dry weather the bean pack is not promising well. One packer in the west advises that the bean crop will be one-half short. The expectation of a short crop has also stimulated the demand for old pack goods, and there have been quite a few transactions at the syndicate prices. Little or nothing is being done in canned vegetables of any kind on future account. The quotations for futures are 85 to 87½c. per doz. for tomatoes; 80 to 82½c. for peas and corn, and 80c. for beans. Canned fruits are quiet. Raspberries and strawberries are being quoted to the retail trade as follows: Strawberries, \$1.50 in syrup and \$1.75 preserved; raspberries, \$1.45 in syrup and \$1.70 preserved.

There is a good sorting-up demand for canned salmon, but little or nothing is being done on future account; and not much may be expected until something more definite is known in regard to the pack. As the trade is doubtless aware, the

See pages 31 and 32 for  
Toronto, Montreal, and St.  
John prices current.

strike among the fishermen has been settled on the basis of 12½c. per fish for one-quarter of the pack and 10c. for the balance. Spot salmon is quoted at \$1.60 to \$1.65 for Fraser River sockeye, \$1.50 to \$1.55 for northern sockeye, and \$1.20 to \$1.25 for cohoes. Fraser River sockeye for future delivery is still quoted at \$1.45 for less than 10-case lots, and \$1.42½ for 10-case lots and over. Northern sockeye for future delivery is quoted at \$1.30 for less than 10 cases, and \$1.25 for 10 cases and over.

### COFFEE.

The crop movement of Brazilian coffee is large and prices are in consequence weak. Mild coffees are also easy. Locally there have been a few operations on importation account, but business on retail account is falling off; and little has been done during the past week. We quote: Green Rio, No. 7, 7¾c.; No. 6, 8¼c.; No. 5, 8¾c.; No. 4, 9¼c.

### SYRUPS AND MOLASSES.

Business is seasonably quiet in both syrup and molasses. We quote: Corn syrups, barrels, 3c. per lb.; half-barrels,

3¾c.; kegs, 3¼c.; pails, \$1.40 each for three gallons, \$1.05 for 2 gallons. Sugar syrups range from 30 to 37c. per gallon, and New Orleans molasses at 23c. upward.

### RICE AND TAPIOCA.

The demand is fairly good for both rice and tapioca. B rice is quoted at 3½c. per lb. and Japan and Java rice at 5½ to 6c.; tapioca 4¼ to 4½c.

### SPICES.

The demand for pickling spices is good. Pepper is in the usual steady demand. The outside spice markets rule quiet and steady.

### TEAS.

A recent cable advance from Yokohama, Japan, reports that the price of tea there still rules high. A peculiar feature of the market, however, is the fact that old teas are being sold at about 2c. below what they cost last year, while to duplicate them today with new teas would cost 2½ to 3½c. higher. Advices from Chicago say that the figures at which first crop Japan teas are selling are slightly below cost. "But we believe," say the advices, "that when the conditions of affairs prevailing in Japan are known here our market will advance and especially affect the lower grades. Advices from Shanghai regarding the opening of the market for gunpowder teas say that prices were 2 to 3c. per lb. above the opening figures of last year. On the local market very little business is being done from first hands in Indian and Ceylon black teas, wholesalers not being inclined to operate except at low figures. Very little has been done in Ceylon green teas during the week. Mail advices from London, England, under date of July 12, say that the auctions of Indian teas were again light, and that the scarcity of useful liquoring medium tea from 6d. to 10d. per lb. was producing a better market for such grades with prices showing a hardening tendency. Supplies at the auction of Ceylon teas were also smaller and prices showed a slight improvement.

### SUGAR.

Since our last issue the sugar market has assumed a much better position. Beet sugar is 4½d. dearer, being quoted at 9s. 7½d. and centrifugal sugars in New York lost 1 32c. per lb. but regained it on July 23 by the sale of a cargo at 4 3 16c., duty paid. The New York refined market has assumed a firmer tone. The Trust has announced that its lowest



quotation is 5.45c. per lb., but the independent refineries are still 10c. below that figure. On the local market there is a little more inquiry and prices are firm.

#### NUTS.

Quotations received for new crop Tarra-gona almonds and Grenoble walnuts indicate that the supply is considered sufficient for all purposes. The filbert crop promises well.

#### FOREIGN DRIED FRUITS.

**CURRENTS**—Hancock & Wood advise that crops are progressing well; indeed, no malady has appeared, and they think they have escaped this drawback altogether. Fruit looks healthy and is plentiful, and they expect a crop of fully 150,000 tons. If a retention is put on of 15 per cent. there will be 128,000 tons available for export. Locally, the demand for currants is fair for small sorting up lots. Some shipments have recently come to hand, but stocks are still decidedly low. Wholesalers report that they have no difficulty in getting 10c. per lb. for the lowest grades. Ruling prices for good sound fruit are: Filiatras, 10c.; Patras, 11c.; Vostizzas, 12c. for 2 crown and 14c. for 5 crown.

**VALENCIA RAISINS**—The local market is dull and weak at  $5\frac{1}{2}$  to  $6\frac{1}{2}$ c. per lb. for fine off stalk, and 6 to  $7\frac{1}{2}$ c. for selected, according to brand. Advices from Mr. John D. Arguimbau are to the effect that the crops in several districts have suffered considerably from storms and hail, which has destroyed a considerable quantity of the fruit. In other districts the crop is reported in very good condition, rains having been very beneficial to the vines, and, as a result, quality of the fruit is expected to be fine and the fruit large.

**SULTANA RAISINS**—Shipments of Sultana raisins have come to hand during the past week, and some good deliveries have been made to the baking trade. Last advices say there was fine settled weather, and, as a result, it is probable that the yield will exceed the present estimate of 25,000 tons. Stocks held over are exhausted, and dealers have every interest in opening the market at a low level of values, which will enable them to realize a profit on their purchases in the interior.

**FIGS**—Wholesalers report that they have met with poor success this season in trying to sell Eleme figs to arrive. Crop conditions in Smyrna continue favorable.

**PRUNES**—The demand continues to fall off, and although trade is small it is larger than is usual at this time of the year. Californian prunes are quoted at the following prices: 30-40's, 8 to  $8\frac{1}{2}$ c.; 40-50's,  $7\frac{1}{2}$  to 8c.; 50-60's, 7 to  $7\frac{1}{2}$ c.; 60-70's,  $6\frac{1}{2}$  to 7c.; 70-80's, 6 to  $6\frac{1}{2}$ c.; 80-90's,  $5\frac{1}{2}$  to 6c.; 90-100's, 5 to  $5\frac{1}{2}$ c. French prunes,  $3\frac{1}{2}$  to 4c.

#### GREEN FRUITS.

The supply of cherries is not a very great one, and prices have gone up to 90c. to \$1.25, an advance of 15c. Raspberries, black or red, are not plentiful either, though prices a few days ago went down to 7 to 9c., and, so far, have not risen. Strawberries are done. Red currants are in good demand at 40 to 60c., an advance of 10c. Gooseberries still sell at 50 to 60c., and blueberries at 75c. to \$1. Lemons are

50c. per box higher, \$5 being now the ruling price. Oranges remain steady at \$3 50. A good supply of late Valencias are in. Bananas are in good demand at \$1.75 to \$2.25. Watermelons remain at 30 to 40c. each, in moderate demand. A few American muskmelons are coming in, but prices are so irregular, owing to the condition of the fruit, that any satisfactory quotations are impossible. They run from \$1.55 on some low lines up to \$3 for the best. Pine-apples continue at \$3 25 to \$3.75 per crate.

#### COUNTRY PRODUCE.

**EGGS**—There is still a great shrinkage. Prices for fresh candled stock are 12 to 13c.

**BEANS**—There is still a rather dull market. We quote \$1.60 to \$1.65 for hand-picked and \$1.50 to \$1.60 for primes.

**HONEY**—Some honey is commencing to arrive at the following prices: New extracted clover, 7 to 8c.; No. 1 clover comb, \$1.50.

**DRIED APPLES**—A very dull market continues. Nominally prices are 5c. for evaporated, and 3 to  $3\frac{1}{2}$ c. for dried.

**POTATOES**—Old potatoes remain at 35 to 40c. per bag, but prices are practically nominal. A fair supply of new potatoes at \$1.20 to \$1.35 per bushel are in good demand.

**LIVE POULTRY**—July prices for ducklings and spring chickens (not under 2 lb. each) as quoted by the Canadian Produce Co., Toronto, are 8c. per lb. For hens (including last year's) 4c. per lb. is offered.

**DRESSED POULTRY**—No quotations can be given, as commission men are doing no trade at all in them. They could not handle them during the present hot weather.

#### BUTTER AND CHEESE.

**BUTTER**—A good deal of butter continues to arrive in poor condition. Outside of the best quality, for which there is a good market, trade is rather dull and the market is somewhat easier. There have been no changes in prices. Our quotations are as follows: Dairy prints, 16 to 17c.; best tubs, 16 to 17c.; seconds, 11 to 14c.; creamery prints, 20 to 21c.; boxes, 19 to 20c.

**CHEESE**—There is a fair amount of business doing. For new cheese, prices are firm at  $9\frac{1}{2}$  to 10c. There is more old cheese than usual at this time of year, and prices are  $\frac{1}{2}$ c. lower, now being  $9\frac{1}{2}$  to 10c.

#### GRAIN, FLOUR AND BREAKFAST FOODS.

**GRAIN**—During the last few days the wheat market has taken a boom, and at present there is rather a feverish feeling. Standing on its own merits wheat would naturally go down, but the shortage of the corn crop may send up the price of wheat. Manitoba No. 1 hard is at 81c., grinding in transit, or 79c. Toronto and west. There is not much movement on the local market. Oats are 4c. higher. We quote: Wheat, white and red, 68c.; goose,  $62\frac{1}{2}$ c.; oats, 39c.; rye, 52 to  $52\frac{1}{2}$ c.; barley, 47c.

**FLOUR**—There is still a good demand. Manitoba patents are 15c. lower, and strong bakers' has dropped 20c. We quote on track, Toronto (bags included) as follows: Manitoba patents, \$4.05; Manitoba strong bakers', \$3.75; Ontario patents, \$3.30 to \$3.60; straight roller, \$3.20.

**BREAKFAST FOODS**—The movement is fair and prices are steady at the following

figures: Standard oatmeal, \$3.70 in bags, and \$3.80 in bbls.; rolled oats, \$3.60 in bags, and \$3.70 in bbls.; rolled wheat, \$2.25 in 100-lb. bbls.; cornmeal, \$2.75; split peas, \$4; pot barley, \$4.

#### FISH.

There is a good demand for fish, and several kinds have advanced, owing principally to the difficulty in keeping them in hot weather. Whitefish and trout are each 1c. higher; halibut has advanced 6c., and British Columbian and sea salmon are 10c. higher. We quote as follows: Fresh fish—Speckled trout, 25c.; red snappers,  $12\frac{1}{2}$ c.; Spanish mackerel,  $12\frac{1}{2}$ c.; codfish, 7c.; whitefish, 8c.; trout, 8c.; halibut, 15c.; sea salmon, 25c.; haddock, 6c.; herring, 3c.; British Columbian salmon, 25c. Prepared fish—Dried cod, in 112 lb. bundles, \$4.75 per cwt.; flitched cod, \$5 to \$5.25; boneless cod, in bricks, 5 to  $5\frac{1}{2}$ c. per lb.; steak cod,  $6\frac{1}{2}$ c. per lb.; shredded cod (2 doz. in box), \$1.80 per box; boneless fish, loose, in 25-lb. boxes, 4 to  $4\frac{1}{2}$ c., and 5-lb. boxes, 5c. per lb. Live lobsters are worth 15c. per lb.

#### VEGETABLES.

A heavy demand continues. Cauliflower has begun to be a little scarce and the cheaper grades have advanced 25c. Corn, too, is in short supply, but no change in prices has taken place. Green onions have altogether displaced old onions and are in good demand at 15 to 20c. per doz. Some Canadian tomatoes are in, and sell well at 10 to 12c. per lb. A few green apples are offered at 50c. per basket. We quote as follows: Carrots, beets and turnips, 15c.; lettuce, radishes and watercress, 25c.; mint and parsley, 20c.; cauliflower, 75c. to \$2; celery, 60 to 75c.; cabbage, 40 to 60c.; corn, 15c.; cucumbers, short, 40 to 75c.; long, \$1 to \$1.25; tomatoes, 50c. per box; butter beans, 75c. to \$1 per bushel; green onions, 15 to 25c. per doz.; Canadian tomatoes, 10 to 12c. per lb.; apples, 50c. per basket.

#### HIDES, SKINS AND WOOL.

**HIDES**—The market is weak here in sympathy with that of the United States, and a decline is looked for. No changes in prices have occurred. We quote as follows: Cowhides, No. 1, 8c.; No. 2, 7c.; No. 3, 6c. Steerhides are worth 1c. more. Cured hides are quoted at  $8\frac{1}{2}$  to 9c.

**SKINS**—Prices are steady and a fair trade is doing. We quote: No. 1 veal, 8-lb. and up, 9c. per lb.; No. 2, 8c.; dekins, from 55 to 60c.; culls, 20 to 25c.; sheepskins, 90c. to \$1.

**WOOL**—There is a moderate demand at steady prices. Our quotations are: Combining fleece, washed, 13c., and unwashed, 8c.

#### MARKET NOTES.

Oats have advanced 4c. Messina lemons are 50c. per box higher. White and red wheat are 3c. lower, and goose wheat  $6\frac{1}{2}$ c. lower.

Canned vegetables in first hands have been active during the past week.

Manitoba patent flour has declined 15c., and Manitoba strong bakers' flour is 20c. lower.

Whitefish and trout are each 1c. higher; halibut 6c., and British Columbian and sea salmon each 10c. higher.



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**DAWSON Commission Co., Limited**

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**TORONTO****Canadian Produce Company,**

of TORONTO.

**WANT** Every Chicken in Ontario.

GENERAL STOREKEEPERS AS  
AGENTS TO BUY THEM.

**QUEBEC MARKETS.**

Montreal, July 25, 1901.

**GROCERIES.**

THE midsummer trade is as active as can be expected and gives every encouragement for the fall. Sugar is somewhat stronger this week on account of a sudden advance in the raw beet market. The demand on the local market has improved and the outlook is now much brighter. The feature in canned goods is the fear of a short pack of salmon. A telegram received on Tuesday by one of the largest agencies says that the Inlet run has been a total failure so far. Fishermen had been expecting a good run this year but their anticipations are not likely to be realized. Salmon seems to be the only canned article of the new pack that wholesaler or retailer is ordering with any freedom. We understand that the demand for the new pack of vegetables and fruits has been remarkably light. The auction sale of 4,000 boxes of Valencia raisins at the wharf last Friday has appreciably affected the value of this article and prices as low as 3 1-2c. for inferior fruit are spoken of; for good sound goods 5 to 6c. is asked and obtained. The feature of the Japan tea market is a falling off in the demand at primary points.

**SUGARS.**

At the wharf last Friday 4,000 bags of Austrian and German sugars were sold at \$3.35 to \$3.70 per 100 lb., the lower values being on packages damaged in transit. This sale has, naturally, not tended to stiffen the local market, yet it is rather stronger than it was a week ago, due to the advance in European raw beet which is 5d. higher on the week. With the improvement in the tone of the market comes an improvement in the demand which has been rather heavy during the past few days. As before granulated is selling at \$4.50 per 100 lb. and yellows at \$3.85 to \$4.45, according to quality.

**SYRUPS**

But few parcels have moved forward this week. The market shows no change, corn syrup being quoted at 3 to 3 1-2c. and cane syrup at 1 1-2 to 2c.

**MOLASSES.**

But little interest is centred about molasses this month. It is said a few small lots have come to light at the Islands during the past few weeks, but they have brought full prices. In round lots between jobbers the ruling quotation is 27c., while to the retailers the price is 29c. per gal.

**CANNED GOODS.**

The feature in this line is the probability that there will be another short pack of salmon. So far the run has been decidedly discouraging. A telegram received in Montreal on Tuesday announced the Rivers Inlet pack so far as an entire failure. Although it is as yet somewhat early to place the pack at small figures, it is now reasonably certain that the large pack which the fishermen expected will not materialize. All the prices on new pack fruits are now announced and wholesalers are taking orders at \$1.50 for strawberries, \$1.40 for raspberries, \$1.40 for gooseberries, \$1.55 for pears and \$2 for 3's, \$1.20 for lombard plums and \$1.30 for green gages, \$1.70 for yellow peaches and \$2.50 for 3's, \$2.30 for sliced pineapple and \$2.45 for grated, 85c. for 3-lb. apples, and \$1.90 for gallons, \$1.80 for red pitted cherries and \$2 for whites, unpitted 20c. less. Few orders are being taken for the new goods, either fruits or vegetables. On spot vegetables are selling

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fairly well, tomatoes being worth 80 to \$2 1-2c.; corn, 75 to 80c., and peas, 75 to 80c.

#### SPICES.

A fair trade is being done in spices at former prices. We quote nutmegs, 35 to 65c. per lb., as to size; Penang mace, 45 to 50c. per lb., as to quality; pimento, ground, 12 1-2 to 15c.; cloves, 15 to 25c.; pepper, ground, black, 17 to 20c., according to grade; white, 25 to 27c.; ginger, whole, Cochin, 15c.; Japan, 10c.; Jamaica, 20c.; ground, Japan, 15c.; Cochin, 20c.; Jamaica, 25c.

#### RICE.

An active distributing trade is well maintained. We quote in combine district: B rice, in bags, \$3.10; in 1 1/2 bags, \$3.15; in 1-4 bags, \$3.20; in pockets, \$3.25. In 10-bag lots an allowance of 10c. is made. CC rice, \$3 in bags; \$3.05 in 1-2 bags; \$3.10 in 1-4 bags; and \$3.15 in pockets. In the open territory prices are about 10c. less. Patna rice is worth 1 1/4c. per lb.

#### TEAS

Bulletins from Japan report a quiet market. One letter dated June 30 says: "Since our last report, the market has been comparatively quiet for the time of year and prices at the close are a trifle easier. Second crop tea is now arriving but the quality is not very desirable. The excess of settlements over last year which has heretofore been reported has disappeared, purchases now being about the same as last year." Another letter corroborates this report of the market saying: "There has been quite a falling off in the demand for teas since our last advices, transactions amounting to 11,961 piculs, as against 21,737 piculs during the corresponding period last season. The demand has been best for teas grading from good medium to finest. . . . Stocks are estimated at 8,000 piculs and consist mostly of low-grade teas, poor in cup and style of leaf. The second crop has been shown since the 18th instant. The quality of the teas so far received is about the same as first receipts last year. It is reported that the bulk of the second crop will consist of low-grade teas. Statistics show that there have been 1,239,857 lb. of Japan tea admitted into Canada this year as compared with 912,751 lb. to the same date last year. The Indian and Ceylon tea markets are steady.

The local demand for teas is improving, some fair parcels having moved out this week.

#### FOREIGN DRIED FRUITS.

**CURRENTS**—The demand for spot goods continues to be quite fair at full prices. It is estimated that only 500 tons of currants came to Canada during the past year against 2,000 tons in the previous season. Fine Filiatras are quoted at 9 1-2 to 10 1-2c.

**RAISINS**—A sale of 4,000 boxes of somewhat inferior Valencia fruit has affected the raisin market considerably, buyers being able to resell this fruit at 3 1-2c. per lb. and make a profit. First-class, sound fruit brings 5c. for fine off-stalk, 5 1-2c. for selected and 6c. for layers. Sultana raisins are going at 8 3-4 to 9c. Shipments of new Valencias are expected to commence about August 15.

**PRUNES**—Fair quantities of prunes are selling at regular quotations. Californian prunes are worth 5 to 5 1-2c. for 90's to 100's; 6 1-2 to 7 1-2c. for 60's to 70's and 7 1-2 to 8c. for 40's to 50's. French prunes are selling at 3 to 5c.

**EVAPORATED FRUITS**—The apricot harvest has begun in the Santa Clara Val-

ley. The quality of the fruit is A-1, but the supply of graded apricots will not be large. The demand for spot goods is but moderate.

#### GREEN FRUITS.

The demand for all lines of green fruits has been decidedly active during the past week. Oranges are very scarce at 75c. per box higher. Lemons are also 25 to 50c. a box more than they were last week. Raspberries are now coming in quite plentifully. We quote: Messina oranges, 200's, \$3.75 to \$1.25 per box and \$2 to \$2.25 per half box; Messina lemons, 300's, \$3.75 to \$1.25; 360's, \$3.75 to \$1 per box; Californian apples, \$3 per box; pineapples, 20 to 25c.; Tennessee tomatoes, \$1.25 to \$1.50; new Bermuda onions, \$3 per crate; Californian plums, \$1.75 to \$2 per box; peaches, \$1.75 to \$2; limes, \$1.50 per box; gooseberries, 10c. per basket; raspberries, 7 to 8c.; coconuts, \$3.25 to \$3.50 per bag of 100; Bartlett pears, \$3 to \$3.25 per box; blackberries, 8 to 9c.; huckleberries, 7 to 8c. per box; watermelons, 25 to 35c.

#### LIQUORS.

##### SCOTCH WHISKIES.

|                                                   | Per case of quarts.        |
|---------------------------------------------------|----------------------------|
| Roderick Dhu .....                                | \$9 50 less 3 p.c. 30 days |
| Usher's O.V.G. Special Reserve .....              | 9 75 " " "                 |
| Usher's G.O.H. ....                               | 12 25 " " "                |
| Gaelic, Old Smuggler.....                         | 9 75 " " "                 |
| Greer's O.V.H. ....                               | 9 50 " " "                 |
| Old Mull .....                                    | 9 75 " " "                 |
| Sheriff's One Star .....                          | 10 25 " " "                |
| " V.O. ....                                       | 10 50 " " "                |
| Kilmarnoch ....                                   | 9 75 " " "                 |
| Doctor's Special .....                            | 10 00 " " "                |
| House of Lords .....                              | 10 75 " " "                |
| Bulloch, Lade & Co.—                              |                            |
| Special blend .....                               | 9 25                       |
| Extra special .....                               | 11 00                      |
| John Dewar & Sons—                                |                            |
| Extra special .....                               | 9 50                       |
| Special liqueur .....                             | 12 25                      |
| Extra " .....                                     | 16 50                      |
| James Ainslie & Co.—                              |                            |
| Highland Dew .....                                | 6 75                       |
| Glen Lion, extra special .....                    | 12 50                      |
| J. Brown & Co.—                                   |                            |
| Duke of Cambridge ...                             | 12 00                      |
| Mitchell's—                                       |                            |
| Heather Dew .....                                 | 7 00                       |
| Special Reserve .....                             | 9 00                       |
| Mullmore .....                                    | 6 50                       |
| W. Teaches & Sons—                                |                            |
| Highland Cream, qts., \$9.50 less 3 p.c. 30 days. |                            |

##### CANADIAN WHISKIES.

|                                    | In barrels per gal.            |
|------------------------------------|--------------------------------|
| Gooderham & Worts, 65 O. P. ..     | \$4 50                         |
| Hiram Walker & Sons ..             | 4 50                           |
| J. P. Wiser & Son ..               | 4 49                           |
| J. E. Seagram ..                   | 4 49                           |
| H. Corby ..                        | 4 49                           |
| Gooderham & Worts, 50 O. P. ....   | 4 10                           |
| Hiram Walker & Sons ..             | 4 10                           |
| J. P. Wiser & Son ..               | 4 09                           |
| J. E. Seagram ..                   | 4 09                           |
| H. Corby ..                        | 4 09                           |
| Rye, Gooderham & Worts...          | 2 20                           |
| " Hiram Walker & Sons .....        | 2 20                           |
| " J. P. Wiser & Son .....          | 2 19                           |
| " J. E. Seagram.....               | 2 19                           |
| " H. Corby .....                   | 2 19                           |
| Imperial, Walker & Sons ..         | 2 90                           |
| Canadian Club, Walker & Sons ..... | 3 60                           |
|                                    | Less than one bbl. per gallon. |
| 65 O. P. ....                      | \$4 55                         |
| 50 O. P. ....                      | 4 15                           |
| Rye .....                          | 2 25                           |

##### CHAMPAGNE.

The prices below are subject to the trade discount of 5 and 3 per cent.:

|                                 | Per Case. |
|---------------------------------|-----------|
| Comte de Castellane—            |           |
| Cuvee Reservee . { Quarts ..... | \$12 50   |
| Carte d'Or..... { Pints .....   | 13 50     |
|                                 | 15 00     |

CANADIAN ADVERTISING is best done by THE E. DESBARATS ADVERTISING AGENCY MONTREAL

#### Victoria Fruit Merchants.

From the Atlantic to the Pacific.

#### OKELL & MORRIS'

(Gold Medal Brands) of **Whole Fruit Preserves**

Messina Orange Marmalade, Tomato Ketchup, Sauces, Pickles and Vinegars

are acknowledged the purest and best. Trade-Builders, Trade-Winners 15 Gold and Silver Medals, and 30 Diplomas for purity and excellence. Write for prices to Factory, Victoria, B.C.

#### Victoria B.C. Commission Merchants

## PATTON & SONS

Wholesale Produce  
and  
Commission Brokers

Operating B.C. Cold Storage and Ice Works. Bonded and Free Storage.

Consignments Solicited.  
Advances Made on Warehouse Receipts.

AGENCIES ACCEPTED.

#### Toronto Fruit Merchants.

## ..CALIFORNIA ORANGES..

CANADIAN BERRIES,  
" CHERRIES.

California Peaches, Apricots, Plums. Foreign Nuts, Dates, Figs.

ALL AT LOWEST MARKET.

## HUSBAND Bros. & Co.

82 Colborne St., Toronto  
Telephone Numbers—Main 3428, Main 54.

# CLEMES BROS.

Just Address **TORONTO** Everybody Knows Us

Are you going to speculate in 10 or 25 boxes Summer-Keeping

#### LEMONS ?

Write us about them.

FREE SAMPLE TO REMOVE STAINS FROM CLOTHING.

**H AND H**  
TRADE MARK  
**THE NOW "FAMOUS" CLEANER**  
as used by C.P.R.  
**JAMES McINTOSH, 34 Yonge St., TORONTO**



# Save Money

By buying your Paper,  
Paper Bags, Twines,  
etc., etc., from

## Douglas <sup>AND</sup> Ratcliff,

PAPER DEALERS  
AND IMPORTERS

Phone 1773.

30-34 Church Street

TORONTO.

|                        |         |         |
|------------------------|---------|---------|
| Champagne Ve Amiot—    |         |         |
| Carte d'Or. ....       | 16 00   |         |
| " " Blanche.....       | 13 00   |         |
| " " d'Argent.....      | 10 50   |         |
| Pommery—               | Quarts. | Pints.  |
| Sec and Extra Sec..... | \$28 00 | \$30 00 |
| Mumm's—                |         |         |
| Extra Sec.....         | 28 00   | 30 00   |
| Moet & Chandon—        |         |         |
| White Seal.....        | 28 00   | 30 00   |
| Brut Imperial .....    | 31 00   | 33 00   |
| Perrier-Jouet—         |         |         |
| Frut.....              | 28 00   | 30 00   |
| Reserve Dry .....      | 28 00   | 30 00   |

## PARAFFINE WAX

In "One Pound Cakes" for

## HOUSEHOLD USE

Washing Clothes, Ironing, Sealing Canned Fruit, etc.

QUEEN CITY OIL COMPANY, Limited, - TORONTO, ONT  
SAMUEL ROGERS, President.

Owing to the increased demands on us by the grocery trade, who recognize the worth and selling qualities of

## "Capstan" Brand

grocery articles, we have been compelled to remove our manufacturing plant to larger premises and a better shipping centre.

We are now installed in our new factory at 50 Jarvis Street, Toronto where we can meet your demands favorably.

The Capstan Mfg. Co., formerly of Collingwood, Ont.

|                                              |       |           |
|----------------------------------------------|-------|-----------|
| Pollen Zoon—                                 | GIN.  | Per Case. |
| Red, cases of 15 bottles.....                |       | \$9 75    |
| Green, " 12 " .....                          |       | 4 75      |
| Violette, " 12 " .....                       |       | 2 45      |
| P. Hoppe "Night Cap" Brand—                  |       |           |
| Red, cases of 15 bottles.....                |       | 10 50     |
| Green, " 12 " .....                          |       | 5 25      |
| Yellow, " 15 " .....                         |       | 10 75     |
| Blue, " 12 " .....                           |       | 5 40      |
| Poney, " 12 " .....                          |       | 2 50      |
| Draught—                                     |       | Per Gal.  |
| Hogsheads .....                              |       | \$2 95    |
| Quarter casks.....                           |       | 3 00      |
| Octaves .....                                |       | 3 05      |
| De Kuyper—                                   |       |           |
| Violet, 2 doz. cases .....                   |       | 5 30      |
| Green, " " .....                             |       | 6 00      |
| Red, " " .....                               |       | 11 50     |
| White, " " .....                             |       | 4 00      |
| Terms, net 30 days, 1 per cent. off 10 days. |       |           |
| In five-case lots, freight may be prepaid.   |       |           |
| Key Brand—                                   |       |           |
| Red cases.....                               | 10 25 |           |
| Green " .....                                | 4 85  |           |
| Poney" .....                                 | 2 60  |           |

## EPPS'S

GRATEFUL.  
COMFORTING.

IN ¼-LB. LABELLED TINS.

14-LB. BOXES.

Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal.

In Nova Scotia, E. D. ADAMS, Halifax.

In Manitoba, BUCHANAN & GORDON, Winnipeg.

THE MOST  
NUTRITIOUS.

## COCOA

## KEEP COOL!

## Georgia Watermelons

First car of the season just arrived.

Extra Fancy Bananas, Pineapples, Oranges, Lemons.

CANADIAN Tomatoes, Raspberries, Cherries, Currants, etc.,  
arriving 3 to 5 times daily per express.

Telephone or Mail your orders. Will make prices right. Quality Right.

## Hugh Walker & Son,

Wholesale Fruit  
Importers,

## Guelph, Ont.

per cent. patents at \$3.15 to \$3.20 on track here. We quote: Manitoba spring wheat patents, \$3.95 to \$4.20; winter wheat patents, \$3.45 to \$3.70; straight roller, \$3.15 to \$3.40; in bags, \$1.55 to \$1.65, and Manitoba strong bakers', \$3.50 to \$3.90.

GRAIN—We quote: No. 1 spring wheat, 73 to 74c. afloat July; peas, 80 1-2c.; rye, 56 1-2 to 57 1-2c.; No. 2 barley, 50 to 51c.;

oats, 36 1-2 to 37 1-2c.; buckwheat, 56 1-2 to 57c.; corn, 54 to 55c.

OATMEAL—The market is firm in sympathy with oats, but prices are irregular. We quote: \$3.65 to \$3.80 in wood and \$1.75 to \$1.85 in bags.

FEED—The market continues firm notwithstanding the more liberal offerings of green feed. Ontario bran has sold at \$13.50 to \$14, shorts, at \$15 to \$15.50, and mouil-

**COUNTRY PRODUCE.**  
EGGS—The English market has not been favorable for export, but it is taking a better turn and a more advantageous market is looked for. The hot weather has spoiled quite a quantity of eggs. All receipts must now be candled. We quote: Candled stock, 11 1-2 to 12c.; and No. 2, 9 to 9 1-2c. per dozen.

HONEY—Old stock is pretty well cleared off the market and new honey is now being received. The range of prices for new white honey is 12 to 13c., while 10c. is expected to be the price later on, a good yield being expected.

POTATOES—New potatoes are in better supply and are down to \$1.10 a bag. No cars of new are expected for some time yet.

ASHES—Trade in ashes is very quiet and price steady. We quote: Firsts, \$4.25; seconds, \$3.85, and pearls, \$6.75 to \$7.25 per 100 lb.

### FLOUR AND GRAIN.

FLOUR—Complaints are loud about sour and lumpy flour arriving during the past few days, due to the extreme heat. The market is quiet with sales of earlots of 90

# CORKS. CORKS. CORKS.

DO YOU REQUIRE ANY?

If so, we shall be pleased to send you quotations.

How about your stock of Coffees, Spices, Dried and Evaporated Fruits,  
Baking Powders?

We offer you the very best values obtainable.

## S. H. EWING & SONS, 96 King St., MONTREAL

lie, at \$19 to \$24. Quite a little bran is being exported.

**BALED HAY**—The deliveries of hay have not been very heavy during the past two weeks as farmers have been busy gathering the new crop, which is very heavy. Still some has come to market, and it sold at reasonable prices. We quote: No. 1, \$11; No. 2, \$9.50 to \$10, and clover, \$9.

### CHEESE AND BUTTER.

**CHEESE**—The market is steady to firm in tone. The supply of really high-grade stocks has been affected by the heat and the ideas of holders of finest cheese have been stiffened. For Ontario there are orders at 9 1-2 to 9 5-8c., while Townships command 9 3-8c. and Quebecs, 9 1-4 to 9 3-8c.

**BUTTER**—The market is steady with the same wide range to values owing to the difference in quality. For strictly finest creamery, 19 3-4c. to 20c. has been paid. Seconds and undergrades range from 18 1-2 to 19c.

### NEW BRUNSWICK MARKETS.

St. John, N.B., July 22, 1901.

THERE is nothing really new, though there have been a number of changes in prices, and rather higher prices rule. There is a good business. The need of a steamer to Yarmouth is very much felt, to continue on to Halifax, stopping at the ports along the south shore of Nova Scotia. There is no doubt full cargoes could be obtained and a profitable trade result to our merchants. We are much pleased to report the success of the early-closing movement. Nearly every retail grocery store now closes at seven, except on Saturdays. We hope public opinion will soon manifest itself and that the few stores still remaining open will find, to hold their trade, they will have to fall in line. The movement is spreading to all the towns through the Province.

**OIL**—At the lower prices quoted for burning oils a good business is being done. Fall contracts are now being made. The wholesale grocery trade take, however, but little interest, particularly in the city trade. Paint oils have advanced, and are held firm, and the market would warrant even higher prices than we quote. There is still a good demand. Lubricating oils are but fairly active. Prices are low and unchanged. Seal oil is in demand. In cod oil receipts are very backward this season. The price is still high, but with freer arrivals will drop off. Wax is unchanged.

**SALT**—A steamer and a sailing vessel have both been unloading during the past week. Some 10,000 bags in all, chiefly coarse, was unloaded. Prices are rather higher. There is a good sale. No further arrivals are expected for a few weeks. There is a fair sale for mineral salt. The price we quote is for selected lumps. In Canadian there is a good demand. Dairy bulk salt in barrels is moving freely. We quote: Liverpool coarse, 52 to 58c.; English factory-filled, 95c. to \$1; Canadian fine, \$1 per bag; cheese and butter salt, bulk, \$2.10 per bbl.; 5-lb. bags, \$2.85 to \$2.90 per bbl.; 10-lb. bags, \$2.70 to \$2.75 per bbl.; 20-lb. wood boxes, 22c. each; 10-lb. wood boxes, 14c. each; cartons, \$2 per case of 2 doz.; English bottled salt, \$1.25 to \$1.30 per doz.; mineral rock salt, 60c. per 100 lb. (selected lumps).

**CANNED GOODS**—This is the most peculiar season we have ever seen. Dealers are buying chiefly last season's goods, and a brand never before on our market. These goods have been bought low and are in the hands of nearly every dealer. The quantity of new goods to be bought is small and the outlook for a profit hard to see. This is also true of the old goods, of which quite a few are carried over. Peas are firmer and have some demand. New fruits are being quite generally bought. Prices rule quite low. The first new goods of the season arrived this week, namely, a car of strawberries. Salmon is firm. Cohoes are not

freely offered. Meats have the demand. American corned beef is rather lower. Local canned blueberries, tomatoes, apples, corn and peas, are all offered. They are generally quoted at lower prices than western goods.

**GREEN FRUITS**—Business is active, and prices tend rather higher. Oranges are about out of the market. Lemons are high and the sale is not as active as it was. In Californian pears, high figures rule, and there is hardly enough to go around. All Californian fruits seem scarce. Pears are large sellers here. Pines are about out of the market. They are not large sellers, however. Watermelons still sell at quite full figures, and there is but a fair sale. In small fruits, strawberries are about done. They have ruled low, but are much higher. Raspberries are quite freely received, but they are not large sellers, except the wild description, which are shipped largely to the States for manufacturing purposes.

**DRIED FRUITS**—There is little of interest to note. Some few orders for Valencia raisins at open figures have been given. Orders for peels have been placed. Citron, which is the seller, will be much higher than last year. Dates have been bought quite freely. Prices are low. There is a good outlook for Californian fruit if prices are low. If, however, Malaga fruits are quoted early and low they will have some sale, as buyers, by waiting for Californian prices, lost money last year. Evaporated apples are higher. Local prices are below western figures. The new goods will, it is expected, open quite high.

**DAIRY PRODUCE**—Butter is becoming somewhat scarce, and is quoted rather higher. Good quality in particular is in demand. Business in creamery is not general, at least as far as the wholesale grocery trade is concerned. Eggs are firm, but there is little change in price. Cheese are rather higher, and there is a fair sale. Local demand is for twins.

**SUGAR**—There is a good sale at even figures. Prices keep low. Considerable

*The best selling tea in Canada today is*  
*Blue Ribbon Ceylon*  
*packed and sold by*  
*Blue Ribbon Tea Co.*  
*17 Front St. East - Toronto*



foreign continues to arrive, particularly granulated. It is said a large quantity has been bought. English yellows are again on the market.

**MOLASSES**—Cargoes of Porto Rico continue to arrive. Some are being stored rather than take the present prices. There is no large stock held by the trade generally. There is quite a quantity still afloat. Barbados and Antigua are both offered. West Indian goods hold the market.

**FISH**—In salmon, while a few are still received, the season is about over. It has been a good one. In short, very few are now received, but what is called the fall run will soon begin. They are much better than the early fish. Pickled shad is scarce. In pickled herring, the price is still quite high. The sale is quiet as yet. In dry cod a few are coming to hand, and prices are quite high. Pollock is quiet. Smoked herrings are very dull. We quote: Large and medium dry cod, \$3.75 to \$3.80; small, \$2.50 to \$2.65; haddies, 5 to 5 1-2c.; smoked herring, 12 to 13c.; fresh haddock and cod, 2 1-2c.; boneless fish, 4 to 5c.; pollock, \$1.60 to \$1.65 per 100 lb.; pickled herring, \$2.15 to \$2.25 per half bbl.; Canso herring, \$5 per bbl., \$2.75 halves; Shelburne, \$1.50 per bbl., \$2.25 halves; halibut, 10., shad, 10 to 22c.; salmon, 12 to 14c.

**FLOUR, FEED AND MEAL**—Flour is dull. Manitoba millers report being sold right up on all lines. It is hardly thought prices can go lower. There seems to be quite active competition among Ontario millers. Oats are scarce and higher. Oatmeal is also quoted higher, but the demand is limited. Beans are firmer but quiet. Cornmeal is firm at the advanced price. Feed is somewhat scarce and a fair sale at rather higher figures is being experienced. In the local market hay is dull, but the African business makes a good market. We quote: Manitoba flour, \$4.60 to \$4.70; best Ontario, \$3.70 to \$3.80; medium, \$3.60 to \$3.70; oatmeal, \$4 to \$4.10; cornmeal, \$2.50 to \$2.55; middlings, \$22 to \$23; oats, 42 to 44c.; H. P. beans, \$1.65 to \$1.75; primes, \$1.55 to \$1.60; yellow eye beans, \$2.40 to \$2.60; split peas, \$4.10 to \$4.15; barley, \$3.90 to \$4; hay, \$12 to \$14.

#### ST. JOHN NOTES.

George E. Barbour received a large shipment of rice this week.

Northrup & Co. have a shipment of Cotton-tine in tins to hand this week.

Mr. Wetmore Merritt is west in the interest of one of his mining properties.

Mr. Fred. Dearborn, of Dearborn & Co., is away this week with a yachting party.

Baird & Peters have two cargoes of Porto Rico molasses due. This will make four cargoes for the season, two of which have been large ones.

A. S. Bowman, representing The Simcoe Packing Co., distributed to the trade the first car of new canned goods to be received here—a car of strawberries.

E. F. Sturdee, selling for The Imperial Canning Co., has placed several cars of their last season's vegetables here. This brand is new to our market.

#### A GROCERY FIRM'S NEW BLOCK.

J. G. Hargrave & Co., who have been prominent grocers in Winnipeg for the past 24 years, have just erected a handsome two-storey and basement brick block, 22 x 120. They occupy the entire ground floor and

basement, while the upper floor is divided into doctors' and dentists' suites, Dr. Clint, dentist, in the front, and Dr. Crawford in the rear.

The building throughout is fitted with hardwood floors and fixtures, the latter in the grocery store being of very convenient design. An electric elevator brings goods from the basement, and a freight chute takes them from the transfer wagons in the lane to the basement.

#### MANITOBA MARKETS.

WINNIPEG, July 20, 1901.

**T**HE weather has continued favorable for crops throughout the week, and the prospects continue of the most favorable character. Business also is good in all lines, and though money is scarcer than could be desired, still, bank paper is being fairly met. Very few changes have occurred during the week.

**FLOUR**—Demand is heavy and prices unchanged.

**CEREALS**—Rolled oats have advanced to \$2.15 per sack, and cornmeal to \$1.50.

**SUGAR**—Remains at the reduction of last week, and the demand is heavy, one house alone showing orders for \$10,000 worth. Contrary to predictions the crop of native fruit is large and much preserving is being done.

**CANNED GOODS**—The situation still continues wholly unsatisfactory to the Winnipeg wholesaler and with no prospect of improvement. Reports here indicate a great scarcity of cherries. In fact, all quotations are withdrawn.

**GREEN FRUITS**—Demand is active, and fruit houses complain that they cannot get sufficient for their demands. Californian fruit is advancing in price with the season. Peaches are 30c. and plums 50c. per case higher than they were a week ago. Small fruits, such as red currants, blueberries and gooseberries, are abundant at reasonable prices. The first car of Washington fruit arrived Friday, and is showing good values. Californian oranges have advanced \$1 per case. Oranges, \$4.75 to \$5.75; lemons, \$7; peaches, \$1.50 to \$1.75; plums, \$1.75 to \$2; pears, \$4; apples, \$2.50 per box; bananas, \$2.50 to \$3; blueberries, 7 to 8c. per lb.; red currants, \$3 per crate, gooseberries, \$3 per crate.

**BUTTER**—Creamery is still 15 to 16c. at the factories, but the demand is better. Dairy butter is a drug at 10 to 11c., and a large part is going to cold storage.

**CHEESE**—Is in fair demand at 7½ to 7¾c. at factories.

**EGGS**—Are 11c., Winnipeg.

## Pure Honey

WE BUY. WE SELL.  
WRITE.

Howe, McIntyre Co.

Millers' and Manufacturers' Agents and General Commission Merchants,

461 St. Paul Street, MONTREAL.

## Do You Buy Fruit From Us?

### LEMONS

Big demand during this hot weather.

Watermelons, Oranges, Bananas, Peanuts,  
California Peaches, Pears, Plums.

We handle everything in the line. Will be glad to serve you. Send name and address for price list, mailed each week.

## WHITE & CO., TORONTO

## W. G. HUMPHREY

9 Mincing Lane,  
LONDON, ENGLAND

desires Sole Selling Agencies for England for first-class packers of

**CANNED MEATS, FRUITS,  
FISH, VEGETABLES OR  
PROVISIONS OF ANY KIND.**

Twenty-eight years' experience, and well known to all principal buyers. Has been agent for Messrs. Henry Tate & Sons, Limited, the largest sugar refiners in the world. Highest banking and other references.

## TORONTO EXHIBITION

AUGUST 26th TO SEPTEMBER 7th, 1901

\$65,000 PREMIUMS AND ATTRactions \$65,000

Naval and Military Displays Daily

BRILLIANT SPECTACLES

Bombardment of Taku Forts by International Forces

Greatest Live Stock Show on the Continent  
All Our Country's Resources

Novel and High-Class Entertainment  
Features

MILITARY TATTOO, AUGUST 27th

Great Reunion of Canadian Old Boys and  
Old College Students

TUESDAY, SEPTEMBER 3rd

Reduced Rates All Lines of Travel

ANDREW SMITH, F.R.C.V.S.  
President

H. J. HILL  
Manager

## TORONTO

## AN AMUSING SOAP CONTEST.

THE accompanying cut illustrates a shampoo contest that was one of the most laughable features of the Owen Sound grocers' picnic. This same contest, aided and abetted by the N. K. Fairbank Co. to popularize their glycerine tar soap, has been one of the most entertaining events of several grocers' and grocery clerks' picnics this year, and one can judge from this photo that the novel race must be the source of great fun—idealestically picnic. We understand that any grocers' or grocery clerks' association in Canada who wish to hold such an event can procure a full case of 100 cakes of the 10c. size of

a picture of Queen Alexandra. Unlike most canisters; it has a roll top. Again we say that this offer should prove interesting to all live, up-to-date merchants.

## LONDONER WANTS AGENCIES.

W. G. Humphrey, 9 Mincing Lane, London, Eng., who acted for some time as agent for Henry Tate & Sons, Limited, the great sugar refining firm, is seeking selling agencies in London for canned meats, fruits, fish, vegetables, or provisions of any kind. Mr. Humphrey has had 28 years' experience and is well-known to the principal buyers in the market he desires to cover.

sheep farmers in the Dominion who would act as their agents.

6. A London firm who contemplates doing a freight business between Cape Breton and the United Kingdom, desire to get into communication with firms there requiring representation in Great Britain.

7. Inquiry is made for firms in Canada, of good standing, who require a commission house to act as agents for any kind of Canadian product and to look after their interests in London.

8. A Glasgow house ask for the names of a few exporters of Ontario hay in pressed bales.

9. A wholesale and export firm of stationers, booksellers, etc., desire to communicate with Canadian buyers of books, stationery, toys, confectionery, druggists' sundries, etc.

10. Inquiry is made for names of manufacturers in Canada of iron and steel work, cast and wrought iron piping, steel plates, steel angles, etc.

11. A well-known firm of stationers in London are open to take up the agency for England for any Canadian speciality in their line of business.

12. The names of Canadian exporters of cheese-box wood and hoops for barrels are asked for.

13. A Manchester firm ask for the addresses of Canadian paper mills supplying "news."

[The names of the firms or individuals making the above inquiries will be furnished on application to the Editor of THE CANADIAN GROCER.]

## A HALIFAX RETAILER.

The well-known and up-to-date grocery of B. J. Hubley, Halifax, has been under a different management and name during the past year, the new firm being known as Larder, Hubley & Co. The store is one of the best in the Lower Provinces for stock of staple and fancy groceries carried, which, by the way, is well displayed as any of the readers of THE GROCER who have seen it can testify. The traveler who calls receives a genial greeting from Mr. Edwin Hubley, the buyer of the firm, who believes in making the traveller feel as much at home as possible.

## NOVA SCOTIA MACKEREL CATCH.

Mail advices from Cabarrus, C.B., state: "A few mackerel are being taken off here counting 200 to the barrel. The average catch per boat is around 100 lb. per day." Canso, N.S., advices are to the effect that the average catch per boat off there is 2,000 fish, mostly medium, with 5 per cent. large. The weather there at the date of the advices was warm and dry.

## A BEARISH BUSINESS MAN.

"Harry," she said thoughtfully.

"What is it?" responded the worried business man, shortly.

"I wish you would rearrange your business a little bit."

"How?"

"So as to be a bear on the stock exchange instead of at home."—Exchange.



A representation of Fairbank's glycerine tar-soap shampoo contest under way at the Owen Sound Retail Grocers' Association picnic. Photographed especially for THE CANADIAN GROCER.

Fairbank's glycerine tar soap free, making the contest profitable to the contestants as well as interesting to the spectators. The proposition is well worth consideration.

## HAVE YOU ONE?

The "Ozo" Co., Limited, Montreal, have been announcing to the trade that with 100 lb. of their new blend of tea, "Queen Alexandra," they will present to the purchaser a handsome stock canister accompanied with brass tea scoops. Already large numbers of merchants have taken advantage of this offer, and we can recommend merchants who have not done so, that it would be well worth their while to delay the matter no longer. The usefulness of this canister in a grocery store is great, and, while probably that is the best feature about it, it will materially add to the attractiveness of the store. The design on the tin is exceedingly handsome, showing

## INQUIRIES REGARDING CANADIAN TRADE.

Mr. Harrison Watson, curator of the Canadian Section of the Imperial Institute, London, England, is in receipt of the following inquiries regarding Canadian trade:

1. A London firm desire to be placed in communication with Canadian shippers of beans and peas.

2. The manufacturers of brick-making machinery seek the services of an active Canadian resident agent to introduce their goods.

3. A north country house asks for names of Canadian shippers of scrap and old metals.

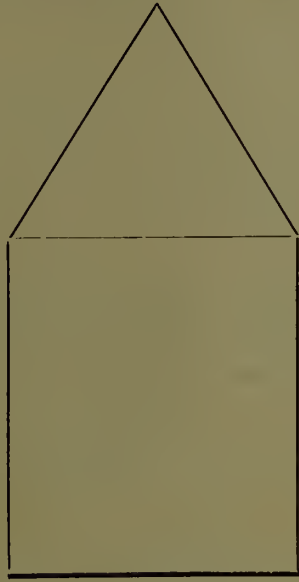
4. An old-established manufacturer of carbonic papers and other stationery supplies would like to establish some trade in Canada.

The following were among the recent inquiries relating to Canadian trade received at the High Commissioner's office in London, England:

5. The proprietors of several kinds of sheep remedies, sheep dips, etc., ask to be referred to some Canadian firms with good connections among



# IMPERIAL WHITE WINE VINEGAR



Has reached the  
Pinnacle of  
Public Estimation.

## WHY?

It is the standard of highest excellence in vinegar manufacture.  
Absolutely reliable in every instance where vinegar can be used.

Perfectly Clear, of Smooth, Delightful Flavor, and Full Government Strength.

**Five Grades, One Quality—that the best.**

The name "IMPERIAL" is on the barrel.



## THE WALKERVILLE MATCH CO., LIMITED

Manufacturers of the Celebrated

Maple Leaf, Crown,  
Knight and Imperial  
Parlor Matches



The well and favorably-known

Hero and Jumbo  
Sulphur Matches

**Our Leaders** that give the dealers a big profit: { Imperial Parlor, 1,000 matches, to retail for 5 cents.  
Jumbo Sulphur, 1,000 " " " 5 "

Our goods are put up in neat and attractive packages, and are for sale by all first-class grocers.

## CONVINCE YOURSELF

of the quality of our goods. Write us for a "Sample" Can and taste them. We have never failed to make sales where we could get a prospective customer to open a can and taste them. "The proof of the pudding, etc."

THE KENT CANNING CO., LIMITED

CHATHAM, ONT.

## FAILURES FOR THREE MONTHS.

DUN'S REVIEW says: "Canadian returns for the second quarter of 1901 were much more satisfactory than during the preceding three months, both in number and amount of liabilities. Compared with 1900 there was a moderate decrease in the aggregate, due to a difference of \$607,316 in trading defaults, no branch showing an increase of importance, while but three exhibited any advance. Manufacturing lines were also in better condition, but the aggregate in this division was doubled by two large failures of paper mills, which made the total \$471,224 greater than last year.

|                         | No. | 1901.<br>Liabilities. | No. | 1900.<br>Liabilities. | No. | 1899.<br>Liabilities. |
|-------------------------|-----|-----------------------|-----|-----------------------|-----|-----------------------|
| Iron .....              | 1   | \$ 57,000             | 2   | \$ 15,300             | 1   | \$ 75,000             |
| Tools .....             | 1   | 1,600                 | 4   | 19,371                | 4   | 5,180                 |
| Wool .....              | 3   | 21,500                | ..  | ..                    | 1   | 17,600                |
| Cotton .....            | 1   | 18,740                | ..  | ..                    | ..  | ..                    |
| Wood .....              | 13  | 109,336               | 12  | 56,416                | 6   | 43,300                |
| Clothing .....          | 12  | 110,012               | 10  | 17,337                | 8   | 38,262                |
| Hats .....              | ..  | ..                    | ..  | ..                    | ..  | ..                    |
| Chemicals .....         | 2   | 5,382                 | 2   | 79,360                | 1   | 9,743                 |
| Printing .....          | 2   | 4,700                 | 1   | 1,053                 | 1   | 2,100                 |
| Milling .....           | 3   | 6,000                 | 8   | 24,530                | 6   | 17,289                |
| Leather .....           | 4   | 12,000                | 14  | 287,725               | 5   | 55,500                |
| Liquors .....           | 1   | 3,000                 | 1   | 3,550                 | 2   | 5,100                 |
| Earthenware .....       | ..  | ..                    | 1   | 1,000                 | ..  | ..                    |
| Miscellaneous .....     | 21  | 841,215               | 27  | 213,619               | 17  | 122,416               |
| Mnfg. ....              | 64  | \$1,190,485           | 82  | \$ 719,261            | 52  | \$ 301,490            |
| General Stores .....    | 56  | 240,532               | 49  | 340,790               | 39  | 155,117               |
| Grocers .....           | 32  | 161,417               | 40  | 256,941               | 35  | 67,741                |
| Hotels .....            | 6   | 16,650                | 7   | 20,735                | 16  | 36,155                |
| Liquors .....           | 3   | 2,900                 | 8   | 12,900                | 8   | 31,764                |
| Clothing .....          | 9   | 44,000                | 22  | 217,271               | 8   | 27,600                |
| Dry Goods .....         | 9   | 153,210               | 20  | 318,624               | 9   | 117,190               |
| Shoes .....             | 13  | 73,440                | 14  | 92,454                | 16  | 82,310                |
| Furniture .....         | 6   | 10,771                | 4   | 10,587                | 2   | 9,000                 |
| Stoves .....            | 10  | 52,246                | 12  | 51,845                | 5   | 63,800                |
| Drugs .....             | 8   | 29,850                | 5   | 8,400                 | 5   | 10,700                |
| Jewelry .....           | 4   | 16,300                | 2   | 6,700                 | 4   | 16,250                |
| Books .....             | 2   | 28,445                | 2   | 66,600                | 8   | 32,366                |
| Caps .....              | 2   | 2,800                 | 2   | 3,000                 | 2   | 3,760                 |
| Miscellaneous .....     | 17  | 65,283                | 16  | 98,313                | 13  | 341,356               |
| Trading .....           | 177 | \$ 897,844            | 203 | \$1,505,160           | 170 | \$ 995,139            |
| Transporters, etc. .... | 7   | 108,875               | 9   | 33,580                | 2   | 8,300                 |
| Total .....             | 248 | \$2,197,204           | 294 | \$2,258,001           | 224 | \$1,394,929           |

## AN UNPOPULAR CUSTOMS REGULATION

OUR St. John, N.B., correspondent writes: "There is great dissatisfaction among our molasses importers in regard to the new regulation which the Customs are about to enforce in reference to the gauging of molasses. The Customs, finding it necessary for their own purpose of collecting duty to gauge all the molasses coming in, have, in the past, had the gauger scribe the casks, the total capacity, and the outage, so that deducting the latter it was very easy to see the net contents.

"This Government scribe was accepted by the importers, and allowed the goods to pass freely from hand to hand without any question as regards the quantity of the contents. While the Government gaugers will still have to gauge the molasses in order to ascertain the quantity for duty, they will not scribe anything on the casks to denote

the quantity of contents. They will, however, scribe on the ends of the cask a mark to denote the vessel the goods arrived in, a number for the package, and the initial of the gauger, so that the labor to the official doing this work will be much more than ever, but very unsatisfactory to the trade.

"It is impossible to understand the reason for the regulation except it being intended that the importer pay the gauger to have the contents of the cask scribed as usual. In other words, the regulation will bring a perquisite to the gauger.

"Your representative has interviewed the importers in our city, and they are all dissatisfied with the regulation. They feel the

Government should scribe the casks if only as a protection to the retail trade. Unless this is done there is no way the retailer can protect himself against fraud. If any of the wholesale dealers should be inclined to act dishonestly, under any condition, it will mean an extra expense to the importer, as it will compel him to have his molasses gauged in order that he may know the contents of the cask as he sells them, and there certainly will not be the confidence in a private gauge there has been in that of the Government officer.

"It is generally felt that when the matter is brought to the consideration of the authorities, this very unpopular regulation will be recalled, and the old method continued, which has worked so satisfactorily for so many years."

St. John, N.B., July 22, 1901.

Most of the grocers of St. John, N.B., have agreed to close their stores at 7 o'clock every night except Saturday evenings.

## CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 2c. a word each insertion; cash in advance. Letters, figures, and abbreviations each count as one word in estimating cost.

## TRAVELLER WANTED.

WHOLESALE GROCERY HOUSE WANTS a traveller for section between Brockville and Pembroke. Must have good connections. State salary expected. Box 56, CANADIAN GROCER, Toronto. (30)

Subscribers wanting goods or special quotations on anything anywhere in Canada at any time, can get them by mail or wire by corresponding with THE CANADIAN GROCER, Toronto or Montreal.

## "SUPERIOR GLUTEN FLOUR"

a life-giving portion to all suffering from Dyspepsia, Diabetes, Obesity, Constipation, etc., because it contains only the elements in the wheat that assist nature

Samples and prices on application to

**E. A. SHOEBOOTHAM**

CANADIAN AGENT,

St. James' Park, LONDON, Canada.

## Shredded Whole Wheat Biscuit

For sale by all  
Wholesale Grocers.

**J. HEWITT, Agent**  
61 Front St. E., TORONTO.

## Silver Dust Soap Powder

(Made in Canada)

## PROFIT

Gives More **QUANTITY** Than Any Other  
**SATISFACTION**

**SILVER DUST MFG. CO.,**  
HAMILTON.

The majority of the merchants of Orangeville, Ont., have agreed to close their stores at 10 o'clock on Saturday evenings.



|                              |       |       |       |       |       |  |  |
|------------------------------|-------|-------|-------|-------|-------|--|--|
| Dry Salted Meats—            |       |       |       |       |       |  |  |
| Long clear bacon .....       | 10    | 11    | 11½   | ..... |       |  |  |
| Smoked meats—                |       |       |       |       |       |  |  |
| Breakfast bacon .....        | 14    | 14    | 14½   | ..... |       |  |  |
| Rolls .....                  | 1f    | ..... | 12    | 11    | 12    |  |  |
| Medium Hams .....            | 13 14 | 13¼   | 14    | 12    | 14    |  |  |
| Large Hams .....             |       | 12½   | 13    | ..... |       |  |  |
| Shoulder hams .....          | 11    | ..... | 1¼    | 8     | 9     |  |  |
| Backs .....                  |       | 14    | 14½   | ..... |       |  |  |
| Meats out of pickle 1c. less |       |       |       |       |       |  |  |
| Barrel Pork—                 |       |       |       |       |       |  |  |
| Canadian heavy mess .....    | 19 50 | ..... | 21 00 | 19 00 | 19 50 |  |  |
| " " short cut .....          | 20 50 | ..... | 22 00 | 19 00 | 20 50 |  |  |
| Plate Beef .....             | 12 56 | 18 50 | 12 50 | 14 00 | 14 50 |  |  |
| Lard, tereces, per lb. ....  | 11    | ..... | 10¾   | 10¾   | 11    |  |  |
| Tubs .....                   | 11½   | ..... | 11    | 11    | 11½   |  |  |
| Pails .....                  | 11½   | ..... | 11½   | 11½   | 11½   |  |  |

Shipping  
Packages.

Write  
for  
Prices to

Boeckh Bros.  
& Company,

TORONTO.

The Wm. Cane & Sons Mfg. Co., Limited,  
Mfrs., Newmarket, Ont.



WHY

Do you not give your  
customer what she asks?

# VICTORINE

A washing compound. Contains  
no alkali. Does not injure  
clothes.

FREE SAMPLE SENT.

**VICTORINE** (Incorporated)  
**MONTREAL.**



## Grocers Save

time, twine, paper bags, and loss of  
weight by selling Dwight's Cow  
Brand Soda in packages, instead  
of keg soda. Moreover, he sells  
his customer the best article of its  
kind and makes a good profit on it.

John Dwight & Co., Toronto and Montreal

Victoria, B.C. Halifax, N.S. St. John, N.B.  
Quebec, P.Q. St. John's, Nfld.

## It Will Pay

you to get our quotations before buying

# MOLASSES

## Barbados and Porto Rico.

We are the largest direct importers in New Brunswick.

## BAIRD & PETERS, ST. JOHN, N.B.

| COFFEE                            |  | Montreal. |        | Toronto. |        | St. John,<br>Halifax. |        |
|-----------------------------------|--|-----------|--------|----------|--------|-----------------------|--------|
| Green—                            |  |           |        |          |        |                       |        |
| Mocha.....                        |  | 24        |        | 23       | 28     | 25                    | 30     |
| Old Government Java.....          |  | 27        |        | 22       | 30     | 25                    | 30     |
| Rio.....                          |  | 10        |        | 7 1/2    | 9 1/2  | 12                    | 13     |
| Santos.....                       |  |           |        | 26       | 30     | 29                    | 31     |
| Plantation Ceylon.....            |  | 29        |        | 22       | 25     | 24                    | 28     |
| Porto Rico.....                   |  |           |        | 22       | 25     | 24                    | 26     |
| Gautemala.....                    |  |           |        | 18       | 20     | 18                    | 22     |
| Jamaica.....                      |  | 18        |        | 15       | 20     | 18                    | 22     |
| Maracabo.....                     |  | 13        |        | 13       | 18     | 13                    | 15     |
| NUTS                              |  |           |        |          |        |                       |        |
| Brazil.....                       |  |           |        | 15       | 16     | 8 1/2                 | 9      |
| Valencia shelled almonds.....     |  | 31        | 32     | 30       | 35     | 22                    | 25     |
| Tarragona almonds.....            |  | 11 1/2    | 12 1/2 | 13       | 14     | 13                    | 15     |
| Formegetta almonds.....           |  |           |        |          | 14 1/2 |                       |        |
| Jordan shelled almonds.....       |  |           |        | 40       | 43     |                       |        |
| Peanuts (roasted).....            |  | 7 1/2     | 8      | 8        | 10     | 9                     | 10     |
| " (green).....                    |  | 6 1/2     | 7      | 7        | 9      |                       |        |
| Cocoanuts, per sack.....          |  | 3 00      |        | 3 75     | 4 00   | 3 50                  | 4 00   |
| " per doz.....                    |  |           |        | 60       | 70     | 60                    | 70     |
| Grenoble walnuts.....             |  | 9 1/2     | 10     |          | 11 1/2 | 9                     | 12     |
| Marbot walnuts.....               |  |           | 9 1/2  |          | 11 1/2 | 9                     | 10     |
| Bordeaux walnuts.....             |  | 7         | 8      |          | 9      | 9                     | 10     |
| Sicily filberts.....              |  | 9         | 10     | 10       | 11 1/2 | 9                     | 10     |
| Naples filberts.....              |  |           |        | 10       | 11     | 10                    | 11     |
| Pecans.....                       |  | 10        | 12     | 13       | 15     | 12                    | 14     |
| Shelled Walnuts.....              |  | 19        | 20     | 20       | 25     |                       |        |
| SODA                              |  |           |        |          |        |                       |        |
| Bl-carb, standard, 112-lb. keg    |  | 1 65      | 1 80   | 2 00     | 2 25   | 1 70                  | 1 75   |
| Sal soda, per bbl.....            |  | 70        | 75     | 80       | 90     | 85                    | 90     |
| Sal Soda, per keg.....            |  | 95        | 1 00   |          | 1 00   | 95                    | 1 00   |
| Granulated Sal Soda, per lb.....  |  |           |        |          | 1      |                       |        |
| SPICES                            |  |           |        |          |        |                       |        |
| Pepper, black, ground, in kegs    |  |           |        |          |        |                       |        |
| pails, boxes.....                 |  | 16        | 18     |          | 18     | 14                    | 15     |
| in 5-lb. cans.....                |  | 14        | 17     |          | 19     | 15                    | 16     |
| " whole.....                      |  | 15        | 17     |          | 19     | 12                    | 13     |
| Pepper, white, ground, in kegs    |  |           |        |          |        |                       |        |
| pails, boxes.....                 |  | 26        | 27     | 26       | 27     | 24                    | 26     |
| " 5-lb. cans.....                 |  | 25        | 26     | 25       | 26     | 20                    | 22     |
| " whole.....                      |  | 23        | 25     | 23       | 25     | 20                    | 22     |
| Ginger, Jamaica.....              |  | 19        | 25     | 22       | 25     | 20                    | 25     |
| Cloves, whole.....                |  | 12        | 30     | 14       | 35     | 18                    | 20     |
| Pure mixed spice.....             |  | 25        | 30     | 25       | 30     | 25                    | 30     |
| Cassia.....                       |  | 13        | 18     | 20       | 40     | 16                    | 20     |
| Cream tartar, French.....         |  |           | 25     | 24       | 25     | 20                    | 22     |
| " best.....                       |  |           | 28     | 25       | 30     | 25                    | 30     |
| Allspice.....                     |  | 10        | 15     | 13       | 16     | 16                    | 18     |
| WOODENWARE                        |  |           |        |          |        |                       |        |
| Pails, No. 1, 2-hoop.....         |  | 1 90      |        | 1 60     |        | 1 90                  |        |
| " 3-hoop.....                     |  | 2 05      |        | 1 75     |        | 2 05                  |        |
| " half, and covers.....           |  | 1 75      |        | 1 70     |        | 1 75                  |        |
| " quarter, jam and covers         |  | 1 45      |        | 1 20     |        | 1 45                  |        |
| " candy, and covers.....          |  | 2 70      | 3 20   | 1 75     | 2 70   | 3 20                  |        |
| Tubs No. 0.....                   |  | 11 00     |        | 8 50     |        | 11 00                 |        |
| " 1.....                          |  | 9 00      |        | 7 00     |        | 9 00                  |        |
| " 2.....                          |  | 8 00      |        | 6 25     |        | 8 00                  |        |
| " 3.....                          |  | 7 00      |        | 5 35     |        | 7 00                  |        |
| PETROLEUM                         |  | Montreal. |        | Toronto. |        | St. John,<br>Halifax. |        |
| Canadian water white.....         |  | 11 1/2    | 15 1/2 |          | 17 1/2 | 16                    | 16 1/2 |
| Sarnia water white.....           |  | 16        | 17     |          | 16 1/2 | 16                    | 16 1/2 |
| Sarnia prime white.....           |  |           | 18     |          | 15 1/2 |                       | 16     |
| Arsam Pekoes.....                 |  |           | 19     |          | 17 1/2 | 17                    | 17 1/2 |
| American water white.....         |  |           | 19     |          | 17 1/2 | 17                    | 17 1/2 |
| Pratt's Astral (barrels extra)    |  | 18 1/2    | 19     |          | 17 1/2 | 17                    | 17 1/2 |
| Black— TEAS                       |  |           |        |          |        |                       |        |
| Congou—Half-chests Kalsow.....    |  |           |        |          |        |                       |        |
| Morning, Peking.....              |  | 13        | 60     | 12       | 60     | 11                    | 40     |
| Caddies Peking, Kalsow.....       |  | 17        | 40     | 18       | 50     | 15                    | 40     |
| Indian—Darjeelings.....           |  | 35        | 55     | 35       | 55     | 30                    | 50     |
| Assam Pekoes.....                 |  | 20        | 40     | 20       | 40     | 18                    | 40     |
| Pekoe Souchong.....               |  | 13        | 25     | 18       | 25     | 17                    | 24     |
| Ceylon—Broken Pekoes.....         |  | 35        | 42     | 35       | 42     | 34                    | 40     |
| Pekoes.....                       |  | 20        | 30     | 20       | 30     | 20                    | 30     |
| Pekoe Souchong.....               |  | 17 1/2    | 40     | 17       | 35     | 17                    | 35     |
| China Greens—                     |  |           |        |          |        |                       |        |
| Gunpowder—Cases, extra first      |  | 42        | 50     | 42       | 50     |                       |        |
| Half-chests, ordinary firsts      |  | 22        | 28     | 22       | 28     |                       |        |
| Young Hyson—Cases, sifted         |  |           |        |          |        |                       |        |
| extra firsts.....                 |  | 42        | 50     | 42       | 50     |                       |        |
| Cases, small leaf, firsts.....    |  | 35        | 40     | 35       | 40     |                       |        |
| Half-chests, ordinary firsts      |  | 22        | 38     | 22       | 38     |                       |        |
| Half-chests, seconds.....         |  | 17        | 19     | 17       | 19     |                       |        |
| " thirds.....                     |  | 15        | 17     | 15       | 17     |                       |        |
| " common.....                     |  | 13        | 14     | 13       | 14     |                       |        |
| Pingsueys—                        |  |           |        |          |        |                       |        |
| Young Hyson, 1/2-chests, firsts   |  | 28        | 32     | 38       | 32     | 30                    | 40     |
| " " " seconds.....                |  | 16        | 19     | 16       | 19     |                       |        |
| " Half-boxes, firsts.....         |  | 28        | 32     | 28       | 32     |                       |        |
| " " " seconds.....                |  | 16        | 19     | 16       | 19     |                       |        |
| Japans—                           |  |           |        |          |        |                       |        |
| 1/2-chests, finest May pickings   |  | 38        | 40     | 38       | 40     |                       |        |
| Choice.....                       |  | 32        | 36     | 33       | 37     |                       |        |
| Finest.....                       |  | 28        | 30     | 30       | 32     |                       |        |
| Flue.....                         |  | 25        | 27     | 27       | 30     |                       |        |
| Good medium.....                  |  | 22        | 24     | 25       | 28     |                       |        |
| Medium.....                       |  | 19        | 20     | 21       | 23     |                       |        |
| Good common.....                  |  | 16        | 18     | 18       | 20     |                       |        |
| Common.....                       |  | 13        | 15     | 15       | 17     |                       |        |
| Nagasaki, 1/2-chests, Pekoe.....  |  | 16        | 22     | 15       | 17     |                       |        |
| " " " Oolong.....                 |  | 14        | 15     |          |        |                       |        |
| " " " Gunpowder.....              |  | 16        | 19     |          |        |                       |        |
| " " " Siftings.....               |  | 7 1/2     | 11     |          |        |                       |        |
| RICE, MACARONI,<br>SAGO, TAPIOCA. |  |           |        |          |        |                       |        |
| Rice—Standard B.....              |  | 3 00      | 3 10   |          | 3 1/2  | 3 25                  | 3 40   |
| Patna, per lb.....                |  | 4 25      | 4 50   |          | 5      | 5                     | 6      |
| Imperial Seeta.....               |  | 4 40      | 4 90   |          | 5 1/2  | 5                     | 6      |
| Extra Burmah.....                 |  | 4 60      | 4 90   |          | 4 3/4  | 5                     | 6      |
| Java, extra.....                  |  |           | 5 1/2  |          | 6      | 6                     | 7      |
| Macaroni, dom'ic, per lb., bulk   |  | 5         | 6      |          | 7 1/2  |                       |        |
| " imp'd, 1-lb. pkg., French.      |  | 8         | 12     |          | 9      | 10                    |        |
| " " " Italian.....                |  | 8         | 10     |          | 11     | 12 1/2                |        |
| Sago.....                         |  | 3 1/2     | 4      |          | 4 1/4  | 4 1/2                 | 5      |
| Tapioca.....                      |  | 3 1/2     | 4      |          | 4 1/4  | 4 1/2                 | 5      |



## TRADE CHAT.

**D**ODGE BROS., who for the past two years have conducted a successful grocery business in Woodstock, Ont., have sold out to D. R. Rowan, of Fernhill, Middlesex County.

R. L. Rice has opened a new tobacco store on Cordova street, Vancouver, B.C.

Jennie Ching has bought out W. A. Ching, fruiterer, etc., Summerside, P.E.I.

A. C. Buckner has bought out A. L. Current, of the "Star Grocery," Alliston, Ont.

W. E. Curtis, general merchant, Oil City, Ont., has sold his stock to Mr. Bolton, of London, Ont.

Phillips Bros., Calgary, N.W.T., have bought out Burch & Co., general merchants, Red Deer, N.W.T.

The cheese factories at Portland, Ont., and Jasper, Ont., have been destroyed by fire during the last few days.

The grocery stock of F. N. Hill, Newton and Davidson, Manitoba, was sold in Winnipeg last week at 65 1-2c. on the dollar.

Gideon W. Wells, Southampton, Ont., has bought out Simon Elliott, grocer, Harrison, Ont., and is continuing in Harrison.

Morrin, Thompson & Co., general merchants, Phoenix, B.C., have erected a new store and expect to move into it some time next week.

M. Howe, general merchant, Pembroke, Ont., left last week with his daughter, Mrs. Cunningham, for Ireland, where they will spend two months.

Wm. Hart, who has for some time been engaged in the grocery department of McKay Bros., Renfrew, Ont., has removed to Sault Ste. Marie, Ont.

The retail grocery firm of F. E. Weldon & Co., Winnipeg, have dissolved partnership, Mr. Oldfield going out and Mr. F. E. Weldon continuing the business.

The Government lobster hatchery at Cariboo, N.S., has this season put out 100,000, 000 lobsters along the coast of Nova Scotia, New Brunswick and Prince Edward Island.

W. H. Wright, of the firm of L. A. Wright & Co., grocers, Picton, Ont., is spending his honeymoon on a trip to Toronto, the Pan-American Exposition, Montreal, and Quebec.

The Retail Merchants' Association, of St. Thomas, Ont., have decided to hold a picnic at Port Stanley, Ont., on Wednesday, August 7. They intend having a big programme of games.

The style of C. W. Fisher & Co., general merchants, Cochrane, N.W.T., has been changed to that of Fisher & Malone. Mr. Malone was until recently with E. McCarthy & Co., Calgary, N.W.T.

The factory of The Baldwin Condensed Milk Co., Baldwin Mills, Que., was destroyed by fire last week. The cause of the fire is unknown. The loss will be upwards of \$30,000, pretty well covered by insurance.

The contracts for the new buildings of The Canadian Cereal Company, Limited, at Peterboro', Ont., have been let, and the work is now going forward rapidly. It is expected \$1,000,000 will be spent before the works are fully fitted up.

The McPherson Fruit Co. have opened a branch in Calgary, with A. K. Morrison in charge. When leaving Winnipeg Mr. Morrison, who was very popular there, was presented by his fellow employees of The McPherson Fruit Co., with a pair of field

glasses, while the city travellers of Winnipeg also gave him a handsome memento of their good-will.

The Chilliwack, B.C., council have passed a license by-law which enacts that every hawker or peddler shall pay \$50 per six months; and that every person who either on his own behalf or as agent for another or others, sells, solicits or takes orders for the sale by retail of goods, wares, or merchandise to be supplied or furnished by any person doing business outside of the municipality, shall pay a similar fee. Transient traders are charged \$100 per six months.

## THE COURSE OF PRICES.

Prices of staple products in England reached their highest point fifteen months ago, and since then the tendency has, with a few temporary checks, been downward. As in this country, the decline of late has been very gradual because of recoveries in certain commodities, but the net result has been to bring The London Economist's index number to the lowest point touched since March, 1896. The following statement shows the total index number of intervals since the end of 1897:

| End of               | Total index number. |
|----------------------|---------------------|
| June, 1901.....      | 2,007               |
| March, 1901.....     | 2,018               |
| December, 1900.....  | 2,125               |
| September, 1900..... | 2,235               |
| June, 1900.....      | 2,211               |
| March, 1900.....     | 2,240               |
| December, 1899.....  | 2,145               |
| September, 1899..... | 2,085               |
| June, 1899.....      | 2,028               |
| March, 1899.....     | 1,973               |
| December, 1898.....  | 1,918               |
| December, 1897.....  | 1,890               |

The present index number, it will be seen, is 5.5 per cent. lower than on January 1 and 9.2 per cent. lower than a year ago, while 10.1 per cent. lower than the top reached in March, 1900. It is to be noted in this connection that American prices, as shown by Bradstreet's index number, have reacted to nearly the same extent from the high point of the 1900 boom. Examination of the detailed prices shows that metals, while lower in price than at the end of June in the last two years, yet remain higher than the prices at this time in 1898 and 1897. Cotton, though not so high as it has been, is much above the average of recent years, and the same is true of other textiles, such as jute, flax and hemp, while wool has reached almost the lowest on record. Wheat, meat and articles of consumption generally are about at normal quotations.—Bradstreet's.

## DELEGATES TO THE MARITIME BOARD OF TRADE.

At its last annual meeting the Kentville Board of Trade appointed the following as delegates to the annual convention of the Maritime Board of Trade, which opens at Chatham, N.B., on August 21. Messrs. K. Sutherland, Judge Chipman, E. B. Newcombe, T. P. Calkin, S. S. Strong, H. M. Bain, W. P. Shaffner, President Sealy, C. L. Dodge, Mayor Yould, R. W. Eaton and M. G. de Wolfe.

Mary had a grocer beau,  
He worked from dawn till late,  
And every time that Mary called  
He gave her overweight.

ESTABLISHED 1869

## Geo. Stanway &amp; Co.

Brokers and  
General Commission Merchants

Teas, Sugars, Molasses, | 46 Front St. East,  
Canned Goods | **TORONTO.**

Correspondence Solicited.

For Catchy Money-Making Lines in  
BISCUITS

WRITE

**THE HOME CAKE CO.**  
**QUELPH, ONT.**

Samples and prices on receipt of Post Card.

## Roasted Coffee

Write for Samples and Quotations.

We can interest you.

WARREN BROS. & CO.  
TORONTO.

## PROGRESS.

There are 900 grocery stores in the City of Toronto. Over 500 of these sell **Ross's High-Grade Tea**. Considering The Ross Tea Co. started only six months ago, the progress made is marvellous. Every sale has been genuine, no goods being placed on consignment at all. We confidently expect before being a year in business to have every grocer in Toronto handling our tea.

In face of the number of other packages on the market, and the strong hold that some of them had, the success is most pronounced. It is the old story over again; a good article and vigorous advertising.

The Ross Tea Co., Toronto.

## THE PROVISION TRADE.

The Markets—Awakening of the Poultry Trade—Miscellaneous Notes.

### AWAKENING OF THE POULTRY TRADE.

**R**APID strides have been made during the last year in our poultry trade; quietly and without much heralding of trumpets, it is true, but it is none the less substantial and real.

Probably the greatest bugbear to our general store keepers in the past has been the disposal of poultry, and especially chickens, the market being always uncertain; and, in the case of dressed poultry, often proving a total loss on account of its perishable nature. What has been wanted all along was a reliable market for live chickens. Within the last year that has all been changed, greatly to the advantage and profit of the general store keeper; for, what was a nuisance and frequently a loss, is now probably his most reliable product, having a good market at a fair price, devoid of uncertainty or expense in any way but the initial cost, convertible into cash without delay and in any quantity.

As the heading of this article indicates, the trade is only just awakening, for the possibilities of poultry in Ontario under these conditions are unlimited, and must soon emerge from its present state of easy-going indifference to be one of the important branches of farming. The general store keeper can now feel a hitherto unknown security in taking in trade or purchasing freely any quantity of chickens or ducks, and also feel there is no uncertainty as to the price he will receive, as in the case of most goods sent to a commission house.

The cause of all this change in conditions has been the enormous increase in the export of poultry to England, and the consequent increase in the demand for poultry here, and one house, The Canadian Produce Co., of Toronto, calling for no less than 1,000 tons this season. Their method of doing business is to pay a cash price per pound for live ducks and chickens, pay a fair proportion of express rates, and supply crates free.

It can be seen at a glance that the above conditions absolutely remove all uncertainty, trouble and risk, and to those who are in a position to go into the buying of poultry on an extensive scale this company offer a further bonus to active pushing agents. We, on our part, have undertaken to publish weekly, for the benefit of our readers, the quotations of the Canadian Produce Co.,

which we begin this week under heading of "Country Produce," so that any store-keeper, after a glance at our columns, will know just what to pay for live poultry.

### A CHANGE IN PROVISION FIRMS.

Vaughan & McInnes, provisions and meat dealers, Phoenix, B.C., have sold out to P. Burns & Co. The latter firm have several stores in the Phoenix district, but will open two more in that place, one at each end of the town. Mr. McInnes, of the old firm, has not yet decided, but may may open a feed, grain and produce store in Phoenix.

### PRODUCE IMPORTS INTO LIVERPOOL.

According to the weekly circular of the Anglo-Canadian Produce Co., Limited, the imports of dairy produce and provisions into Liverpool this year up to July 11 and for the corresponding period last year were as follows:

|                       | To July 11,<br>1901. | To July 10,<br>1900. |
|-----------------------|----------------------|----------------------|
| Cheese, boxes.....    | 272,765              | 498,447              |
| Butter, packages..... | 271,155              | 43,432               |
| Bacon, boxes.....     | 331,287              | 323,118              |
| Hams, boxes.....      | 139,340              | 137,102              |
| Lard, tons.....       | 44,967               | 23,398               |

Stocks in Liverpool on the undermentioned dates were as follows:

|                                 | June 29,<br>1901. | May 31,<br>1901. | June 30,<br>1900. |
|---------------------------------|-------------------|------------------|-------------------|
| Cheese, boxes.....              | 40,038            | 38,245           | 47,791            |
| Butter, packages.....           | 4,836             | 1,981            | 1,216             |
| Bacon, boxes.....               | 13,159            | 14,074           | 16,341            |
| Hams, boxes.....                | 4,916             | 6,204            | 6,706             |
| Shoulders, boxes.....           | 2,076             | 3,253            | 2,577             |
| Lard, prime steam, tierces..... | 5,960             | 3,582            | 12,927            |
| " refined, " tons.....          | 2,122             | 1,718            | 1,261             |

### THE PROVISION MARKETS.

#### TORONTO.

The demand for dressed meats is good and the market is improved. Yearling lambs have risen 50c. per cwt., but otherwise, prices are unchanged and continue steady. We quote: Dressed hogs, \$9.25 to \$9.50 per cwt.; sheep, \$6 to \$7 per cwt.; yearling lambs, \$7.50 to \$8.50 per cwt.; spring lambs, 11 to 12c. per lb.; beef carcasses, \$7.50 per cwt. for best and \$6 to \$7 for mediums; hind quarters, 8½ to 9½c. for best; fore quarters, 4½ to 5½c. for best; calves, \$8 to \$8.50 for best and \$6 to \$7 for mediums.

Pork products are firm at unchanged prices: Live hogs continue steady at \$7.25 to \$7.50. We quote: Long clear bacon, 11½c. Smoked meats—Breakfast

bacon, 14 to 14½c.; rolls, 12c.; small hams, 13½ to 14c.; medium hams, 13½ to 14c.; large hams, 12½ to 13c.; shoulder hams, 11½c.; backs, 14 to 14½c. Barrel pork—Canadian heavy mess, \$20; Canadian short cut, \$21; lard, tierces, 10¾c.; tubs, 11c.; pails, 11¼c.

#### MONTREAL.

Under light receipts of live hogs the market is steady, and packers have had to pay \$7.25 to \$7.50 for choice light and \$7 for heavy. Lard and pork are unchanged under a light demand. Compound continues to sell well. We quote as follows: Heavy Canadian short cut mess pork, \$20.50 to \$21.50; selected heavy short cut mess pork, boneless, \$21.50 to \$22.50; family short cut back pork, \$20.50 to \$21.50; heavy short cut clear pork, \$20 to \$21.50; hams, 13c.; bacon, 14c.; lard, pure Canadian, \$2.30 per pail; refined lard compound (Fairbank's), \$1.88 for 1 to 24 pails; \$1.86 for 25 to 49 pails; \$1.82 for 50 pails and over; Snow White and Globe compound, \$1.65 per pail; cottolene, 9¼c. per lb. in tierces, and 10¼c. in 26-lb. pails, and 10c. in 50 lb. boxes, for Quebec.

#### ST. JOHN, N.B.

Business is dull. Goods show quite a range in price. Pork holds high. Smoked meats have a fair sale, but prices are high. Lard is still firm at full figures. Compound has quite a free sale.

T. A. Davis, M. Joyce, Leeder & Parsons, George Walsh & Son and A. H. Walsh, general merchants, Quyon, Que., have agreed to close their stores on Mondays, Wednesdays and Fridays until the end of August.

## EGGS, BUTTER, CHEESE, ETC.

CONSIGNMENTS  
SOLICITED.

Write us when you have Eggs and Butter to offer. Cases supplied.

The J. A. McLean Produce Co., Limited,  
77 Colborne St., TORONTO.

## SMOKED MEATS PURE LARD

Our "MAPLE LEAF" brand is unexcelled.

We are large dealers in EGGS and  
BUTTER. WRITE US.

D. GUNN, BROTHERS & CO.

Pork Packers and Commission Merchants

76-78-80 Front St. E. - - TORONTO





To hold the Best Trade  
you must sell the Best  
Goods.

REGISTERED  
*Bow Park*  
BRAND

## Sweet Pickles

Always Lead.

Your wholesaler will give you quotations, or write direct.

**Shuttleworth & Harris,**  
BRANTFORD, CANADA.

# BREAKFAST BACON.

REGISTERED  
*Bow Park*  
BRAND  
**BACON**

is pleasing more people every day and hundreds of people will have no other. If you want to sell a delicious bacon that will satisfy your customers, write us at once for a price list.

**The Brantford Packing Co.**  
BRANTFORD, ONT. LIMITED

## Sugar-Cured MEATS

are high and will be high in price during the summer. We can give you a good selling line of

### SHOULDERS

at reasonable prices. These are Sugar-Cured, Mild, and cut up well, in place of the higher-priced Hams.

**F. W. FEARMAN CO.**

Limited  
Pork Packers, Lard Refiners,  
Butter and Cheese Dealers,

Hamilton, Ont.

**THE CANADIAN PACKING CO.**  
LONDON, ONT.



GUARANTEED CHOICE AND PURE.  
**GOLD MEDAL, PARIS 1900.**  
Please order goods through your wholesale house.

**HOG PRODUCTS IN THE UNITED STATES.**

An additional element of weakness part of the week was in the large receipts of hogs. That the swine are being hurried out of farmers' hands by reason of scarcity of water and the effect upon the feed crops by the drouth, is clear in the large number of pigs and small weight hogs arriving; many of them are, as well, out of condition. It is, however, plain that the situation of the corn crop is likely to add at some time to the strength of the hog-product markets, whatever temporary weakness it occasions through forcing large supplies of hogs upon the marketable centres. Even admitting the consideration that heavy rains may soon come along, and that corn at its present growth in some sections can stand a good deal of dry weather and yet come out all right, the fact remains that with whatever damage has been done the crop by late developments the grain had a poor spring season, that it was planted late and has had since unfavorable weather conditions, and that with all of the adverse conditions that the corn crop is likely to be decidedly under an average one; a reduced corn crop coming upon the country, with practically exhausted offerings of old supplies, means, of course, high prices for the grain; therefore, our belief is that whatever temporary influences develop for the hog products through anxious marketing of hog supplies and diminished demands for the products which usually come about upon unsettled prices, that at some time in the late summer or early fall months, if not before that period, there is likely to be some excitement all around. For awhile we are not looking for more than moderate changes in the prices of the hog products.—National Provisioner, July 20.

**THE GUELPH PROVISION COMPANY.**

The Guelph Provision Co., Limited, has been incorporated with Messrs. T. McAdre, Thos. Hepburn, Wm. Hamilton, James E. Day, John A. McPherson and Samuel Law as directors, and with a capital stock of \$250,000. The new company has bought out and will succeed The Guelph Pork Packing Co., Limited, and intend to erect a packing factory with a capacity of 2,000 hogs per week. Their charter also empowers them to slaughter, and deal in cattle and sheep, and it is likely an export trade in dressed beef will be sought later on. A cold storage warehouse will be erected. The company will not start business until at least \$100,000 capital has been subscribed by the stockholders. It is intended to secure as many stockholders as possible, so the shares of the company have been placed at \$20.

**We're Filling Lots of Orders**

**For Clark's Meats**

**They must be good; people don't buy poor meats and keep buying them.**

**You should carry a full line NOW.**

**60 Varieties**

# **"TOMAHAWK"**

## **BRAND**

### **Hams and Bacon**

Are rapidly cutting their way into popular favor.

The secret of their success is their uniformly excellent quality and flavor.

Grocers and Butchers are fast recognizing these facts, and orders are correspondingly on the increase.

If you are not handling the "Tomahawk" Brand do so at once and gain the thanks of your customers.

**The Farmers' Co-Operative Packing Co.**  
of BRANTFORD, Limited.

## **Our Brands Give Satisfaction.**

**SUGAR-CURED HAMs,**  
**BONELESS BREAKFAST BACON,**  
**ROLL BACON, PURE LARD.**

## **Hot Weather Specials**

**READY FOR LUNCHEON:**

**BOILED PORK HAMs,**  
**LUNCH BEEF,**  
**BOLOGNA SAUSAGE,**

**BOILED BEEF HAMs,**  
**HAM, CHICKEN and TONGUE**  
**SAUSAGE.**

**The Park, Blackwell Co., Limited**  
**Packers and Exporters, TORONTO, CANADA.**

London Agents: Messrs. Miller Bros.  
16 Tooley St.

Liverpool Agents: Messrs. W. P. Sinclair & Co.  
12 North John St.



# What One Woman Says!

Windsor Salt doesn't cake. You don't have to run for the ice-pick and dig and scrape in the Salt box when a spoonful of Salt is needed. Windsor Salt is fine, dry and white—every particle of moisture has been removed from it.

## "Windsor Salt Is The Salt For Me,"

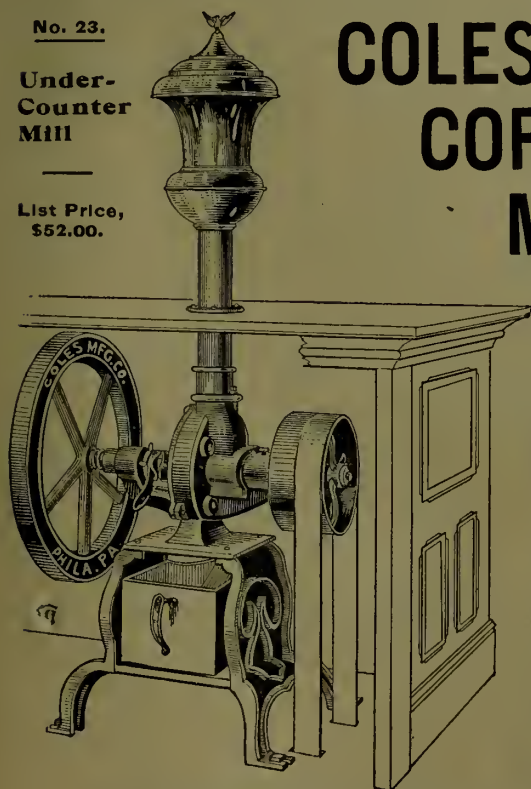
so says one wise, little woman—"it saves me time, trouble and patience. There's not a woman in the land but would be glad to do likewise—*save time, trouble, patience.* Ask them and see. Suggest Windsor Salt—the Salt that doesn't cake,

THE CANADIAN SALT CO., LIMITED  
Windsor, Ont.

No. 23.

Under-  
Counter  
Mill

List Price,  
\$52.00.



## COLES COFFEE MILLS

None better for  
Granulating or  
Pulverizing.

Our mills will  
Pulverize with-  
out heating Coffee.

Every Coles  
Coffee Mill has a  
Breaker that  
breaks the Coffee  
before it enters the  
grinders, thus re-  
ducing wear of  
grinders.

A GREAT  
LABOR-SAVER.

Our Grinders  
wear longest.

Agents { TODHUNTER, MITCHELL & CO., Toronto.  
DEARBORN & CO., St. John, N.B.  
FORBES BROS., Montreal.  
GORMAN, ECKERT & CO., London, Ont.

COLES MANUFACTURING CO., PHILADELPHIA,  
PENN'A.

Purity  
Freedom from Acid  
Flavor  
Strength  
Brightness  
Freedom from Sediment

are what characterize our vinegar as  
different and superior to all others.

Wilson, Lytle, Badgerow  
Co., Limited

TORONTO



#### AN EARLY-CLOSING DIFFICULTY.

**D.** W. C. tells me of the futile efforts to have an early-closing by-law carried in his town. He also urges the need of organization among the clerks of the Province of Ontario under a central head at Toronto, with local branches in every town of over 1,000 population, to have as its object, the elevation and instruction of clerks in their calling and to deal with all matters pertaining to their work. He wants to know if I consider such an organization feasible.

Under the existing conditions such an organization or union, properly managed, would be of great benefit and reflect credit upon the clerks themselves, for nowadays organization is regarded as a sign of intelligence. In such a union the members would have the hearty approval and co-operation of the merchants in their efforts to increase their efficiency in the art of selling goods, their knowledge of the goods they sell, the discussion of new preparations, constantly being placed upon the market, and all the other matters pertaining to the clerks themselves. This would draw those in similar lines together. Once they had met, their mutual interests would keep them together. It would be necessary to have different sections; one for each of the trades, with a general board of management. To my mind much good would result, the members being benefited many times above the mere cost of membership. I would have three degrees, the apprentice, active membership, and retired, with the allotted privileges for each, all working together for the betterment of conditions, the protection and elevation of their different trades. I have often wondered that such an organization was not started long ago, and yet why should one wonder when you see, even at the present day, how merchants regard each other? But a better feeling is growing and I am also sure there is a "brighter day coming" for the clerk. Let us all do our part to help it along. There is cause and work for a general clerks' association as much so as the number of other similar organizations throughout the world, and to my mind it is only a question of time before this need will be supplied.

In regard to the early-closing by-law, I am not troubled regarding legislation on this subject. Merchants themselves have found out that long hours do not mean more profits. The additional trade received after a reasonable hour does not pay for the cost of keeping open. Consequently this thing is righting itself all over the land, and it will do so in your town before long. I have enjoyed your letter and will be pleased to hear from you again.

#### A QUESTION OF CREDITS.

"J. E. R." writes me a letter on business management. He is doing a good trade but has insufficient capital to do a large credit business, which he regards as a drawback. He wants to know about the coupon book system of giving credit, and asks also about advertising.

The very fact of your capital being small is your safeguard. I would want to do as little credit business as possible, for I regard a small country town as nearly impossible to do a strictly cash business and get your share of the trade. It is possible to so conduct your business in giving credit that the amount of your capital locked up in your books need not be large. The one important department a merchant must constantly watch is his customers' accounts. When a man asks for credit, you question him regarding his occupation, how often and at what time he will pay his account? Then mark on your book his statement and about the amount you think him safe. Have his bill made out and if he does not pay up when agreed find out the cause, and do not hesitate to stop the account if you have doubts regarding his honesty. Look after your books frequently. Take note of those overdue. Then get after them. Remember the average mechanic can pay a small account easier than a large one. Therefore collect as often as you can. Don't be afraid to tell a man of whom you have had a bad report that he must pay cash. He will respect you for it, and you will in all probability get his cash trade. When you have given him reasonable time to pay give him fair warning you intend to sue and get judgment if he fails to heed the warning. Place the account in court and try all legal methods. Always be agreeable and make it easy for a man to do business with you if he so desires. Avoid words and trouble and be a gentleman under all circumstances. The coupon book saves book-keeping and also limits the account. These are strong features in its favor.

#### RETAIL ADVERTISING.

Regarding advertising. This is a broad question and one each merchant has to settle for himself. "Does advertising pay?" is no longer asked. The right kind of advertising always pays. Every successful merchant will tell you so, but a man must study his advertising to increase his business and spend the money judiciously along proper lines, avoiding the wild schemes of fakers, noting, expecting, and getting results for his expenditure. Give it thought. Plan, arrange and systematically advertise through your best mediums, and increased business will certainly follow.

#### DISCOUNT FOR SPOT CASH.

I always regarded the man who bought a good bill of goods and paid spot cash for it entitled to a discount—you get it—why should not he receive it from you? A man comes into your store, buys and pays for a barrel of sugar—give him a small discount for cash. If a chest of tea is purchased the margin of profit may admit of a greater cash discount. Every merchant has a right to do this, every customer should expect it; in fact, he is entitled to it. Were I the customer and a man told me I could buy at the same price, cash or thirty days, what inducement would there be for me to pay cash? Encourage your cash trade by

giving them a discount. Just here is where many merchants make a mistake. The customers think they can buy as cheap for credit as they can for cash, and with many stores this is the rule. As long as it is so, the evils of the credit system will be with us. Once have your customer know that he loses money buying on credit and he will pay cash if he can. If not he should pay you for taking the risk of giving credit. This is only reasonable and fair.

"B. M." writes: You said you had more merchants write you than clerks. Well, I have my own store and I am as much a clerk as I ever was, only I don't get my wages every Saturday night as I used to do. I hope this will not exclude me from your "corner."

Oh, no! I think you will qualify even if you are not paid regularly. You might send us a few lines on "The man who is his own clerk."

"B. H. McD." writes: Are "Californian bees" handled by grocers? The substance I mean is a sort of fungus which is placed in an open jar and kept supplied with sugar and water, which, after the action of the "bees," makes a pleasant drink. The fungus develops rapidly, eventually filling the jar. Has it any special medicinal value? From what was it originally obtained?

I have heard of this drink, but never tasted it. I usually take something plain and have been stung with "Bees" before. Will some of the boys who are up in these fancy drinks kindly send me information re above. This is a "dry time" and it is only right to keep us posted on this question; in fact, it's a charitable act. I am sorry I cannot give you any information re Californian Bees.

#### PHOENIX, B. C., CLERKS.

The Phoenix Clerks' Union have elected the following officers for the ensuing term:

President—Geo. S. McKenzie.  
Vice-President—A. S. Williamson.  
Secretary—Bert Detcher.  
Treasurer—J. L. Williams.  
Guard—Henry B. Schooley.

The union is reported to be in a flourishing condition.

#### INCREASE IN SHIPPING.

A statement giving the number of sea-going vessels arriving in the port of Montreal from the opening of navigation up to July 1 shows a considerable increase over the corresponding period of last year.

In the year 1899 from the opening of navigation to July 1, the sea-going tonnage arriving in the port amounted to 284,000 tons. This was considerably higher than the corresponding period in 1898, and nearly 60,000 tons in excess of the same period in 1900. The present season, however, is a full 10,000 tons higher than 1899.

The statement giving the years, number of ships and tonnage is as follows:

| Years.    | Ships.   | Tonnage. |
|-----------|----------|----------|
| 1898..... | 257..... | 476,000  |
| 1899..... | 239..... | 484,000  |
| 1900..... | 203..... | 413,000  |
| 1901..... | 252..... | 494,000  |



## MONTREAL GROCERS' PICNIC AT PLATTSBURG.

THE fact that this year's picnic of The Montreal Grocers' was the twenty-first annual seemed to be a good omen, for it entered into its majority under the most favorable auspices. Early in the morning Montreal was treated to a rollicking good thunderstorm that boded little good for the success of the day, but true to the rhyme: "Rain before seven, clear before eleven," the clouds cleared and the rain had only served to soften the intensity of the heat of that not easily forgotten week. Encouraged by the fine weather, the grocers, their wives, their daughters and their friends turned out in large numbers, and by 8.30 the first big train was drawn up at Bonaventure Station and was filled and ready to start. At 9 o'clock another ten-coach train load pulled out of the station, and at 11.30 there were about 1,200 Montrealers in the pretty little city of Plattsburg on Lake Champlain.

## NEARLY A THOUSAND SOLDIERS.

The excursionists were rather nervous at first when they caught sight of the large barracks and spied the uniforms of 800 or 900 American soldiers quartered there. Immediately they were reminded that they were travelling on ground many times bloodied by Indian frays, but as they noticed that the warriors had lost their paint and feathers, they regarded them as more of a protection than a menace and their peace of mind was restored.

The grocers and their friends first repaired to Clinton Park, a beautiful spot overlooking the lake, where there is a fine baseball diamond and grandstand as well as a broad area of well-kept park shaded by numerous trees. As the sky looked threatening the committee decided to run off the races before lunch. All the events were finished but the last two when a slight shower fell but immediately passed away and thereafter the weather was all that could be desired.

## THE BANQUET.

After the games the usual banquet was held at the Cumberland Hotel, presided over by the President, Mr. N. Lapointe. The orchestra played popular airs and no better humor could have prevailed. The feasting over, speech-making began. King Edward and President McKinley were toasted in high spirit, and the other appropriate toasts were not neglected. Among the orators were Ald. Turner, Ald. Raby, Ald. Ricard, Ald. Tansey, President Lapointe and several of the members of the association. The Mayor of Plattsburg welcomed the association to Plattsburg in a neat, not to say, flattering, speech, and he was given a rousing "For he's a jolly good fellow."

## THE BASEBALL MATCH.

After the banquet some of the picnickers visited Lake Champlain, the Barracks, the Summer School and the Hotel Champlain, but the great majority went back to Clinton Park to witness the game of baseball between the Mascottes, of Montreal, and the Plattsburg team. The Montreal boys proved to be as easy prey for the Plattsburgs, as amateurs are for professionals, and the score at the end of nine innings stood 24 to 3 in favor of Plattsburg.

The officers and committee of the association deserve great credit for the way in which everything was managed, as the picnic was one of the most successful the Montreal grocers have ever held. The two trains that returned at 6 and 6.30 o'clock

brought back a crowd of tired but contented excursionists.

## THE GAMES.

The results of the games were as follows:

The winners in the quoits were: 1, B. Connaughton; 2, H. McHugh; 3, John Currie; 4, H. McPhee.

100 yards' race, open to bookkeepers and salesmen of the retail grocery trade only—1, Wm. Brodie; 2, M. Seguin; 3, M. O'Brien.

100 yards' race, open to drivers and storemen of the retail grocery trade only—1, A. O'Brien; 2, M. Barry; 3, J. E. McEntyre.

75 yards' race, open to grocers' sons or their employees, 10 years or under—1, A. O'Brien; 2, M. Barry; 3, J. E. McEntyre.

75 yards' race, open to grocers' daughters and their employees, 12 years or under—1, Miss M. Manning; 2, Miss A. Laniel; 3, Miss A. Roy.

200 yards' race, open to wholesale city travellers, in the grocery trade only—1, R. Carrigan; 2, A. E. Landry; 3, C. Corneau.

200 yards' race, open to bread and biscuit drivers only—1, J. McConomy; 2, E. T. Lalonde; 3, E. Bergeron.

200 yards' race, open to ale and ginger ale drivers—1, J. Jordan; 2, J. McEntyre; 3, A. Deslauriers.

200 yards' race, open to all travellers connected with the trade, excepting those entering No. 6 event—1, E. T. Lalonde; 2, J. McConomy; 3, A. J. Duncan.

200 yards' race, open to bookkeepers and salesmen of the wholesale fruit and provision business—1, J. A. Trepannier; 2, J. C. Leclair; 3, W. Brouflette.

75 yards' race, open to young ladies, grocers' daughters and their employees—1, Miss A. Bardon; 2, Miss M. Manning; 3, Miss L. Collins.

Ladies' 75 yards, Comfort Soap race, open to married ladies only—1, Mrs. A. J. Lalonde; 2, Mrs. C. Creely; 3, Mrs. A. Laniel; 4, Mrs. A. McDiarmid; 5, Mrs. J. C. Laverdure; 6, Mrs. J. E. Manning; 7, Mrs. J. A. Dionne.

Tug-of-War, between city grocery clerks and commercial travellers—1, M. Barry; 2, J. E. Hutton; 3, T. Elliott; 4, T. McEntyre; 5, W. Thompson; 6, E. Cowan.

Fat man's race, 75 yards, open to bona fide grocers, wholesale and retail, weighing 200 lb. or over—1, A. Badoin; 2, C. Creely; 3, M. Courtis.

Cheese-cutting competition—1, M. Auclair; 2, M. DeRepentigny; 3, N. Lapointe.

100 yards' race—1, J. Hutton; 2, A. Laniel; 3, H. Dupuis.

75 yards' race, open to chairmen of committees only—1, W. E. Farrell; 2, P. O. Brien; 3, Moses Repentigny.

100 yards' race, open to grocers' sons or their employees under 18 years of age—1, A. O'Brien; 2, J. Gordon; 3, L. Duncan.

75 yards' race, open to boys under 15 years of age—1, J. Gordon; 2, A. Latouir; 3, A. Leduc.

Consolation race, ¼ mile, open to all competitors who have not already won a prize—1, M. Haw; 2, J. O. Levesque; 3, G. B. Bigaouette.

The judges were:—J. E. Quintal, N. Johnston, R. C. Barry, C. Langlois, Mr. Scott, A. Leduc, J. Ethier, C. Chaput, A. Hebert, W. H. Dunn, J. N. Crepeau, D. H. Renoldson, L. A. Wilson and Fred. Hodge.

The chairmen of the different committees were: Games—E. W. Farrell; Music and Dancing—P. Daoust; Railway—M. DeRepentigny; Reception—N. Lapointe; Printing—O. Champagne; Banquet and Refreshments—P. O'Brien; Finances—Ald. Turner; Subscription—F. Bigaouette; General Committee—John Scanlon and Ald. S. D. Valieres.

Among the representatives of the wholesale houses were: Mr. A. Chaput, of L. Chaput, Fils & Cie.; Mr. Orsali, of Hudon & Orsali; Mr. John A. Gunn and Mr. C. H. Langlois, of Gunn, Langlois & Co.;

Messrs. Cardinal, Bertrand and Charland, of Hudon, Hebert & Cie.; Messrs. W. C. Whissel, A. E. Landry and A. Bergeron, of N. Quintal & Fils; Mr. J. Ethier, of Laporte, Martin & Cie.; Mr. J. Mathewson, of J. A. Mathewson & Co.; Fred. Hughes, of Lockerhy Bros.; and Mr. O. Rousseau, of S. H. Ewing & Sons.

## NOTES.

"The Bluff" is where President McKinley generally spends a two-weeks' summer vacation, but as he has not yet been given his holidays the grocers did not have the opportunity of calling on him.

There was some trouble at the station in the morning about getting the liquid refreshments on the train, till Chairman O'Brien appeared on the scene, and then everything gave way.

The grocers' picnic has not lost any of its popularity with the people of Montreal. No jollier crowd leaves the city. To the grocers themselves it is invaluable, for it brings them together as nothing else can.

Next year the grocers should see to it that the banquet is held in a place that can accommodate a big crowd. The Cumberland dining room was hardly large enough. It was also found somewhat inconvenient to wait till 3 o'clock to get something to eat. It was unfortunate that the banquet committee should have been disappointed in this way.

Mr. Poirier, of The Computing Scale Company, was with the crowd, bringing one of his scales for the cheese evaluation contest.

## THE MARITIME BOARD OF TRADE.

The annual session of the Maritime Board of Trade opens in Chatham, N. B., on August 21, and at a recent meeting of the latter board ways and means of entertaining the delegates were considered.

The suggestion that the visiting delegates should be given an excursion on the river was favored, and Hon. Senator Snowball said he would place a steamer at the committee's disposal for that purpose.

On motion of W. C. Winslow, seconded by James Nicol, this offer was accepted and a vote of thanks tendered to Mr. Snowball.

W. C. Winslow moved that the Town Council be asked to cooperate with the local board of trade in making arrangements for the coming visitors.

On motion of Mayor Snowball, the following committee on arrangements was appointed:

Secretary J. D. B. F. Mackenzie, George Watt, W. C. Winslow, R. A. Murdoch, J. L. Stewart.

President Loggie said that the board ought to suggest matters for discussion by the Maritime Board, such suggestions to be included in the list of subjects to be prepared by the Maritime Council in readiness for the Maritime Board's annual session.

President Loggie, Senator Snowball, Jas. Nicol and J. L. Stewart were appointed a committee to suggest, within a week, questions for discussion by the Maritime Board.

Delegates from this Board to the Maritime Board were appointed as follows: W. B. Snowball, George Watt, M. S. Hocken, W. C. Winslow, J. L. Stewart, R. A. Murdoch, J. D. B. F. Mackenzie.

T. H. McAdoe, Thos. Hepburn, J. A. McPherson, Wm. Hamilton, J. E. Day, and others, of Guelph, Ont., have been incorporated as The Guelph Provision Company, Limited, with an authorized capital of \$250,000 to engage in a canning, cold storage and stock-yards enterprise.



## THE STARCH TRADE IN EGYPT.

THE United States Consul at Trieste reports as follows: "From a recent report of the Austro-Hungarian Chamber of Commerce at Alexandria, I gather the following information concerning the starch trade of Egypt:

"Starch manufactured from either wheat or corn is used extensively in the preparation of Oriental sweets, the best known among these being the so-called 'rohat lukun,' the 'tali' of Arabian confectionery, which finds a ready sale in the Eastern market. The rice starch, used only for laundry purposes, is much less in demand.

"The home production is confined to a single factory at Cairo, which manufactures only wheat starch. Importations are made chiefly from Germany, France, Belgium, and Turkey.

"Confectioners buy only lump starch of a bluish tinge. This variety is imported chiefly from England, in cases containing 50 pounds net, and is delivered f.o.b. Alexandria at about 12 l.-2s. (\$3.04) per case. It has a large sale in the interior of Egypt, but is not entirely satisfactory to the local trade of Alexandria.

"The article furnished by France and Belgium is practically of the same quality, and is not easily distinguished from the English product by the Egyptian buyer. The current price is about 31 francs (\$6.50) per 100 kilograms (220.46 pounds) f.o.b. Alexandria. It comes packed in boxes of 25, 50, and 75 kilograms (55, 110, and 165 pounds). Tare is deducted, and, contrary to English custom, no charges are made for packing. This starch is put up in packages containing only 2 kilograms (4.4 pounds) each, and sold at an advance of 2 francs (38.6 cents) per 100 kilograms.

"Syria also supplies large quantities of corn and wheat starch; but as the pieces are rather small in size and of a yellowish color, this article finds a market only on account of its low price.

"Rice starch is imported from England, Germany, France, and Belgium. As has already been stated, it is used in only for laundry purposes. The products of the last three countries do not, upon the whole, seem to differ in quality. The starch is usually imported in cases containing 12 packages, each package weighing about 25 kilograms. There are two grades, the first being at present sold at from 48 to 50 francs (\$9.26 to \$9.65) and the second at from 40 to 42 francs (\$7.72 to \$8.11) per 100 kilograms (220.46 pounds) f.o.b. Alexandria. The German article, especially a Hauburg brand, is reported to have found a very ready sale in recent years.

"English laundry starch also finds a good market in Egypt, and is shipped in boxes of from 50 to 55 pounds. During the past spring, it was sold at from 20s. to 25s. (\$4.86 to \$6.07) per cwt. (112 pounds) f.o.b. Liverpool.

"The usual terms of payment for imported starch are cash within thirty days, with a discount of from 2 to 3 per cent."

## NEW CENTURY IDEAS.

The Toronto Exhibition, to be held from August 26 to September 7, announces that its principal characteristic will be the adoption of New Century Ideas. The pom-pom will be on view, wireless telegraphy will be shown in practical use off the shore to passing vessels, magnificent displays of illuminating effects will be made, recently announced developments in electricity will

be shown, demonstrations will be made in the cultivation of the sugar beet, modern methods of rescuing at sea will be illustrated, manoeuvres with latter-day artillery will take place; in fact, the military will be very much in evidence in all its branches, while the handy-man and the marines will also be used largely in the off-shore operations and the brilliant nightly spectacle, the Bombardment of the Taku Forts by International forces. An International Military Tattoo will be the feature of the opening night, when a large body of troops will be utilized. A strong exhibit of French-Canadian cattle, as well as of Pan-American live stock, is to be made. Greatly reduced rates on the railways and steamboats have been arranged for, and no better time for visiting Toronto and the Pan-American, or the former alone, could be desired than between August 26 and September 7. This year Toronto will distribute upwards of \$35,000 in premiums and spend \$30,000 in special attractions.

## A GIRL GROCER.

Miss Mary Elizabeth Evans, aged 17, who still wears short dresses, carries on the grocery business successfully in Syracuse, N. Y., according to an exchange. Last year she cleared \$1,000 after supplying the family table. Her grandfather left a large property to his daughter, Miss Evans' mother, but it was heavily mortgaged and Miss Evans, at 16 years, left the high school, opened a store in a little cottage, and put out a sign "M. E. Evans, Groceries." In a few weeks she added drugs, then notions. She has two telephones and a few weeks ago added a fine delivery wagon. Her 15-year-old brother drives it, and her two younger sisters, 12 and 14 years old, assist in waiting on customers. One of the latter bakes cakes for the store, which cake sells splendidly. Miss Evans buys candy in good quantities, and puts it up in half-pound, pound, and two-pound boxes, thus selling it at a handsome profit.

A new steel screw steamer, the Midland Queen, has been built to run out of Midland, Ont., with passengers and freight.

## EARLY-CLOSING ITEMS.

The principal dry goods merchants, boot and shoe dealers, and jewelers, of Chatham, Ont., have agreed to close their stores at 1 p.m. on Thursdays, until September 1.

The clerks of Nelson, B.C., have formed a union and are pressing for a half holiday on Thursday afternoons.

The Merchants' Association, of Galt, Ont., have decided to close their stores every Thursday from 1 o'clock for the remainder of the day and evening, in place of the afternoon only. The change went into effect last week, and will continue until September 15.

Many Fredericton merchants, grocers and others, believe that it would be the part of economy and wisdom to close their stores evenings during the summer months. Concerted action is all that is required to bring about such a desirable end. The early closing now extends to the hardware, dry goods and boot and shoe stores and the proprietors of these establishments believe that they are not only saving money thereby, as the expense of keeping open evenings is greater than the profits from the insignificant sales; and more than this the proprietors and the clerks are allowed an hour or two out of doors in the evenings for the promotion of their health and pleasure.—Gleaner, Fredericton, N.B.

## A NEW ORANGE.

A new kind of an orange from Florida has a dark brown skin which is rough and looks like alligator hide. The fruit has a very fine flavor and sells readily, in some places, for a dollar a dozen.

## PROSPEROUS INVENTORS.

"There isn't much money in inventions," said the young man with long hair and a thoughtful manner.

"That's nonsense!" answered Senator Sorghum. "Look at the men who invented trusts and watered stock. The trouble is that you don't invent the right thing."

POPULARITY

is the proof of merit, and no brand has ever achieved popularity so quickly as

EMPIRE

SMOKING TOBACCO

In 5 10 and 15c. Plugs.

EMPIRE costs you only 39 cents, and pays a good profit.

EMPIRE is well advertised.

EMPIRE is selling well in almost every store from Halifax to Dawson City.

EMPIRE is A BIG PLUG FOR LITTLE MONEY

Made by

THE EMPIRE TOBACCO CO., LIMITED  
MONTREAL, QUE.



# GILLARD'S PICKLE

IS SOLD BY ALL WHOLESALE GROCERS IN CANADA.

Manufactured from the choicest vegetables and finest English pickling vinegar, it stands to-day THE FINEST PICKLE IN THE WORLD. 12 Gold Medals have been awarded for superior excellence.

## GILLARD'S PICKLE — Cases of 2 Dozen.

5-Case Lots and over - - \$3.20 Per Dozen.  
Less Quantity, - - - 3.30 "

## GILLARD'S SAUCE is a good sauce, none better for gravies, soups, etc.

5-Dozen Lots and over - - \$1.40 Per Dozen.  
Less Quantity - - - 1.50 "

GILLARD & CO., Limited, "The Vintry Works," Walthamstow, London, Eng.



## LICORICE..

We manufacture everything in the Licorice line carried by the Grocery, Drug and Confectionery trades. We might mention—Y. & S. Stick Licorice, plain and corrugated; Acme Licorice Pellets; Y. & S. Licorice Lozenges, in cans or glass jars; A B C Blocks; Purity & Dulce Brand one cent sticks; Bundled Licorice Root; Small Cigars, 300 to box, etc. In PLIABLE LICORICE, Triple Tunnel Tubes, Mint Puff-Straps, Navy Plugs and Golf-Sticks 100 to box; Blow Pipes 200 and 300 to box; Manhattan Wafers, 2 1/2 lb. boxes; Curved Stem Pipes, 200 to box. Write for illustrated catalogue.

YOUNG & SMYLLIE

Established 1845.

BROOKLYN, N.Y.

## POTATOES and OATS

IN CAR LOTS.

If open to buy or sell, wire

R. W. HANNAH

Board of Trade, - - - TORONTO

## THE "GLEANER"

KINGSTON, JAMAICA, B.W.I.

The Newspaper with the Largest Circulation in Jamaica and the West Indies.

Canadian manufacturers, merchants, etc., desiring to do business with this country and introduce their goods in this market, should put an advertisement in "THE GLEANER."

Write for scale of charges, etc., to

THE GLEANER CO.,

Limited

"Gleaner" Office, . . . KINGSTON, JA.

## BASKETS

We make them in all shapes and sizes. We have

Grain and Root Baskets,  
Satchel Lunch Baskets  
Clothes Baskets,  
Butcher Baskets,

In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

THE . . .

Oakville Basket Co.

Oakville, Ont.

## ROCK SALT FOR HORSES and CATTLE.



TORONTO SALT WORKS, Toronto, Ont.

## "Chief Keokuk"

Pickles and Condiments.

## "Montrose"

Tomatoes, Peas and Vegetables.

SOLD ON THEIR MERITS.

KEOKUK PICKLE CO.

KEOKUK, IOWA, U.S.A.

Absolute Purity in . . . . .

## COWAN'S

Cocoa, Chocolate,  
Icings for Cake and  
"Famous" Blend Coffee.

THE COWAN CO., LIMITED, TORONTO.

# MOLASSES

.....P.Q., May 9th, 1901

THE DOMINION MOLASSES CO.,  
Halifax, N.S.

Dear Sirs,—I beg to advise receipt of the car Molasses, which came to hand in good order and condition, and, as a proof I am satisfied with the quality, now offer same figures for two cars same grade.

This is an extract from a letter received a few days ago referring to a carload of Barbadoes shipped to one of the largest cities in the Province of Quebec.

We have some more of this grade to offer, and the price is low.

The Dominion Molasses Co.,  
Limited  
MOLASSES AND SYRUPS. HALIFAX, N.S.

We have just brought out some  
new season's goods from

CHAS. SOUTHWELL & CO.  
LONDON, ENG.

Orange Marmalade  
Strawberry Jam  
Raspberry "  
Apricot "  
Peach "  
Pine Apple "



WRITE FOR PRICES

FRANK MAGOR & CO.  
16 St. John St., MONTREAL.  
DOMINION AGENTS.

## Current Market Quotations for Proprietary Articles

July 25, 1901.

Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy. The editors do not supervise them. If a change is made, either an advance or decline, it is referred to in the market reports, as a matter of news, whether manufacturers request it or not.

### BAKING POWDER.

|                                         |         |  |
|-----------------------------------------|---------|--|
| Cook's Friend—                          |         |  |
| Size 1, in 2 and 4 doz. boxes.....      | \$ 2 40 |  |
| " 10, in 4 doz. boxes.....              | 2 10    |  |
| " 2, in 6 ".....                        | 80      |  |
| " 12, in 6 ".....                       | 80      |  |
| " 3, in 4 ".....                        | 45      |  |
| Found tins, 3 doz. in case.....         | 3 00    |  |
| 12oz. tins, 3 ".....                    | 2 40    |  |
| 9oz. tins, 4 ".....                     | 1 10    |  |
| 5lb. tins, 1/2 ".....                   | 4 00    |  |
| Diamond— W. H. GILLARD & CO.            |         |  |
| 1 lb. tins, 2 doz. in case.....per doz. | 2 00    |  |
| 1/2 lb. tins, 3 ".....                  | 1 25    |  |
| 1/4 lb. tins, 4 ".....                  | 0 75    |  |

### IMPERIAL BAKING POWDER.

| Cases Contain. | Sizes of Cans. | Per Doz. |
|----------------|----------------|----------|
| 4 doz.         | 10c.           | \$0 85   |
| 3 " "          | 6-oz.          | 1 75     |
| 2 and 3 doz.   | 12-oz.         | 3 40     |
| 2 and 1 3 doz. | 16-oz.         | 4 35     |
| 1 doz.         | 2 1/2-lb.      | 10 40    |
| 1/2 and 1 doz. | 5-lb.          | 19 50    |

### MAGIC BAKING POWDER.

| Cases Contain. | Sizes of Cans. | Per Doz. |
|----------------|----------------|----------|
| 4 doz.         | 4-oz.          | \$0 65   |
| 4 " "          | 6-oz.          | 0 80     |
| 4 " "          | 8-oz.          | 1 00     |
| 4 " "          | 12-oz.         | 1 50     |
| 4 " "          | 16-oz.         | 1 80     |
| 1 " "          | 2 1/2-lb.      | 4 50     |
| 1 " "          | 5-lb.          | 7 75     |

### JERSEY CREAM BAKING POWDER.

|                               |      |
|-------------------------------|------|
| 1/4 size, 5 doz. in case..... | 40   |
| 1/2 size, 4 doz. in case..... | 75   |
| 3/4 " 3 " ".....              | 1 25 |
| 1 " 2 " ".....                | 2 25 |

### BLACKING.

|                              |        |  |
|------------------------------|--------|--|
| COONEY'S                     |        |  |
| Boxes, each 4 doz.....       | \$1 50 |  |
| SHOE POLISH.                 |        |  |
| HENRI JONAS & Co. Per gross. |        |  |
| Jonas'.....                  | \$9 00 |  |
| Froments.....                | 7 50   |  |
| Military dressing.....       | 24 00  |  |

### BLUE.

|                                                                                           |        |
|-------------------------------------------------------------------------------------------|--------|
| Keen's Oxford, per lb.....                                                                | \$0 17 |
| in 10 box lots or case.....                                                               | 0 16   |
| Reckitt's Square Blue 12-lb. box.....                                                     | 0 17   |
| Reckitt's Square Blue 5 box lot.....                                                      | 0 16   |
| Nixey's "Cervus" in squares, 1 oz. in bags 1/2 and 1 oz. and in paper boxes, 2c. and 10c. |        |
| Cooney's Royal Windsor, per gross.....                                                    | 4 80   |
| " Universal, bag, per gross.....                                                          | 4 80   |

### BLACK LEAD.

|                                                                          |      |
|--------------------------------------------------------------------------|------|
| Reckitt's per box.....                                                   | 1 15 |
| Box contains either 1 gro. 1 oz. size: 1/2 gro., 2 oz. or 1/4 gro. 4 oz. |      |
| Nixey's Refined 1d. 2d. and 1s. pkts.                                    |      |
| " Silver Moonlight 5 and 1 c. pkts.                                      |      |
| " Nixelene Paste 1d. 2 1/2d. 5d. size.                                   |      |
| Nixey's Jubilee, round in 1 and 2 oz. blocks.                            |      |
| Cooney's Universal, per gross.....                                       | 4 80 |

### CORN BROOMS

|                                   |      |  |
|-----------------------------------|------|--|
| BOEKH BROS & COMPANY doz. nt      |      |  |
| Bamboo Handles, A, 4 strings..... | 4 35 |  |
| " B, 4 strings.....               | 4 10 |  |
| " C, 3 strings.....               | 3 85 |  |
| " D, 3 strings.....               | 3 60 |  |
| " E, 3 strings.....               | 3 35 |  |
| " G, 3 strings.....               | 3 10 |  |
| " I, 3 strings.....               | 2 85 |  |

### BISCUITS.

|                                                                                |                           |  |
|--------------------------------------------------------------------------------|---------------------------|--|
| PEEK, FREAN & CO.                                                              |                           |  |
| Metropolitan mixed.....                                                        | 40 lb. tins 10c.          |  |
| Florence Wafers.....                                                           | 8 lb. tins 36c.           |  |
| Venice Wafers.....                                                             | 8 lb. tins 36c.           |  |
| Florence Wafers.....                                                           | Small tins \$3.70 per doz |  |
| CARR & CO., LIMITED.                                                           |                           |  |
| Frank Magor & Co., Agents.                                                     |                           |  |
| Cafe Noli.....                                                                 | 0 15                      |  |
| Ensign.....                                                                    | 0 12 1/2                  |  |
| Metropolitan mixed.....                                                        | 0 09                      |  |
| Special price list of Fancy Tins for Xmas trade and other lines on application |                           |  |

### CANNED GOODS.

|                           |         |  |
|---------------------------|---------|--|
| MUSHROOMS.                |         |  |
| HENRI JONAS & Co.         |         |  |
| Mushrooms, Rionel.....    | \$14 75 |  |
| " 1st choice Duthell..... | 17 50   |  |
| " 1st choice Lenoir.....  | 18 50   |  |
| " extra Lenoir.....       | 20 00   |  |
| Per case, 100 tins.       |         |  |
| FRENCH PEAS—DELOREY'S     |         |  |
| HENRI JONAS & Co.         |         |  |
| Moyen's No. 2.....        | \$9 00  |  |
| " No. 1.....              | 10 50   |  |
| 1/2 Pins.....             | 12 50   |  |
| Fins.....                 | 14 00   |  |
| Tres fins.....            | 15 00   |  |
| Extra fins.....           | 16 50   |  |
| Sur extra fins.....       | 18 00   |  |

### FRENCH SARDINES.

|                       |        |  |
|-----------------------|--------|--|
| HENRI JONAS & Co.     |        |  |
| 1/2 Trufavennes.....  | \$9 00 |  |
| 1/2 Rolland.....      | 9 50   |  |
| 1/2 Delory.....       | 10 50  |  |
| 1/2 Club Alpines..... | 11 50  |  |

### CHOCOLATES & COCOAS.

|                                          |             |
|------------------------------------------|-------------|
| Epps's cocoa, case of 14 lbs., per lb.   | 0 35        |
| Smaller quantities.....                  | 0 37 1/2    |
| CADBURY'S.                               |             |
| Frank Magor & Co., Agents                | per doz.    |
| Cocoa essence, 3 oz. packages.....       | \$1 85      |
| Mexican chocolate, 1/2 and 1/4 lb. pkgs. | 0 40        |
| Rock Chocolate, loose.....               | 0 40        |
| " 1-lb. tins.....                        | 0 42        |
| Nibs, 1-lb. tins.....                    | 0 35 1/2    |
| Chocolate—FRY'S.                         |             |
|                                          | per lb.     |
| Caracaras, 1/4, 5-lb. boxes.....         | 0 42        |
| Vanilla, 1/4, 5-lb. boxes.....           | 0 42        |
| "Gold Medal" Sweet, 1/4, 5-lb. bxs       | 0 28        |
| Pure, unsweetened, 1/4, 5-lb. bxs.       | 0 42        |
| Fry's "Diamond," 1/4, 14 lb. bxs.        | 0 24        |
| Fry's "Monogram," 1/4, 14 lb. bxs.       | 0 24        |
| Cocoas—                                  |             |
| Concentrated, 1/4, 1 doz. in box..       | 2 40        |
| " 1/2, " ".....                          | 4 50        |
| " 1 lbs. ".....                          | 8 25        |
| Homeopathic, 1/4, 14 lb. boxes....       |             |
| " 1/2 lbs. 12 lb. boxes.....             |             |
| JOHN P. MOTT & CO.'S.                    |             |
| R. S. McIndoe, Agent, Toronto.           |             |
| Mott's Broma.....                        | per lb 0 30 |
| Mott's Prepared Cocoa.....               | 0 28        |

|                                         |        |
|-----------------------------------------|--------|
| Mott's Homeopathic Cocoas (1/4's)....   | 0 32   |
| Mott's Breakfast Cocoa (in tins)....    | 0 40   |
| Mott's No. 1 Chocolate.....             | 0 30   |
| Mott's Breakfast Chocolate.....         | 0 28   |
| Mott's Caracaras Chocolate.....         | 0 40   |
| Mott's Diamond Chocolate.....           | 0 23   |
| Mott's French-Can. Chocolate.....       | 0 18   |
| Mott's Navy or Cooking Chocolate.....   | 0 28   |
| Mott's Cocoa Nibs.....                  | 0 35   |
| Mott's Cocoa Shells.....                | 0 05   |
| Vanilla Sticks, per gross.....          | 0 90   |
| Mott's Confectionery Chocolate 0 21     | 0 43   |
| Mott's Sweet Chocolate Liquors 0 19     | 0 30   |
| COWAN COCOA AND CHOCOLATE CO.           |        |
| Hygienic Cocoa, 1/4 lb. tins, per doz.  | \$5 75 |
| Cocoa Essence, 1/4 lb. tins, per doz..  | 2 25   |
| Soluble Cocoa, No. 1 bulk, per lb.....  | 0 20   |
| Royal Navy Chocolate, 12 lb. boxes..... | 0 35   |
| Royal Navy Chocolate, 12 lb. boxes..... | 0 30   |
| Mexican Vanilla Chocolate, 12 lb. bxs   | 0 35   |

### CHEESE.

|                                     |        |
|-------------------------------------|--------|
| Imperial—Large size jars, per doz.. | \$8 25 |
| Medium size jars.....               | 4 50   |
| Small size jars.....                | 2 40   |
| Individual size jars.....           | 1 00   |
| Imperial Holder—Large size.....     | 18 00  |
| Medium size.....                    | 15 00  |
| Small size.....                     | 12 00  |
| Roquefort—Large size, per doz.....  | 2 40   |
| Small size.....                     | 1 40   |
| Paragon—Large size, per doz.....    | 8 25   |
| Medium size.....                    | 4 50   |
| Small size.....                     | 2 40   |
| Individual size.....                | 1 00   |

### BAYLE'S FOTTED.

|                                      |            |            |
|--------------------------------------|------------|------------|
| Robert Greig & Co., Agents, Toronto. |            |            |
| 1/2-lb. Jar.                         | 1-lb. Jar. | 5-lb. Jar. |
| After Dinner.....                    | \$2 40     | \$4 25     |
| Deviiled.....                        | 2 65       | 4 75       |

### COFFEE

|                            |          |  |
|----------------------------|----------|--|
| JAMES TURNER & CO. per lb. |          |  |
| Mexico.....                | 0 32     |  |
| Damasco.....               | 0 28     |  |
| Calso.....                 | 0 20     |  |
| Sirdar.....                | 0 17     |  |
| Old Dutch Rio.....         | 0 12 1/2 |  |

### CLOTHES PINS

|                                                           |      |  |
|-----------------------------------------------------------|------|--|
| BOEKH BROS. & CO.                                         |      |  |
| Clothes Pins (full count), 5 gross in case, per case..... | 0 55 |  |
| 4 doz. packages 12 to a case.....                         | 0 70 |  |
| 6 doz. packages 12 to a case.....                         | 0 90 |  |



# Edwardsburg Silver Gloss Starch.

Your idea may be that all starch is starch and that your customers won't detect even a slight difference in quality. You may think that because there is a cent or two extra profit on "Mushroom" brands (that come and go), you can retain the confidence of your trade—it doesn't pay to trifle with the confidence that a customer has in you and your goods.

Edwardsburg Silver Gloss Starch is as staple as flour. In the name there is the fame of nearly half a century. In the making there is the skill of long experience combined with honesty of purpose and unequalled manufacturing facilities. Edwardsburg Silver Gloss Starch represents the highest type of perfection there is or can be in starch. Kegs of 100-lbs.—handsome enamelled horse-shoe tins holding 6-lbs.—handsome 1-lb. packages that give a touch of life and color and "go" to a grocer's shelves.

## Edwardsburg Starch Co'y, Limited Established 1858.

164 St. James Street,  
Montreal.

Works,  
Cardinal, Ont.

53 Front Street East,  
Toronto.

# DUNN'S PURE MUSTARDS

GIVE UNBOUNDED SATISFACTION.

The reason is—They are profitable to dealers and satisfying to consumers.

### EXTRACTS.

| HENRI JONAS & Co.                        | Per gross. |
|------------------------------------------|------------|
| 1 oz. London Extracts .....              | \$6 00     |
| 1 oz. " (no corkscrews) .....            | 5 50       |
| 2 oz. " .....                            | 9 00       |
| 1 oz. Spruce essence .....               | 6 00       |
| 2 oz. " .....                            | 9 00       |
| 2 oz. Anchor extracts .....              | 12 00      |
| 4 oz. " .....                            | 21 00      |
| 8 oz. " .....                            | 36 00      |
| 1 lb. " .....                            | 70 00      |
| 1 oz. Flat " .....                       | 9 00       |
| 2 oz. Flat, Anchor extracts .....        | 18 00      |
| 2 oz. Square " .....                     | 21 00      |
| 4 oz. " (corked) .....                   | 36 00      |
| 8 oz. " .....                            | 72 00      |
| Per doz.                                 |            |
| 4 oz. " glass stop extracts .....        | 3 50       |
| 8 oz. " .....                            | 7 00       |
| 2½ oz. Round quintessence extracts ..... | 2 00       |
| 4 oz. Jockey decanters .....             | 3 50       |

### FOOD.

|                                           | per doz. |
|-------------------------------------------|----------|
| Robinson's Patent Barley ½ lb. tins ..... | 1 25     |
| " " 1 lb. tins .....                      | 2 25     |
| " " Groats, ½ lb. tins .....              | 1 25     |
| " " 1 lb. tins .....                      | 2 25     |

### GILLET'S POWDERED LYE.

|                      |        |
|----------------------|--------|
| 4 doz. in case ..... | \$3 60 |
|----------------------|--------|

### JAMS AND JELLIES

| SOUTHWELL'S GOODS.          | per doz. |
|-----------------------------|----------|
| Frank Magor & Co., Agents.  |          |
| Orange Marmalade .....      | 1 50     |
| Clear Jelly Marmalade ..... | 1 80     |
| Strawberry W. F. Jam .....  | 2 00     |
| Raspberry " .....           | 2 00     |
| Apricot " .....             | 1 75     |
| Black Currant " .....       | 1 85     |
| Other Jams, W. F. .....     | 1 55     |
| Red Currant Jelly .....     | 2 75     |

### Jams—

### T. UPTON & CO.

|                                                 |        |
|-------------------------------------------------|--------|
| 1-lb. glass jars 2 doz. in case, per doz .....  | \$1 00 |
| 5-lb. tin pails, 8 pails in crate, per lb ..... | 0 06½  |
| 7-lb. wood pails, 6 " .....                     | 0 06½  |
| 14-lb. wood pails, per lb .....                 | 0 06½  |
| 30-lb. " .....                                  | 0 06½  |
| Jellies—                                        |        |
| 1-lb. glass jars, per doz .....                 | \$1 00 |
| 7-lb. wood pails, per lb .....                  | 0 06½  |
| 14-lb. " .....                                  | 0 06½  |
| 30-lb. " .....                                  | 0 06½  |

### KNIFE POLISH.

|                                              |  |
|----------------------------------------------|--|
| Nixey's "Cervus" 6d. and 1s. tins            |  |
| For price list and sliding scale apply W. G. |  |
| Nixey 12 Soho Sq. London, Eng.               |  |

### LICORICE.

### YOUNG & SMYLLIE'S LIST.

|                                                       |        |
|-------------------------------------------------------|--------|
| 5-lb. boxes, wood or paper, per lb ..                 | \$0 40 |
| Fancy boxes (36 or 50 sticks) per box ..              | 1 25   |
| "Ringed" 5 lb. boxes, per lb .....                    | 0 40   |
| "Aome" Pellets, 5 lb. cans, per can ..                | 2 00   |
| "Aome" Pellets, fancy boxes (40) ..                   | 1 50   |
| Tar, Licorice and Tolu Wafers, 5 lb. cans, per can .. | 2 00   |
| Licorice Lozenges, 5 lb. glass jars ..                | 1 75   |
| " " 20 5 lb. cans ..                                  | 1 50   |
| "Purley" Licorice 10 sticks ..                        | 1 45   |
| " " 100 sticks ..                                     | 0 75   |
| Dulce, large cent sticks, 100 in box ..               |        |

### MUSTARD.

### COOLMAN'S OR KEEN'S.

|                                     |        |
|-------------------------------------|--------|
| D. S. F., ¼ lb. tins, per doz ..... | \$1 40 |
| " ½ lb. tins, " .....               | 2 50   |
| " 1 lb. tins, " .....               | 5 00   |

|                                   |      |
|-----------------------------------|------|
| Durham, 4 lb. jars, per jar ..... | 0 75 |
| " 1 lb. " .....                   | 0 25 |
| F. D., ¼ lb. tins, per doz .....  | 0 85 |
| " ½ lb. tins .....                | 1 45 |

### BAYLE'S PREPARED MUSTARDS.

|                                      |           |
|--------------------------------------|-----------|
| Robert Greig & Co., Toronto, Agents. |           |
| ½-lb. jars 1-lb. jars, ..            |           |
| Horseradish .. per doz., \$1 75      | \$2 50    |
| English Sandwich ..                  | 1 75 2 50 |

### JONAS' FRENCH MUSTARDS

| HENRI JONAS & Co.      | Per gross. |
|------------------------|------------|
| Pony size .....        | \$7 50     |
| Imperial, medium ..... | 9 00       |
| Imperial, large .....  | 12 00      |
| Tumblers .....         | 12 00      |
| Mugs .....             | 13 20      |
| Pint jars .....        | 18 00      |
| Quart jars .....       | 24 00      |

### MATCHES.

|                                      |        |
|--------------------------------------|--------|
| Eddy's Telegraph, single cases ..... | \$1 00 |
| " five cases .....                   | 3 80   |
| Telephone, single cases .....        | 3 90   |
| " five cases .....                   | 3 70   |
| Eagle Parlors, single cases, 200s .. | 1 70   |
| " five cases, 100s ..                | 1 60   |
| " single cases, 100s ..              | 1 90   |
| " five cases, 100s ..                | 1 80   |
| Victoria Parlors, single cases ..    | 3 00   |
| " five cases ..                      | 2 90   |

### MINCE MEAT.

|                                       |         |
|---------------------------------------|---------|
| Wetley's Condensed, per gross, net .. | \$12 00 |
| " per case of doz., net .....         | 3 00    |

### ORANGE MARMALADE.

| T. UPTON & CO.                      |        |
|-------------------------------------|--------|
| 1-lb. glass 2 doz. case, per doz .. | \$1 00 |
| 7-lb. pails and 5 and 7 lb. tins .. | 0 07   |

### PICKLES.

|                                        |      |
|----------------------------------------|------|
| STEPHENS' ..                           |      |
| A. P. Tippet & Co., Agents.            |      |
| Patent stoppers (pints), per doz. .... | 2 30 |
| Corked ..                              | 1 90 |

### BAYLE'S.

|                                          |               |
|------------------------------------------|---------------|
| Robert Greig & Co., Toronto, Agents.     |               |
| ½ Pint. Pints.                           |               |
| Pandora, per doz .....                   | \$2 15 \$3 60 |
| Sliced Sweet .....                       | 1 75 2 85     |
| Hot Stuff .....                          | 1 75 2 85     |
| Tobasco Sauce, 2-oz. bottle, per doz. .. | \$4 25        |
| Tobasco Pods in vinegar, ½ pt. " ..      | 3 25          |

### SODA.—COW BRAND



|                                                                   |  |
|-------------------------------------------------------------------|--|
| Case of 1 lbs. (containing 60 pkgs., per box, \$3.00)             |  |
| Case of ½ lbs. (containing 120 pkgs., per box, \$3.00)            |  |
| Case of lbs. and ½ lbs. (containing 30 packages) per box, \$3.00. |  |
| Case of 50. pkgs (containing 96 pkgs) per box \$3.00.             |  |

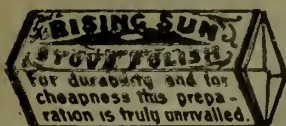
### SOAP



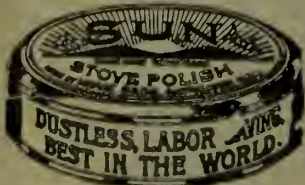
|                                   |         |
|-----------------------------------|---------|
| A. P. Tippet & Co., AGENTS        |         |
| Maypole Soap, colors ..           |         |
| per gr., \$10.20.                 |         |
| Maypole Soap, black ..            |         |
| per gr., \$15.30.                 |         |
| Oricle Soap, per gross ..         | \$10.20 |
| Gloriola Soap, per gross .....    | 12 00   |
| Straw Hat Polish, per gross ..... | 10 20   |



## STOVE POLISH.



Per gross  
Rising Sun 8-oz. cakes, 1/2 gross boxes \$8 50  
Rising Sun, 3-oz. cakes, gross boxes 4 50  
Sun Paste, 10c. size, 1/2 gross boxes 10 00  
Sun Paste, 5c. size, 1/2 gross boxes 5 00



No. 4-3 dozen in case, per gross 4 80  
No. 6-3 dozen in case 8 40

## STARCH

EDWARDSBURG STARCH CO., LTD.

Laundry Starches— per lb.  
No. 1 White or Blue, 4-lb. cartons 0 06 1/2  
No. 1 " 3-lb. 0 05 1/2  
Canada Laundry 0 04 1/2  
Silver Gloss, 6-lb. draw-ild boxes 0 07 1/2  
Silver Gloss, 6-lb. tin canisters 0 07 1/2  
Edwardsburg Silver Gloss, 1-lb. pkg. 0 07 1/2  
Kegs Silver Gloss, large crystal 0 06 1/2  
Benson's Satin, 1-lb. cartons 0 08  
No. 1 White, bbls. and kegs 0 05  
Benson's Enamel, per box 3 00

Culinary Starch—  
Benson & Co.'s Prep. Corn 0 06 1/2  
Canada Pure Corn 0 15  
Rice Starch—  
Edwardsburg No. 1 white, 1-lb. cart 0 06 1/2  
Edwardsburg No. 1 White or Blue, 4-lb. lumps 0 18  
KINGSFORD'S OSWEGO STARCH



SILVER { 40-lb. boxes, 1-lb. pkgs. 0 06 1/2  
GLOSS { 6-lb. boxes, sliding cover  
PURE { (12-lb. boxes each crates) 0 18  
" 40-lb. boxes 1-lb. pack 0 07  
" 48-lb. " 16 3-lb. boxes 0 07  
For puddings, custards, etc.

Oswego CORN STARCH { 40-lb. boxes, 1-lb. packages 0 07 1/2  
ONTARIO { 38-lb. to 45-lb. boxes, 6 bundles 0 08  
STARCH IN { Silver Gloss 0 07 1/2  
BARRELS { Pure 0 06 1/2

## BEE STARCH.

Cases, 64 pkgs. 48's 5 00  
1/2 Cases, 32 kgs. 24's 2 50  
Packages 10c. each.

BRANTFORD STARCH WORKS, LIMITED.  
Ontario and Quebec.

## Laundry Starches—

Canada Laundry, boxes of 40 lbs. \$0 04 1/2  
Acme Gloss Starch—  
1-lb. cartons, boxes of 40 lbs. 0 05 1/2  
Finest Quality White Laundry—  
3-lb. Canisters, cases of 48 lbs. 0 05 1/2  
4-lb. " " " 0 05 1/2  
Barrels, 175 lbs. 0 05  
Kegs, 100 lbs. 0 05  
Lily White Gloss—  
1-lb. fancy cartons, cases 30 lbs. 0 07 1/2  
6-lb. toy trunks, 8 in case 0 07 1/2  
6-lb. enameled tin canisters, 8 in case 0 07 1/2  
Kegs, ex. large crystals, 100 lbs. 0 06 1/2  
Brantford Gloss—  
1-lb. fancy boxes, cases 36 lbs. 0 08

Canadian Electric Starch—  
Boxes of 40 fancy pkgs, per case 3 00  
Celluloid Starch—  
Boxes of 45 cartons, per case 3 50  
Culinary Starches—  
Challenge Prepared Corn—  
1-lb. packages, boxes 40 lbs. 0 05  
No. 1 Brantford Prepared Corn—  
1-lb. packages, boxes 40 lbs. 0 06 1/2  
Crystal Maize Corn—  
1-lb. packages, boxes 40 lbs. 0 06 1/2



## TEAS.

SALADA CEYLON.  
Wholesale. Retail

Brown Label, 1's 0 20 0 25  
" 1/2's 0 21 0 26  
Green Label, 1's and 1/2's 0 22 0 30  
Blue Label, 1's, 1/2's, and 3/4's 0 30 0 40  
Red Label, 1's and 1/2's 0 36 0 50  
Gold Label 1/2's 0 44 0 60



Ceylon Tea, in 1 and 1/2 lb. lead packages, black or mixed.

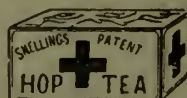
Black Label, 1-lb., retail at 25c. 0 19  
1/2-lb. 0 20  
Blue Label, retail at 30c. 0 22  
Green Label 40c. 0 28  
Red Label 50c. 0 35  
Orange Label, retail at 60c. 0 42  
Gold Label, " 80c. 0 55

## CROWN BRAND

Wholesale Retail.

Red Label, 1-lb. and 1/2's 0 35 0 50  
Blue Label, 1-lb. and 1/2's 0 28 0 40  
Green Label, 1-lb. 0 19 0 25  
Green Label, 1/2's 0 20 0 25  
Japan, 1's 0 19 0 25

## "SNELLINGS PATENT"



English Break-fast Hopped Tea, 23c.; retail, 40c.  
A. Waddell & Co. agents, Toronto.  
Samples on application.



Cases each 60 1-lb. 0 85  
" " 60 1/2-lb. 0 35  
" " 30 1-lb. 0 35  
" " 120 1/2-lb. 0 35



LUDELLA CEYLON, 1's AND 1/2's PKGS.

Blue Label, 1's 0 18 1/2 0 25  
Blue Label, 1/2's 0 19 0 25  
Orange Label, 1's and 1/2's 0 21 0 30  
Brown Label, 1's and 1/2's 0 28 0 40  
Brown Label, 1/2's 0 30 0 40  
Green Label, 1's and 1/2's 0 35 0 50  
Red Label, 1/2's 0 40 0 60

## TOBACCO.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 3 1/2's, 5s and 10s. 0 39  
Royal Oak, 2 x 3, 50c. 0 52  
Something Good, 7s. 0 48  
Chewing—Bobs, 5s and 10s 0 36  
Currency, 13 1/2 oz. bars, spaced 9s. 0 39  
Old Fox, Narrow 10s. 0 40  
Snowshoe, 10 1/2 oz. bars, spaced 8s 0 44  
Snowshoe, pound bars, spaced 6s. 0 44  
Snowshoe, 2 1/2, 6s. 0 44  
Pay roll, 6s 0 44

## WOODENWARE

BOKOKH BROS. &amp; COMPANY.

Washboards Leader Globe 1 55  
" Improved Globe 1 65  
" Standard Globe 1 80  
" Solid Back Globe 1 90  
" Jnbllee (perforated) 2 10  
" Crown 1 45

F.o.b. Toronto.

Matobes, Kodak, per case (200's) 9 boxes to package, 40 packages to case. 3 30

## YEAST.

Royal yeast, 3 doz. 5c.-pkgs. in case. 1 00

Mediterranean Fruits  
Granulated and Raw Sugars  
Molasses and Syrups, Glucose, Etc.

Excelsior Macaroni  
White Castile Soap

C. A. CHOUILLOU &amp; CIE.

14 Place Royale (Customs House Sq.) MONTREAL.

COX'S GELATINE Always Trustworthy  
ESTABLISHED 1725.

Agents for Canada:

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D. MASSON &amp; CO., Montreal.

ARTHUR P. TIPPET &amp; CO., Toronto, St. John, N.B., and Montreal

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Montreal.

Toronto.

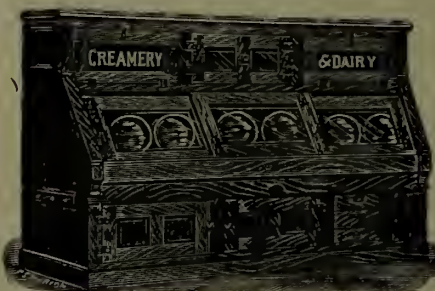
# Soap

"IMPERIAL" and  
"SNOW"

Twin Cakes.

NOW IN STORE.

Perkins, Ince &amp; Co., - Toronto.

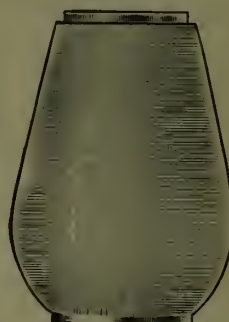


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Cold Blast  
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Globes

Aetna or  
Quaker Flint  
Chimneys?

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THE SYDENHAM GLASS CO.,

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SLEE, SLEE &amp; CO.,

Limited

Tower Bridge Brewery

LONDON, ENG.

FOR  
English Malt  
Vinegars.

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From whom Samples and Prices can be obtained.



**TANGLEFOOT** Sealed  
Sticky  
**FLY PAPER**



Stops the fly in his mad career. Also catches the filthy load he is carrying, thus preventing the danger of contagion.

Long Lasting.  
Order from Jobber.

The O. & W. Thum Co., Mfrs.  
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**MOTT'S**

BUY  
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**COTTON  
CLOTHES  
LINES**

— AND —

**COTTON  
TWINE**

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and much better.

For sale by all Wholesale Dealers  
See that you get them.

Is Honest Goods and just  
the Thing on Which to  
Make or Extend a Busi-  
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NO. 197  
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AND MEASURE.

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**KNOW.** (Ask for circular).

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Six GOLD Medals **VINEGAR**  
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**WHEAT MARROW.**

(REGISTERED)

The pure proteid of wheat. More  
nourishing than other cereals. Far  
healthier than meat. The best food  
for children. : : : : : : : : :

Manufactured by

**THE EXPRESS ROLLER MILLS**  
CORNWALL, ONT., CAN.

**WM. MACK,**  
Proprietor.

McLAREN'S



The Best Grocers make  
a point of Keeping it  
always in Stock.

## CRYSTAL FLOWER VASES.

This is the time to sell them.

Have you tried a sample lot of our assortment of Crystal Vases to retail from 15c. a pair to 25c. each?

|                  |                                  |        |
|------------------|----------------------------------|--------|
| Seasonable Goods | 12 pairs retail at 15c. per pair | \$1 80 |
|                  | 6 " " " 20c. " "                 | 1.20   |
|                  | 6 " " " 25c. " "                 | 1 50   |
| Brilliant Glass  | 6 " " " 30c. " "                 | 1.80   |
|                  | 6 " " " 35c. " "                 | 2.10   |
|                  | 12 " " " 40c. " "                | 4.80   |
|                  | 12 " " " 50c. " "                | 6.00   |
| New Patterns     |                                  |        |
| Choice Shapes    | The lot retails for.....         | 19.20  |
|                  | Cost to you is.....              | 12 80  |
| Right Prices     | Your profit is.....              | \$6.40 |

Order half or quarter package as sample.

# GOWANS, KENT & CO.

TORONTO and WINNIPEG.

All wise grocers prefer handling an article that will leave them a margin of profit that is really profitable—the very reason they appreciate

# Wethey's Condensed Mince Meat.

Added to that it has the necessary quality to stimulate a steady demand for it. All wholesalers sell it.



J. H. WETHEY,

Sole  
Manufacturer,

ST. CATHARINES, ONT.

# CROSSE & BLACKWELL'S New Season's Candied Peels

LEMON, ORANGE, CITRON, MIXED (O. L. and C.)

In 7-lb. Tins, 7-lb. or 10-lb. Wood Boxes, and 1-lb. Cartons.

C. E. COLSON & SON,

MONTREAL.

CHAS. F. CLARK, President.

JARED CHITTENDEN, Treasurer.

...ESTABLISHED 1849..

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ST. JOHN, N.B.  
WINNIPEG, MAN.

MONTREAL, QUE.  
TORONTO, ONT.

THOS. C. IRVING, Gen. Man. Western Canada, Toronto. JOHN A. FULTON, Gen. Man. Eastern Canada, Montreal.

## OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery 6d. and 1s. Canisters.

## 'WELLINGTON'

## KNIFE POLISH

## JOHN OAKEY & SONS, LIMITED

MANUFACTURERS OF

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Agent:

JOHN FORMAN, 644 Craig Street  
MONTREAL



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EVERY PROVINCE

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QUALITY..

When a salesman talks price to you

Ask him about **QUALITY**

When he talks quantity . . .

Ask him about **QUALITY**

When he talks merit to you . .

Ask him about **QUALITY**

That's the——

**STRONG POINT**

in

**Colman's Mustard**

**CARR & CO.,**

LIMITED

Carlisle,  
England.



Are the sole manufacturers of  
the original

**Frank Magor & Co.**

Agents for the Dominion.

16 St. John St., MONTREAL

G. E. JARVIS & CO., Vancouver,  
Agents for B.C.

**CAFE NOIR BISCUIT**

No other firm can approach them.



By reason of its merits

## MILLAR'S PARAGON CHEESE

has won the popular approval of those people who are particular about the kind of cheese they eat. You have a great many particular customers who would thank you for recommending this tasty and pleasing article.

Manufactured by

**THE T. D. MILLAR PARAGON CHEESE CO.,**  
INGERSOLL, ONT.

AGENTS—W. H. Dunn & Co., Montreal. A. E. Richards & Co., Hamilton. Joseph Carmichael, Winnipeg. Marlin & Robertson, Vancouver and Victoria, B.C.



**THE DOMINION BREWERY CO., LIMITED**  
Brewers and Maltsters  
TORONTO

Manufacturers of the Celebrated

## WHITE LABEL ALE

ASK FOR IT AND SEE THAT OUR  
BRAND IS ON EVERY CORK.

Our Ales and Porters have been examined by the best Analysts, and they have declared them Pure and Free from any Deleterious Ingredients.

WM. ROSS, Manager.



**COLEMAN'S**

Established 1868.

**SALT**

"Educate your customers in regard to quality."

This is especially true with regard to Salt. You want your customers to buy Salt that will bring them in a good return—by producing the finest butter and cheese. You likewise desire to sell Salt to housekeepers that will not set hard in the salt cellar or dredger, and that possesses the pure, sparkling, white color that first-class Salt alone can have.

Educate them thoroughly by advising them to buy Coleman's or Rice's Salt, and the results will give them confidence in your judgment forever after. **These Salts are pure—they do not cake—certain to please.**

**RICE'S**

Address :

**R. & J. RANSFORD**  
Clinton, Ont.

**SALT**





# Pleasant Vacation !

The grocer who goes away on his vacation with a comfortable bank account has a pleasant time—and restful. One reason why he makes money is because he keeps his stock of goods *seasonable*. He carries what people want at just the time when they want to buy it. There are no dull times for him.

Take a vacation, gentlemen, but take it “feeling fit.” Keep seasonable goods in stock and make some money by selling them. Three hints follow for your vacation trade.

## Hints for Your Vacation Trade:

### Stower's Lime Juice.

20 per cent. stronger than any other, hence the most economical to use. Distinguished from the ordinary Lime Juice of trade because it has no musty flavor. Absolutely pure. Put up now in “Pale Gin” bottles and labelled especially for the Colonial trade.

### Stower's Lime Juice Cordial.

Nothing but pure, freshly-squeezed Lime Juice and refined loaf sugar. No vegetable mucus or albumin substances or impurities in it. A delicious, cooling drink, all ready to serve with the addition of water.

### “Thistle” Canned Fish.

Canned Haddies, Kipperd Herring, and Herring and Tomato Sauce. Clean, delicate, rich in flavor. - The “Thistle” Brand stands at the head of all others because it belongs there.

Sold by Leading Wholesalers Everywhere.

ARTHUR P. TIPPET & CO., Agents,

8 Place Royale,  
Montreal.

23 Scott Street,  
Toronto.

**IF YOU WOULD BE IN THE LEAD WITH THE CHOICEST  
AND MOST UP-TO-DATE LINE OF GOODS, YOU WILL  
BE INTERESTED IN THE FOLLOWING ANNOUNCEMENT:**

We have just received per SS. Almerian, the following  
seasonable goods from the old-established house of  
Louit Freres & Cie., Bordeaux, France :

THIS SEASON'S PACK

PEAS, IN GLASS.  
MUSHROOMS, IN GLASS.  
HARICOTS VERTS, IN GLASS.  
MACEDOINES, IN GLASS.

FONDS D'ARTICHAUTS.  
ASPARAGUS.  
ANCHOVIES, IN OIL.  
ANCHOVIES, IN BRINE.

CAPERS, IN BOTTLES AND IN KEGS.  
CHOCOLATE, IN QUARTER AND HALF POUND CAKES.  
FANCY CHOCOLATES.  
FRENCH MUSTARD.

SARDINES, IN BOTTLES.  
TRUFFLES, IN TINS.  
FINEST SALAD OILS, FOR TABLE USE.  
PATES de FOIES GRAS.

ALSO

FRENCH PRUNES, from Jas. Violett & Co., of Bordeaux.  
SPANISH QUEEN OLIVES, from R. Aguilar, Seville, Spain.

WRITE FOR QUOTATIONS.

**HENRI JONAS & CO. = MONTREAL.**



# Cigar Advertising

is like every other kind of advertising—it pays only when you back it up with *quality* in the cigars you sell. It would be foolish for me to misrepresent the quality of my "Pharaoh" and my "Pebble" Cigars. I am not throwing away my money for the purpose of misleading anyone who reads my advertisements.

In my "Pharaoh" cigar (which retails for 10c.) I can give you quality and workmanship that the most critical smoker in Canada cannot find fault with. In my "Pebble" cigar (which retails for 5c.) you will find that the quality never varies from the one standard that has made it famous—the trial order which I would like to send you represents this standard!

**J. Bruce Payne, Mfr.,  
Granby, Que.**

## HOT-WEATHER TRADE FOR THE GROCER.

Active business comes of always being up-to date—keeping on hand goods for the season and the occasion—and always good goods. Such you find in

### "STERLING" BRAND

**Lime Fruit Juice  
Lime Juice Cordial  
Raspberry Vinegar**

ASK YOUR WHOLESALE FOR QUOTATIONS.

**T. A. LYTLE & CO.**

124-128 Richmond St. W., TORONTO.

# REAPING THE HARVEST

Throughout the land the farmers are busy gathering the results of their sowing. Much of its success depended upon the wise selection of the seed and careful planting.

Suppose the farmer had reasoned something after this fashion—"Wheat is only wheat anyway—by buying this cheaper kind I will be saving something worth while."

If he did, he is likely reaping a harvest of barren regrets now.

So with the business man if he dreams for a moment that anything but the highest quality of goods is going to yield a profitable harvest—he is making the same serious blunder as the farmer.

**MOLINA ROLLED WHEAT** is at the head of its class and its fast increasing sales are the result of its superior quality. It is packed in barrels of 100 lb., and in kegs of 50 lb. and made only by

*Sow Quality if you wish to reap  
a rich harvest.*

**THE TILLSON CO., Limited,**

Tilsonburg, Ont.



**ABSOLUTELY BEST AND PUREST**

**QUALITY ALWAYS THE SAME.**

**BRUNNER, MOND & CO'S**

**BICARBONATE OF SODA  
CON'TRATED SAL SODA  
AND  
SODA CRYSTALS**

**WINN & HOLLAND**

**MONTREAL**

**SOLE AGENTS FOR CANADA**



One of the best and most effective messengers you can employ to spread abroad among your customers and their friends the report that you can be depended upon to give utmost satisfaction in your tea department is to sell and recommend the healthy, clean, invigorating teas of

J                      J                      J  
A                      A                      A  
P                      P                      P  
A                      A                      A  
N                      N                      N

The importance of your business demands that you should continually handle Japan Teas.

The utmost care is taken in their cultivation.

Every pound is inspected before export.

They come from a country where conditions are healthy and climate unexcelled.

JAPAN CENTRAL TEA TRADERS'  
ASSOCIATION.

Trafalgar Chambers, Sun Life Building  
Annex.

Tel. Main 4142.

MONTREAL, CANADA.

# Ceylon and Indian Teas— Black or Green.

**The Black Teas** were introduced into Canada only a few years ago. Reflect how they have gained in popularity yearly and consider the present consumption.

**The Green Teas** are still quite a novelty, but have already made their mark and merit all success. They are made expressly to meet the tastes of those who do not drink Black Tea.

In addition to their unquestioned merits, remember how they are advertised—See the daily papers

Ceylon Greens are for sale in Montreal by—

Messrs. Carter, Galbraith & Co.

“ L. Chaput, Fils & Cie.

“ Laporte, Martin & Cie.

“ E. D. Marceau.

“ “Ozo” Tea Co.



## CAUTION

*To the Trade:*

There are numerous cheap imitations of

## "GILLETT'S GOODS"

on the market. In many instances directions and other printed matter have been copied word for word.

**GILLETT'S LYE** is an article that has probably been imitated oftener than anything else. When you are told that **BLANK'S LYE** is just as good as **GILLETT'S** and cheaper, don't believe it. Be on your guard and have nothing to do with it. An article of as good quality CANNOT be sold cheaper.

## GILLETT'S CHEMICAL WORKS

Established 1852.

LONDON, ENG. TORONTO, ONT. CHICAGO, ILL.

## IVORY GLOSS STARCH

**THERE  
IS  
GOOD  
PROFIT  
IN  
SELLING  
IVORY  
GLOSS  
STARCH.**

It is a business-builder and a business-holder.

—Manufactured by—

**St. Lawrence Starch Co.,**

Limited

PORT CREDIT, ONT.

## The Auer Gas Lamp

Money-Back Style.

THIS style is particularly suited for a reading light—the shades prevent the light from tiring the eyes and the burner can be raised just the same as any other students lamp.

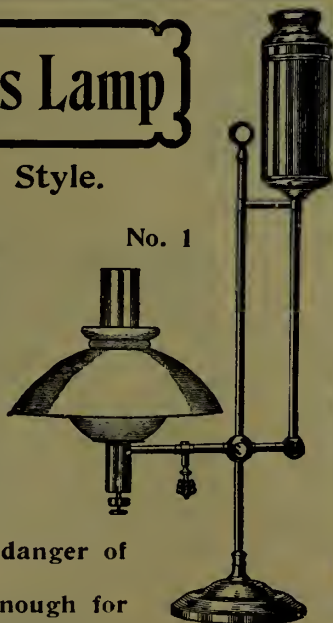
IT can be carried around the house with perfect safety and as the base is heavily weighted there is no danger of its up-setting.

THE light is soft enough for the most sensitive eyes and yet strong enough for the finest print.

OUR CATALOG SHOWS ALL OF OUR DIFFERENT STYLES.—WRITE FOR IT AND OUR DISCOUNTS.

**Your Money Refunded if you are not Satisfied.**

AUER LIGHT CO., 1682 Notre Dame Street, MONTREAL.



## Symington's

## "Edinburgh" Coffee Essence

Is the Purest and therefore Best and Cheapest!

Refuse imitations said to be "just as good" as Symington's, and recollect that the careful process by which Symington's Essence is made eliminates all unpleasant properties.

ANYONE CAN DRINK IT.

**THOS. SYMINGTON & CO.,**

EDINBURGH and LONDON.

Agents, **W. B. Bayley & Co.,** Toronto



(ON THE MIDWAY.)

# Travellers' Holidays

AUGUST 5th to 17th INCLUSIVE.

Our travellers will be off their trips during this period, enjoying a well-earned rest; they have worked hard and we are glad of this opportunity afforded them. No doubt they will come back with renewed energy and vigor to personally solicit your esteemed trade.

For these two weeks we would ask you to kindly favor us with your esteemed wants by mail, and can assure you that extra care, if possible, will be given your commands and your best interests will be served in prices—quality of goods and promptest shipment.

**W. H. GILLARD & CO.,** Wholesale Grocers, **HAMILTON.**

## There's Money To Be Made

by you and every other wideawake grocer who takes advantage of the hot weather and picnic season, to sell

# NEW YORK GINGER ALE

That delightful summer drink—so refreshing and invigorating. A sale once made the consumer's trade in this line is assured. And, **YOUR PROFIT IS 50 PER CENT.**

1 dozen large quart bottles in a case—5 case lots delivered.

WE ARE AGENTS FOR WESTERN ONTARIO.



**W. H. GILLARD & CO.,** Wholesale Grocers, **Hamilton**

THE SAUCIEST OF SAUCES.

**PATERSON'S**  
 possesses a  
 peculiar  
 tiquancy, and is more  
 generally used than other

**SAUCES.**

*Paterson's Wor'ster Sauce  
 is the best value on  
 the Market.*

PREPARED BY—

**R. PATERSON & SONS, GLASGOW.**

Manufacturers of the celebrated  
 "PATERSON'S CAMP COFFEE ESSENCE,"  
 and "PATERSON'S 'EUREKA' PICKLES."

Agents:—

**ROSE & LAFLAMME, MONTREAL.**



**Batty & Co.**

ESTABLISHED 1824

LONDON.



OLIVES  
 AND  
 PURE  
 OLIVE  
 OILS.



INDIAN  
 CURRIES  
 AND  
 CHUTNIES.

Makers of High-class

**PICKLES**  
 OF  
 ALL KINDS.



**SAUCES**  
 OF  
 ALL KINDS.



## BRITISH PESSIMISM ON TRADE MATTERS.

Andrew Carnegie, in "The Nineteenth Century and After," Holds that while British Trade has Reached its Limit it is not Declining—No Other Nation Compares with Her in Steel, even in the Aggregate—Great Britain can Work out Her Own Salvation by Adopting the Changes Required both by Employer and Workman.

**F**OR thirty odd years the writer has been visiting his native land, but never to find such despondency among his friends of the industrial world as this year. Even those are now pessimistic who have hitherto been staunch optimists, sound in the faith that the Motherland would "somehow or other muddle through" and brilliantly emerge from threatened disaster, as she often has before in her long, chequered and illustrious history.

There is obviously much in the present situation calculated to depress; but whether the true plucky Briton falls from optimism—his normal condition—to pessimism depends upon whether he looks backward or forward, as, when human society is viewed as a whole, a look forward to ideal conditions turns us to pessimists, bewailing its manifest short-comings, failures and proofs of barbarism; while the look backward reassures us that humanity has crawled upward, and must continue to rise, that all goes well, though slowly, and we are again healthily optimistic.

So with the anxious Briton just now in regard to industrialism. What a picture he gazes upon as he looks backward! He sees his country not only the greatest of all, but in many of the elements of power—in finance, in commerce, manufacturing, mining, weaving and shipping—contending successfully with all other nations combined. Britain in the one scale and the world in the other. It is only fifty-five years since she ceased to mine more coal than the rest of the world, and men still in active life have seen her manufacturing more iron and steel, weaving by machinery more cotton, woollen and linen cloth, owning more ships, and making more machinery than all others, and first in wealth and credit. The steam engine, bringing steamship navigation and railway transportation; the hot-blast and puddling furnace—the roots of modern ironmaking; the Bessemer, Siemens-Martin and Thomas processes—the foundations of steelmaking; Arkwright and Hargreaves, the founders of machine weaving—all these, and others of like importance in other branches of production, the work of this land alone, no other making any considerable contribution to manufacturing progress; Britain, the lonely pioneer who guided the world and led her to modern industrialism.

Turn now from the view backward, and behold present conditions, and, presto! What a change! the optimist exclaims. No longer Briton versus the world in anything, no longer even first among nations in wealth or credit, in manufacturing, mining, weaving, commerce. Primacy lost in all. In seagoing ships still foremost, but even there our percentage of the world's shipping growing less every year. It only increased 46,000 tons in five years from 1894 to 1899, and was 9,000 tons less in 1898 than in 1896. Worse than all, supremacy lost upon the sea in fast monster steamships—those unequalled cruisers in war, which now fly the German flag, all built in Germany; not one corresponding ship built or building in Britain, the field entirely surrendered to her rival. In ironmaking Germany has risen from 1,500,000 to 7,000,000 tons per year, while Britain has stood still, her

highest product being 9,500,000 tons. The United States made 13,500,000 tons last year, to be exceeded this year, while we are making less than last.

In steel, the United States made 10,638,000 tons last year, and have made this year, so far, more than last, while we are falling back from our maximum of 5,000,000 tons of last year.

In textiles, Lord Mashman tells us in The Times that we are exporting less and importing more. In 1891 we exported 106 millions, in 1899, 102 millions sterling; in 1891 imported of textiles 28 millions, and in 1899, 33 millions sterling. His Lordship avers that Great Britain has not increased her export trade one shilling for thirty years.

Financially we are also rapidly losing primacy. The daily operations of the New York Exchange exceed those of London. Our loans at a discount find investors in the United States, which, so long our greatest debtor, is becoming our chief creditor nation. We offer everyone who has confidence to subscribe our national note for £100 if he will give us £93 14s. cash: Consols were at 113, and are now below 95; we spend in two years as much upon what was expected to be a mere parade as the reductions made in the National Debt for fifty years; and the war is still costing one and one-half million sterling per week, soon to be increased by new levies at increased pay. We have just added 11 millions per year to our taxes when America, by a singular coincidence, has just reduced taxes by that amount. Britain thus handicapped more, and our rival's weight lessened for the industrial race.

We shall not very long be allowed even the boast of having the largest city of the world, since New York has to-day three and one-half against London's four and one-half millions; and the population of the area now New York increased last decade 35 per cent., while London's increase is only one-fourth as great. At the rate of the increase for the last five years New York in 1910 will almost equal London—in 1915 outstrip her.

While we have stood still, United States exports of manufactured articles have trebled in five years, and now reach 80 millions sterling. Our total exports in 1890 were £263,531,800, and never again reached that sum until 1899, when by adding 6 millions for ships built for foreigners, not hitherto included, the exports were £264,660,000. Our imports increased during that period 65 millions, partly because we became more dependent upon foreign nations for food.

Until recently foremost in machinery making, our tramways and subways are now equipped not only with electrical devices, but with the huge steam engines required, imported from America. France shows exports of motor cars, etc., last year valued at one million sterling; we export none, and even buy from France.

The former optimist, now a miserable pessimist, continues his lament. As for ship-building, how long is primacy even in that to be left us when shipplates from America reach Belfast and Glasgow by the thousands of tons, and to-day America is building two 18,000-ton ships? The cable announces the launch of the first, and two

others are contracted for, of 20,000 tons, equal to the monster Celtic.

Our industrial army proves as much out of date as our war army is acknowledged to be; our railways at home and in our colonies order their rails, bridges and steel cars from America. Our men either cannot or do not work like the American, as The Times Special Commissioner has proved, neither do our captains of industry compare with those in America.

Our military army system, having broken down, is to be reconstructed. The Times publishes a letter from Capt. Lee, M.P., ex-Military Attaché at Washington, and editorially says Capt. Lee

declares that the American recruits are immeasurably superior to our ordinary recruits, both in physique and intelligence. Their average age is nearly 23; average height of infantry five feet eight and a half inches; all of them can read and write; special inquiries are made into their character; and Capt. Lee affirms that in peace and war they are practically free from serious crime, and that he has never seen an American soldier drunk. Lord Lansdowne finds 42,000 of our recruits unfit.

Such the choice morsels from press and magazine upon which the discouraged Briton feeds. There are many others of similar import; but having now quoted from a recent issue of The Times, we shall close the list, although the pessimist no doubt continues to dwell upon the contrast presented between the backward and the present view, meeting all that is offered in mitigation or explanation with Hamlet's exclamation, "Look here, upon this picture, and on this." He will not be comforted.

Yet comfort is near, which, with your readers' permission, we shall venture to offer; but before the proper stage of receptivity can be reached by our pessimistic friend one step is indispensable. He must adjust himself to present conditions, and realize that there is no use in these days dwelling upon the past; and especially must he cease measuring his one country with the forty-five countries of the American Union. *E pluribus unum*. It is out of the question to compare 41 millions of people upon two islands, 127,000 square miles in area, with over 500 people per square mile (England and Wales), with 77 millions upon three and one-half million square miles, unequalled in natural resources, with only 30 people per square mile.

Let us proceed, therefore, upon the only reasonable basis, that of man for man, and see what follows, taking up the pessimistic points in order.

First, loss of wealth and credit. Primacy of the world is gone in aggregate wealth only if the pessimist persists in measuring Britain and the American Union, which does not approach Great Britain in wealth man for man; with nearly double the population it has only one-fifth more wealth in the aggregate. No other nation is in the race for primacy with Britain, even in aggregate wealth. Not much cause for pessimism here, surely.

Loss of credit is serious; but what national credit except Britain's could stand an expenditure of four times more than its increase of revenue from the same taxes for twenty years up to 1896, and on top of that, for five years succeeding up to 1901,



Our packages are larger and more attractive in style than any others.

The quality of our goods is superior to anything else on the market.

**MORSE BROS., Proprietors, Canton, Mass.**

For sale by all Wholesale Grocers; also the McClary Mfg. Co., London, Montreal, Winnipeg, Vancouver and Toronto.

increased expenditure of no less than 28 millions sterling per year, when the taxes yielded only 16 millions increase. The strongest proof of British credit is that it is not destroyed; no other nation could have so recklessly disregarded the plainest dictates of sound finance, in the face of the warnings of successive authorities, none more stern than those of the present able and courageous Chancellor of the Exchequer. No matter how a loyal press may claim unimpaired credit, the lender says that six and one-half per cent. of the amount advanced must be deducted because credit is impaired. The Chancellor tells the world that the limit of present taxes is about reached, and that trade is not expanding.

The final reply to the pessimist here is that the British people will soon be compelled to change the policy of seeking increased responsibilities throughout the world, of provoking wars, and antagonizing not only the Governments, but—a new and portentous fact—the peoples of other countries, a policy which inevitably demands the increased expenditures which have already lost for Britain her proud boast of supremacy in credit—a loss of genuine prestige.

The back of the weary Titan was already bent when he decided to increase his burden by acquiring acknowledged paramountcy in South Africa. Two young republics certified to be dead were annexed, but the Titan still finds them struggling on his back. Whether the present war was inevitable or not is not here in question. If it were inevitable, so much more chary should Britain be in assuming responsibilities hereafter in distant parts of the world which carry in their train such tasks; for all must see that it is exposing Britain to dangers from other quarters which may at any time reverse the present figures of Consols. The wonder is not that these have fallen to 95, but that they have remained so high. With a return to the policy of peace and good-will towards other nations, and ordinary prudence in not awakening sleeping dogs, and also in expenditure, credit will soon be regained. No irretrievable disaster has yet occurred, but the danger signal is up.

Even in credit there is only the United States whose credit is better, as shown by the prices of its bonds; but were it to go one-half the distance on the road to financial troubles which Britain for years has traversed, it is improbable that even she could borrow upon the terms of the last addition to the British debt. Primacy in credit may yet be regained.

In mining, weaving, commerce and manufactures primacy has gone only if the pessimist persists, as before. In measuring Britain against the whole American Union. No other nation robs her of primacy in

either of these departments, nor is likely to do so. She has still primacy in the aggregate, even against the Union, in weaving and foreign commerce, and in exports she is not much behind. Not much cause for discontent here, since against a Union of forty-five States she still holds first place in two, and is abreast in another department.

In foreign shipping, it is true, Britain's former huge percentage of the world's shipping declines. How could it be otherwise? But it still exceeds that of any nation twice over. Her lead is so decided that no man living is likely to see it overcome. She had 9 million tons of shipping in 1898; the American Union had less than 5 millions, Germany, 1,700,000, and France less than a million. No cause for lying awake o' nights mourning over the position of Britain in shipping.

So with the ship-building industry. It is true America is fast increasing, and is building monster war and merchant ships, and that Germany is also, and that both will prove competitors; but when Britain builds 865,000 tons per year (1898), and America only 249,000, and Germany—although figures are not at hand—certainly much less, probably not half, it is rather premature to take alarm. Britain needs and uses more ships than any other nation, having coal and manufactures to export and bulky food products and raw materials to import. She need not be pushed out of primacy in ship-owning, for, not needing to import so much, America is at a disadvantage with Britain, who has better loads for foreign ports throughout the world, out and home for her ships. Therefore, if Britain loses primacy in ship-owning, she will well deserve to lose it. In ship-building before long it is to be another matter. She must not fall asleep, for America, with her cheap steel and timber and surprising workmen, is finely equipped. Here, if Britain hold supremacy, she will richly deserve the prize.

As for the serious loss of the Atlantic express travel, a few words will explain why this was inevitable, keeping in view Britain's environment. The British steamship lines sailing between Liverpool and New York convey passengers to and from Britain only, with her 41 millions of people. The German lines sailing from Bremen, Hamburg, to New York, draw first from the whole of Northern Europe, then touch at Southampton, and draw part of the British travel, and, not content with this augmentation, crossing to Cherbourg, they draw from Paris and all Southern Europe. Thus three fine streams of travel feed their enormous fast ships; the 300 millions of Europe are tributary to them; and homeward from America to Germany they draw

all who wish or have business with any of these millions, for the homeward ships touch also at Cherbourg, Southampton or Plymouth, and land passengers. Against this the British lines have only tributary to them forty-one and one-half millions of people who desire passage to New York, and, returning from America to Britain, only those Americans who desire to visit the forty-one and one-half millions for pleasure or business. It goes without saying that the German lines must inevitably lead in large fast steamers. But no cause for pessimism here, because British ship-owners are neither unenterprising nor inefficient; they only show their good sense by recognizing the situation, and will hold more of the profit of Atlantic travel for Britain than if they attempted the impossible.

In ironmaking, Germany's fifty-six and one-half millions of people may probably ere long equal Britain's make, as Germany is gaining in population rapidly. But this does not mean any reduction of Great Britain's output; it may even increase somewhat. Her make, man for man, will remain greater than that of any other country except the United States. What more can be expected. So with steel. Britain's 5 million tons product last year was nearly half as much as that of the United States, and not much behind, man for man, a remarkable fact taking conditions into account, showing the little giant that Great Britain is. No other nation compares with her in steel, even in the aggregate. No cause for pessimism here; but an unreasonable man can, of course, easily lament his country's decadence, because it produces 5 millions instead of ten and one-half, which half a continent produces.

We now come to the question, "Is British foreign trade declining?" This has been the subject of much discussion of late, without result, because the question has two parts, which disputants usually ignore. Exports are one branch, imports another: the former has decreased per capita, and the latter increased. The two combined show that British foreign trade is not declining. From 1889-98, ten years, exports per head declined from £6 13s. 11d. to £5 16s. 2d., and imports increased from £11 10s. 1d. to £11 14s. 1d. These were mostly years of low prices; quantities did not decrease materially. The recent rise in prices has swollen the value of both imports and exports, but as a rule material increase of quantities is not shown, except in greater imports of foreign food supplies. Even in these, however, higher prices account for some part of the increase.

Studying the subject carefully, and avoiding the tendency to generalize from temporary causes and values covering only this



# WHAT PEOPLE SAY:

“Yes, a child can order goods from L. S. & B. They are so **reliable**, and then they ship their goods so quickly. They certainly are the original **quick shippers**.”

## Profits ...

If you are in business for profit ask your travellers to push ...

 **FLY PADS.**

They can be sold to most general stores and grocers.  
They pay a large profit.  
They always give satisfaction.  
They are 300 times cheaper to use than sticky paper.



Archdale Wilson, ... Hamilton

## Weather is Frightfully Hot.



Be easy on your clerks, allowing them to sell as leaders

**Ram Lal's Pure Indian Tea**  
**Mecca Coffee** 

These lines are standard as granulated sugar—no trouble selling them—they always give satisfaction.

**JAMES TURNER & CO., Hamilton.**

August  
5th  
to  
17th  
1901.

# Travellers' Holidays

All letter and telephone orders will receive prompt attention. Telephone or telegraph at our expense. Travellers will receive credit. Long distance telephone equipment.

**Thos. Kinnear & Co.,** Wholesale Grocers,  
49 Front St. East, **Toronto.**

year or that, the writer is satisfied that the true answer to the question, "Is British trade declining?" is that it cannot be affirmed to be either declining or increasing, imports and exports combined. It has apparently reached its limit, and is not expanding, having remained practically stationary for, say, ten years.

It surprises the writer that so much importance is attached in Britain to the monthly statement of exports and imports, as if increase or decrease in these were conclusive proof of prosperity or otherwise. Decreased exports may prove that home consumption is greater—the best of all conditions. Thus the steel exports of America this year will be less than last, because her own demands are greater. Happy country that can use its productive capacity for its own further development! Every ton used for additions or new undertakings is productive of more productive wealth. Exports decrease, but what goes abroad permanently develops directly the receiving nation, and only benefits the exporting nation temporarily by its manufacture. What is used at home develops the producing nation, and benefits it permanently. So with imports. A decrease in these may prove that the nation is more and more supplying its own wants. Happy nation that can do so! American imports are growing less and less for this reason, and reducing the volume of her foreign trade, a sign of continued development at which she rejoices. Last year was one of great prosperity for British manufactures. Exports of these in many lines declined, but the decrease in quantities of exports was the best proof of prosperity. There is another point often overlooked in considering exports, viz., that these are in the aggregate

not to be compared with the amounts consumed at home. It is estimated that only one-eighth of Britain's production is exported. But if we consider only manufactured articles, we find that in pig iron 9 million tons are made and only 1 million exported. In coal, less than one-sixth goes abroad: 220 million tons produced, 36 million tons (average) exported. In textiles, of linen, one-fourth exported, £20,000,000 produced, £5,000,000 exported; in woollen goods, product £50,000,000, £14,000,000 only exported. In cotton goods alone does the amount exported reach the amount consumed at home. The total annual exports average £235,000,000; if we estimate 12 per cent. profit upon these, the gain is £28,000,000. The increase in national expenditures during five years, not including the present war cost, is just this figure; therefore, should such expenditure become permanent, the gain arising from all the exports of Britain has been absorbed chiefly in supposed Empire-making and its inevitable armaments. "The vast interests of Britain in China" are much in evidence at present, but shrink upon examination. The amount that China takes of British products is only £5,000,000 per annum. Little Holland takes one-half more, and so does Little Belgium; and the Brazilian and the Venezuelan republics each take more. A very big war can easily be stirred up there, costing thousands of lives and a hundred millions or two, which cannot well be spared, all in the cause of protecting a paltry five millions worth of trade, yielding perhaps, £600,000 to £700,000. per annum profit. Nor is Chinese trade likely to increase much, for the Chinese need little that is made by Western nations. Great increase of her consumption of British

goods is not probable, in the opinion of the writer, who has some knowledge of that strange land.

It is pitiable to see so many lives lost and so much money squandered in pursuit of shadowy dominion over barren territory in far-off, sparsely populated lands, ostensibly to secure new markets for British products. The markets of uncivilized lands amount to so little, and Britain has no advantages from her nominal sway under the policy of free trade; for trade does not follow the flag—it follows the lowest price current. Loyal Canada buys three times as much from the United States as from Britain. Even her Union Jacks she buys in New York. If 2s. 6d. per year were added to the purchasing power of the British people for home products, the market would be enlarged to the extent of all its exports to China; less than 6d. per head would equal the profit. One pound per head would give Britain more new trade than her total exports to India and South and East Africa combined; or to Canada and Australia, China and Japan combined; to Germany, Italy and France combined; or to the United States, Brazil, Argentine and Canada combined, and equal to one-half of the total export trade to all British possessions, which is £80,000,000 per year. If the £28,000,000 of increased Government expenditure per year incurred during the past five years were stopped, and spent by the people at home upon British products, this would give a new market equaling that of Canada, South and East and West Africa, Foreign Africa, South and East, and the West Indies, Ceylon and Hong Kong. Conquering new territory for markets abroad is dropping the substance for the shadow—chasing rainbows. The case



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No Waste.  
No Shrinkage.  
No Complaints.  
Nothing Better.



# CANNED MEATS.

POTTED AND DEVILLED.

ALL KINDS.

## THE DAVIDSON & HAY, LIMITED

36 YONGE STREET - - TORONTO.

against this policy is closed. Trade has not increased. The true statesman will soon turn his attention to the bettering of conditions at home, for it is here that the greatest increase for British trade can most easily be effected.

Prominent speakers sometimes state that Britain is lightly taxed. Compared with Germany and the American Union this is certainly incorrect, and it is these countries which Britain has most to fear industrially.

The British Government's expenditure is now close upon £3 per head: that of the United States is £1,\* the cost of the Spanish and South-African Wars being each included. Here is a load of about £80,000,000 per year for the United Kingdom, nearly \$2 per head with which the forty-one and one-half millions of Britons are handicapped. This is nearly three times the total direct profit made at 12 per cent. upon Britain's entire exports. The German only pays £1 7s. 6d. per head.

The last fiscal year left the Republic with a surplus of sixteen millions sterling after paying ordinary expenditures and the Philippine War also. Hence the remission of taxes to the extent of eleven millions sterling. The Secretary of the Treasury is buying up Government bonds with his surplus revenues. The amount of gold in the Treasury was never so great—it recently approached a hundred millions sterling. After British employers and employed reach the American standard of economical production, Britain will still remain heavily handicapped in the industrial race

\*In giving the expenditure of the United States Government at £1 per head the years previous to the Spanish War are taken. Taxes to the extent of £11,000,000 have since been abolished, equal to 3s. per head. It is but fair, however, to say that last year's permanent appropriations were greater than before the war, and annual expenditure will be somewhat over £1 to-day, notwithstanding the reduction of taxes named.

by the enormous load of taxation under which her producers labor as compared with America.

The debt of the States of the American Union is now only 202 million dollars in the aggregate, having fallen from 298 million dollars in 1880. This is less than a million sterling per State, and takes no account of the sinking funds, which in many cases almost equal the debt. The American is surprisingly careful about incurring debts, the States and cities being constitutionally prohibited from exceeding certain percentages upon the property assessment. He is a strong contrast to the Canadian and Australian in this respect.

The backwardness of Britain in electrical machinery and equipment, motor cars, etc., is due to the natural conservatism of the race. The French are more disposed to experiment with novelties, and the maker there sees a home demand, which is, as just stated, the surest foundation for capturing the foreign market. Britain may still overtake her quicker neighbor—her new plants should soon drive out the latest industrial invader; then exports will begin. It is not always he who starts first who ends first. The writer expects Britain soon to be in the front rank here.

Thus the industrial situation, sombre as it is, and dangerous as it might readily become, is not the chief source of danger to Britain to-day, because, after an awakening more or less rude, and in all respects salutary, it can well be left to work out its own salvation by adopting the changes required both by employer and workman, and which are quite within their power, to enable the country to maintain its trade in competition with others. It is the financial and political situation which is alarming, for it needs no prophet to foretell that

a continuance of the aggressive temper which alienates other Governments and peoples, and which has mistaken territorial acquisition for genuine Empire-making must soon strain the nation's power and lay upon its productive capacity such burdens as will render it incapable of retaining the present volume of trade, which is essential to the preservation of Britain's position as foremost in the world, financially, commercially, and industrially (American Union, hors concours).

If ever a nation had clear and unmistakable warnings, as the writer thinks, that the time has arrived when it should henceforth measure its responsibilities and ambitions throughout the world with its resources, and cut its garment according to its cloth, it is the dear old Motherland of the race, with its trade stationary, an army of thirty thousand or more to be provided for in South Africa, even after peace comes, its expenditures and taxation increasing, and its promises to pay already at such a discount as to attract capital across the Atlantic. Rocks ahead, sure enough; but this does not mean that the officers of the ship of State are to drive it full steam upon them. On the contrary, it should mean that the rocks, being now in sight, will be avoided.

The prime quality of the race—its "saving common-sense," inherent in men of all parties—may be trusted to see that the good ship Britannia so steers her course hereafter as to insure her safety and to keep her strong for the many long and prosperous voyages she is destined yet to sail, not only for her own advantage, or that of the English-speaking race, but, as the writer has never ceased to believe, for the advantage of the world as a whole.

ANDREW CARNEGIE.



No Imported Marmalade is better than.. Upton's

Test them. That is, a taste of one and a taste of the other. You can be the judge.

A. F. MacLAREN IMPERIAL CHEESE CO., Limited



## HAMILTON GROCERS' EXCURSION.

OVER 1,000 people attended the annual excursion and picnic of the Hamilton Retail Grocers' Association at Mohawk Park, Brantford, on Wednesday of last week, and, though the day was a sultry one and the trip was by train, all had a thoroughly enjoyable time.

The excursionists arrived in Brantford shortly before dinner time, and in a short while the park was a pretty scene, small parties being scattered in all directions in the park. As is the custom with the Hamilton grocers, tea, coffee and ice-cold milk and water were provided gratis to all excursionists, thus making the picnic luncheon an enjoyable feature of the day.

Soon after dinner the fun started. The first event was a baseball match between the grocers and the travellers. The teams were as follows :

Grocers—George Cann, c.; J. Smith, p.; J. A. Williamson, 1 b.; J. L. Brown, 2 b.; W. Galloway, 3 b.; A. Williamson, s.s.; E. Anderson, c.f.; J. Smith, r.f.; R. Almas, l.f.  
Travellers—W. H. Norman, c.; W. James, p.; R. Moncur, 1 b.; T. Hunter, 2 b.; W. J. Jackson, 3 b.; A. Ballantyne, s.s.; R. B. Morden, c.f.; B. Hill, l.f.; T. Crowther, r.f.

The rivalry between the two teams was keen, and there was not much to choose between them. The travellers, however, eventually won out with a score of 10 to 7 runs.

Another event which aroused great interest was the old-time chase of a greasy pig. A good start was given the porker, and he was not caught until after a warm, exciting chase.

## The athletic events resulted as follows :

100-yard foot race (Hamilton grocers)—J. A. Williamson, J. L. Brown and John Lampman.

100-yard foot race (grocers' clerks)—Robt. Kerr, J. Blair and J. Cochrane.

Three-legged race (grocers' employes, Hamilton and Brantford)—Wildman and Shaw, Blair and Brown, and Webster and Dell.

Sack race, 100 yards (grocers' clerks) Luke Coppie, J. Wallman and F. Wildman.

50-yard foot race (grocers' wives)—Mrs. J. Farr, Mrs. M. Helm, Mrs. Mitchell and Mrs. Galloway (tie).

100-yard foot race (Brantford grocers)—Roy Webster, W. H. Westbrook and C. Devlin.

Boys' race, under 14 years, 75 yards—Ed. Campbell, Oliver Street and Percy Dundy.

Girls' race, under 14 years, 75 yards—Ellen Mullins, Sarah Munday, Lottie Bowker.

Egg race, 100 yards (grocers' clerks)—F. Wildman, C. Devlin and W. Galloway.

Half-mile foot race (Hamilton and Brantford grocers and clerks)—J. Cochrane, C. Gibson and W. H. Westbrook.

Ladies' race, over 18 years, 50 yards—Miss Sarah Wilson, Miss J. Burkholder, Mrs. Hellene and Mrs. M. O'Connor (tie).

Fat men's race, 100 yards, backwards, 200 lb. or over—J. Spiddal, Brantford, and M. Cashman, Hamilton.

Catching the greasy pig—Caught by Wm. Powell, Ancaster.

5-mile bicycle race (time limit, 15 minutes), grocers' clerks, Hamilton—B. Whitney, M. Burkholder and C. Warmington.

During the afternoon the 13th Regiment band, which had been brought from Hamil-

ton, added much to the charm of the park by its music, and in the evening gave a concert in the drill hall.

To the following committee and officials credit for the success of the day is largely due :

Starter—B. Hill.

Judges—W. J. Jackson, A. Ballantyne and F. A. Crowther.

Clerk of the Course—George H. Carley.

General Committee—J. Hunter, W. H. Norman, W. James, R. Moncur, B. B. Morden, John Stuart, A. Jarvis, Alex. Fraser, G. R. Atkinson and Cyrus King.

Excursion Committee—J. Ronan (chairman), W. R. Harvey (secretary), A. Ballentine, J. Boligan, C. Zremner, A. G. Bain, C. H. Peebles, J. Kirkpatrick, J. Muir, J. O. Carpenter and J. Forth.

## MR. ARCHDALE WILSON.

MR. ARCHDALE WILSON, manufacturer of Wilson's fly-poison pads and Smith's fly-poison squares, has not long been selling to grocers, but in the wholesale drug business he was an old and well-known figure, having spent 40 years actively engaged at it.

Speaking of his retirement from the drug business, The Canadian Druggist says :



"In 1870, Mr. Wilson opened a retail business on his own account, and 10 years later commenced a jobbing trade. Since then, by strict devotion to business and with a perseverance which has contributed to the success which has been attained, the business has grown constantly, the last two years, we are informed, being decidedly in advance of any previous years in the firm's history. The business now has assumed large proportions, and is in a satisfactory shape—so much so that we believe the purchasers took the business over at Mr. Wilson's own figure, paying cash for it."

Mr. Wilson's confidence in the merits and selling qualities of the fly papers he intended to manufacture has well repaid him for selling out one of the best-estab-

lished drug businesses in the country. The success of these fly-poison papers is, no doubt, greatly due to the scientific knowledge of the manufacturer, and to the fact that grocers prefer to handle such goods rather than an article put up by someone who knows no more about the ingredients of it than does the purchaser. It looks as though Mr. Wilson's success in this direction will shortly be as pronounced as it was in that from which he retired.

## EARLY CLOSING IN ST. JOHN.

ANOTHER large and enthusiastic gathering was at the Currie Business University last night. The committee reported that the movement was at last crowned with success far in excess of their greatest anticipations. They reported that the number of groceries closed last night exceeded 115; in other words, in the short space of two weeks the number jumped from 5 to 115.

W. E. Nobles, of the McAlary Company, Limited, said he was in sympathy with the movement and happy over the result. He stated that it struck the north end like a whirlwind, only three stores in north end being open when he started for the meeting.

T. J. McPherson noted the fact that there was a large gathering of dry goods clerks present and wished them success in their Saturday half-holiday movement.

"The clergy," said Mr. McPherson, "are complaining that the pews are not filled on Sunday mornings. If the hours were shortened it would be the means of bringing a large number to church where they would be glad to be. He favored the agitation of workmen being paid earlier in the week and thought it would be a step towards temperance as a number of the workmen are more inclined to carouse on Saturday knowing that they had Sunday as a day free from work. He felt positive that the grocers' success was assured.

James Williams stated that in the city proper only three small shops on City Road were open, and, at his suggestion, it was resolved to keep up the agitation through the press. The grocers then gave way to the dry goods clerks.

There was a large number of dry goods clerks present. It was decided by them to appeal to the ladies, also to the hardware clerks and their wives. It was the feeling of the meeting that the proprietors might be induced to make a trial of closing on Saturday afternoons for the month of August, and a plan is expected to be suggested at a meeting to be called next week, of which due notice will be given through the papers. —Telegraph, St. John, N.B., July 26.



## Contented—Are You,

With your Coffee and Tea trade? If so, beware of getting in a rut and staying there. IF YOU ARE NOT, we'll risk the result of a trial order for

**KIN-HEE COFFEE**--made in the  
**KIN-HEE QUICK COFFEE POT.**

**"KOLONA" PURE CEYLON TEA**

SIX GRADES—SEALED PACKETS ONLY.

THE **EBY, BLAIN CO., LIMITED**

IMPORTERS, BLENDERS AND PACKERS.

An ideal Coffee, and a revelation in Coffee-making.

Now, as always, the **STANDARD** for utmost value to dealer and consumer.

**TORONTO.**

### KINGSTON GROCERS' PICNIC.

THE annual picnic of the Kingston Retail Grocers' Association, which was held on Wednesday of last week, was a great success. Over 4,000 persons spent the day at the fair grounds, and fully enjoyed the extensive programme of sports prepared by the committee and the music provided by the 14th Regt. Band.

Great interest was centred in the baseball match, which was between two of the best teams in Kingston, the Granites and the Ponies. The former imported a battery from Toronto, but the local battery of the Ponies, after a fierce struggle, proved to be the stronger, and the latter team won out with a score of 5 to 4 runs.

The athletic events were keenly, but good-humoredly, contested, and afforded many exciting moments. The winners were as follows:

Newsboys' race—D. Hipson, R. McMahon, H. Cooke and J. Scrutton.

Quarter-mile foot race—E. A. Ferguson, John McEvoy and A. C. Singleton.

Half-mile bicycle race (grocers' employees)—O. Knott, H. Putman, John Brennan and J. Gardiner.

Half-mile trotting race (grocers' delivery horses)—D. Dennis and C. Campbell.

Half-mile bicycle race (open to young ladies)—Gertie Printer, Flossie Robinson, Gracie Greaves and Laura Hackett; Bertha Stratford, extra prize.

Half-mile foot race—Geo. Laturney, C. Burleigh, Sergt. Fowler and J. Hackett.

100 yards' dash (grocers' employees)—A. C. Singleton, H. Smith, G. Cooper and A. Lawlar.

Quarter-mile dog race—H. Shufflebotham, A. Robinson, A. Kemp and J. Pollitt.

Soap race—Mrs. Brundette, Mrs. Jackson, Mrs. Perryman, Mrs. Moore, Mrs. McWhinney, Mrs. Carling and Mrs. Lawson.

Two-mile bicycle race (handicap, grocers' employees)—G. Burleigh, O. Knott, H. Putman and B. James.

Soap race (extra, for girls)—E. Mercer, E. Babcock, O. Stratford and May Lawlar.

Half-mile trot (green horses)—D. F. Dennis, Jas. Redden and W. Nicholson.

Sack race—T. Flannigan, A. Turcotte, J. Hackett and R. Ohlke.

Quarter-mile foot race (grocers' employees)—A. C. Singleton, J. Hipson, H. Smith and J. Marshall.

Two-mile bicycle race (handicap)—B. Robinson, G. Burleigh and Geo. Marsh.

Shampoo contest—E. Hendry, W. Garrigan and V. McCarey.

Half-mile walking race—P. Haffner, Geo. Thompson, D. A. Shaw and T. R. Carnovsky.

Half-mile running race (policemen, mounted)—J. Naylor, H. McAdoo, R. Aiken and J. Graham.

Half-mile running race (grocers' delivery horses)—H. J. Wilkinson, E. Robbs and Jas. Robbs.

100 yards' dash (grocers)—A. McLean, Geo. Thompson and M. Corkey.

Wheelbarrow race—G. Laturney, A. C. Singleton, J. Hackett and J. Anderson.

100 yards' race (girls)—A. Pitt, L. Smith, A. Robinson and F. Milne.

100 yards' dash—W. Knowles, W. Laird and E. McEvoy.

Policemen's foot race—S. Arniel, J. Bateson, J. Ballantyne, N. Timmerman and E. Nesbitt.

The trotting race, the shampoo contest, the soap race and the girls' race were particularly exciting. Fully 100 girls entered in the race open to them, and at least a score of them were positive they had won a place for a prize.

The committee of the day were:

President—W. H. Dyde.

Vice-president—L. W. Murphy.

Treasurer—T. H. Johns.

Starters—Ald. Robertson and S. Harness.

Judges—D. Cooper, A. Martin, W. G. Craig, J. Carson, T. R. Carnovsky, M. Corkey, A. Davis, Geo. Thompson and L. Murphy.

Scorer—D. A. Shaw.

### SALE OF A CANNERY.

The news published in The Colonist on July 14, that the Anacortes cannery had been sold, has been confirmed by Mr. Winch, of Winch & Bowers, who has just returned from Anacortes. Mr. Winch says that The Alaska Packing Co. paid into the Royal Bank of Canada to the credit of The Anacortes Packing Co. yesterday, July 17, \$500,000.

Messrs. Fortman and Drysdale, president and vice-president of The Alaska Packing Co., paid over the money yesterday and took possession. The deal is said to be the largest single cash transaction which ever took place on the Pacific Coast in the salmon business. It is said that the idea of The Alaska Packing Co. in purchasing the Anacortes cannery is to secure enough canneries to put up a successful fight against the Puget Sound Morgan combine, which goes into effect next month, and to dictate the price of sockeyes in the markets of the world. The Anacortes cannery has a

capacity of 8,000 cases daily, and the three canneries at Point Roberts, Anacortes and Blaine, now owned by The Alaska Packing Co., have a capacity of 28,000 cases daily, while The Alaska Packing Co., by the operation of all the canneries, will be able to put up about 1,500,000 cases, or about one-half of the pack of the world.—Colonist, Victoria, B.C., July 18.

### OTTAWA GROCERS PREPARING FOR PICNIC.

The Ottawa Retail Grocers' Association met in Booth's Hall on Monday evening and made further arrangements for their first annual excursion to Stanley Island on Wednesday, August 14.

The excursion committee reported having made good arrangements with the Ottawa and New York Railway and the boat company at Cornwall. They have chartered the steamer Filgate for the day, whose capacity is 1,000, and if the weather turns out fine it is altogether likely that very few grocers and employees will be left in Ottawa that day.

The advertising committee are making good arrangements to boom the excursion. The musical committee have engaged the pipers' band for August 14 and for the Saturday night previous, when it is proposed to have a turnout through the streets for the purpose of advertising the trip.

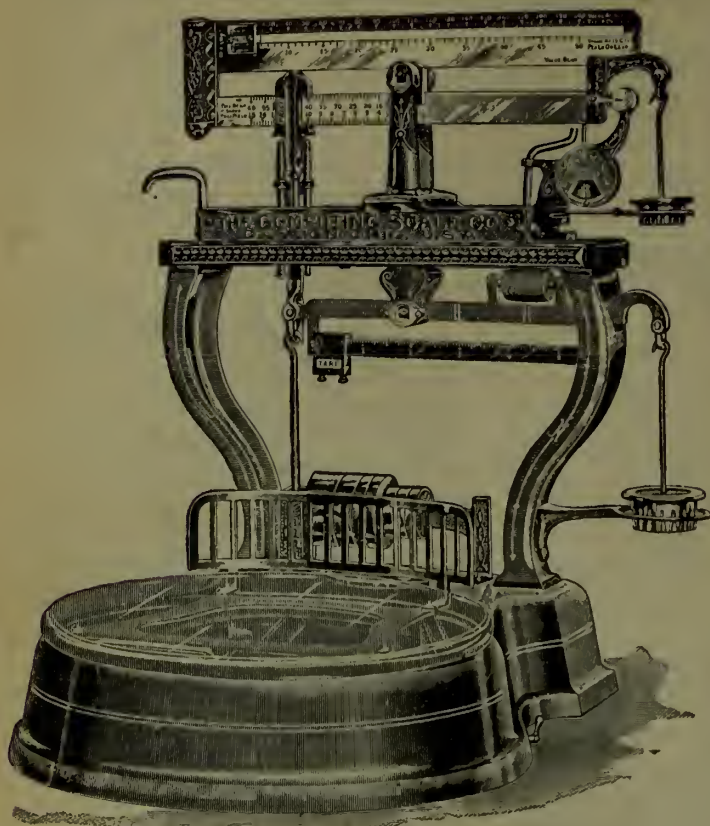
The refreshment committee are making arrangements with a first-class caterer.

Altogether, everything points to a first-class excursion, and the committee look forward to the hearty cooperation of all grocers and their employees to make it a big success.

The tickets are out and on sale at all grocers' and the office of the O. and N. Y. Railway.

Any information in regard to the excursion can be had from the secretary of the association, Mr. H. C. Ellis.

# The Usurper of the Throne



of the hearts of the merchants has been discovered in the Dominion. This usurper travels under the non de plume of S. Y. Stem, better known as **Money-Weight System**, and this great principle of full and just profits is embodied in the wonderful acme of scale perfection—"The Majestic," shown in the accompanying illustration. We claim this to be the finest scale for the merchant ever manufactured under the sun. It has no rivals. It stands alone. Send for prices or drop a card to the nearest selling agent of the Money-Weight Scale Co.

## The Computing Scale Company DAYTON, OHIO.

Money-Weight Scale Co., No. 47 State st., Chicago, Ill.

J. B. Polier, Agent, Pour Le Vente, 1662 Rue Notre Dame, Montreal, Que., Canada.

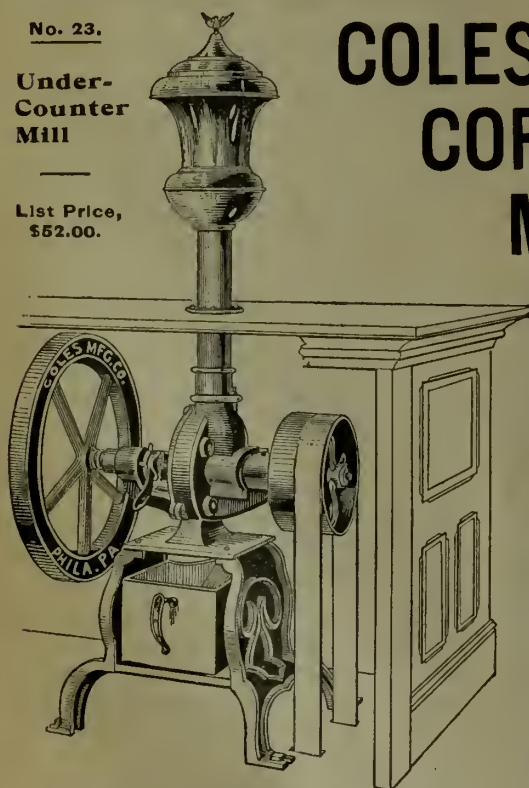
L. A. Davidson, Dist. Agent, No. 104 King St. West, Toronto, Ont., Canada.

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No. 23.

Under-Counter Mill

List Price, \$52.00.



## COLES COFFEE MILLS

None better for Granulating or Pulverizing.

Our mills will Pulverize without heating Coffee.

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders.

A GREAT LABOR-SAVER.

Our Grinders wear longest.

Agents { TODHUNTER, MITCHELL & CO., Toronto.  
DEARBORN & CO., St. John, N.B.  
FORBES BROS., Montreal.  
GORMAN, ECKERT & CO., London, Ont.

COLES MANUFACTURING CO., PHILADELPHIA, PENN'A.

## Rowntree's Chocolates and Pastilles

The "Court Circular" says of the Chocolates:

"Unexcelled for purity, delicacy of flavor, and daintiness. They compete with, if not surpass, the finest French chocolates made."

"Grocery" says:

"One thing in which Messrs. Rowntree & Co. excel is undoubtedly their Gums. The secret lies in the quality of the Gum, the excellence of the flavoring, and the carefulness in manufacturing."

Two excellent lines of confections made by the manufacturers of

Elect Cocoa and Elect Lemonade.

Agents for Canada:

For Quebec, Ontario and the Maritime Provinces:  
MR. CHAS. GYDE, 20 St Francois Xavier St., MONTREAL.  
For Manitoba, Northwest Territories and British Columbia:  
THE HUDSON'S BAY CO., WINNIPEG.



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President,  
JOHN BAYNE MACLEAN,  
Montreal.

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PLEASE MENTION THAT YOU SAW  
THEIR ADVERTISEMENT IN THIS PAPER

### THE TRAVELLERS' HOLIDAYS.

**M**ONDAY next sees the start of the uniform holiday for the commercial travellers representing over 60 wholesale grocery, spice and woodenware houses in the chief business centres of Ontario west of Toronto.

Probably 600 or 700 travellers will participate in the holiday, and it is to be hoped that they will each and all have an enjoyable vacation.

No one is more entitled to a holiday than the average traveller. In some respects, he may have the advantage over the man in the warehouse, but in others he has not, particularly when home life and home ties are taken into consideration.

Some regret has been expressed that the biscuit manufacturers have not fallen into line with the other branches of the grocery trade, but it is perhaps not yet too late for them to at least partially do so. At any rate, it is to be hoped that next year they will be at one with the other interests in this matter.

Those houses that have agreed to give their travellers a holiday from the 5th to

the 17th of August should be encouraged by the retail trade. And they can encourage them in two ways. The one is by ignoring any that should attempt to take advantage of the absence of the travellers who represent the houses that are parties to the agreement, and the other is by sending in letter orders for goods it is necessary they should have before the travellers are again on their respective routes. And, in pursuance of this, they should watch our advertising columns even more closely than usual, if that is possible.

We again append the names of the firms whose travellers will be off the road from the 5th to the 17th August.

Toronto.—The Davidson & Hay, Limited; the Eby, Blain Co., Limited; Perkins, Ince & Co.; John Sloan & Co.; F. W. Humphrey; Thos. Kinnear & Co.; H. P. Eckardt & Co.; Warren Bros. & Co.; James Lumbers, wholesale grocers; Pure Gold Manufacturing Co., Limited; Todhunter, Mitchell & Co.; Toronto Coffee and Spice Co., Limited; Dalton Bros., spice manufacturers. Taylor, Scott & Co.; Boeckh Brothers & Co., wholesale woodenware.

Windsor.—J. F. Smyth & Co., wholesale grocers. Sarnia.—T. Kenny & Co., wholesale grocers. Collingwood.—The T. Long & Bros., Co., Limited, wholesale grocers.

Hamilton.—James Turner & Co.; Lucas, Steele & Bristol; Balfour & Co.; W. H. Gillard & Co.; Lumsden Bros.; Macpherson, Glassco & Co.; John Stuart & Co.; wholesale grocers. Duncan Bros.; T. B. Greening & Co., wholesale teas. Walter Woods & Co., wholesale woodenware. Hamilton Coffee and Spice Co., Limited; W. G. Dunn & Co.; The F. F. Dalley Co., Limited, Harvey, Norman & Co., spice manufacturers. The Imperial Vinegar Co., Limited; Lumsden & Main, vinegar manufacturers.

London.—A. M. Smith & Co.; T. B. Escott & Co.; John Garvey; M. Masuret & Co.; Elliott, Marr & Co.; Edward Adams & Co., wholesale grocers. Gorman, Eckert & Co.; London Coffee and Spice Co., spice manufacturers.

Brantford.—George Watt & Sons; George Foster & Sons, wholesale grocers. Snowdrift Baking Powder Co., spice manufacturers.

### THE OUTLOOK FOR NUTS.

Cable and mail advices recently received indicate that while some kinds of nuts on future account rule firm others again show a tendency to the opposite.

Tarragona almonds, for example, according to a cable advice, have advanced 3s. per bag. Filberts, on the other hand, have declined 1s. per sack for October shipment. New walnuts will cost less than last year, and it is probable Grenobles will be shipped at a price to enable retail grocers to sell as low as 15c. per lb., as they will likely be able to buy at about 12½c. per lb.

### BUYING TEAS FOR ENGLAND.

**A**LITTLE more interest has been manifested in the tea market in Toronto during the past week or ten days on account of a demand for Indian and Ceylon black teas and China green teas for export to Great Britain.

The inquiries which have been received for Indian and Ceylon teas have not, as far as we are aware, yet led to any business, but China green teas, which were held in first hands, have been gathered up and shipped to the British market.

According to mail advices to hand, Indian and Ceylon teas are ½ to ¾d. higher in London. The Produce Markets' Review, in its issue of July 20, referring to Ceylon teas, said: "The kinds most affected were whole leaf teas under 7d., and these show a rise of fully ½ to ¾d. per lb., the lowest market quotation being now 4¼d. A hardening in these sorts has been apparent for the last few weeks, and now the upward movement has become an accomplished fact, a still further advance may be expected. The medium and lower grades of broken Pekoe were also occasionally dearer, but these were not affected to the same extent."

### SHORT CROPS OF PRUNES.

Prunes promise to occupy a much stronger position during the coming season than was experienced during that which has about passed.

In California the crop is estimated to be less than one-half that of 1900, while in France the crop is about 40,000,000 lb. short of last year.

Advices from Chicago say that the price of Californian prunes there is ¼c. per lb. higher, but so far local quotations are without change.

While prices are likely to rule high during the season, the large carry-over of prunes in California will prevent them from appreciating as much as they otherwise would.

### THE INDIGNITY OF LABOR.

The dignity of labor is all right. What is all wrong is the indignity of laboring long hours in badly ventilated stores with the temperature around 90 degrees, and not enough business to stir the atmosphere.



## ST. LAWRENCE ROUTE AND SIR LOUIS DAVIES' RESPONSIBILITY.

**T**HERE no longer seems to be any doubt about the retirement of Sir Louis Davies from the portfolio of Marine and Fisheries. When he is gone the Government will be relieved of one of its weak members.

At the time he was taken into the Government it was generally thought that the Premier had made a wise choice. He had a good reputation, as far as any man in politics can have a good reputation. It is possible he might have been over-rated. There might have been portfolios for which he was better qualified. But as Minister of Marine and Fisheries he has certainly proved a lamentable failure.

Under his regime marine disasters on the St. Lawrence route have multiplied, with the result that the travelling public fear it and the discrimination of marine insurance companies against it is more decided. And what has been done in this way will, we fear, take a long time to undo. In the meantime the trade and commerce of the country has to suffer.

Sir Louis is not to be blamed for storms that arise, for currents that prevail, or for rocks that abound. His sins are the sins of omission. Not at any time since becoming a member of the Government has he shown by any act of his that he fully grasped the importance of the duties devolving upon him, in as far as the St. Lawrence route is concerned. Less than a week ago, in an interview with a newspaper reporter in regard to marine disasters on that route, he said: "I have been so far unable to discover that the routes are to blame or that the aids to navigation are seriously at fault." What nonsense! If we had never anything else to judge him by, he has by his latest statement out of his own mouth proved his unfitness for the Department upon whose proper administration largely depends the reputation of our waterways to and from the sea.

Something certainly has been done under his regime for the improvement of the St. Lawrence route; but a great deal more should have been done. There has been too much of "soul take thy ease" about

Sir Louis. What is wanted in the Department of Marine and Fisheries is an aggressive, not a passive, policy. Sir Louis Davies, like Sir Richard Cartwright, does not seem to know what this means. And when he does do anything he magnifies its importance beyond all sense of proportion. The stress which he lays on the \$40,000 spent on the new light at Belle Isle is an evidence of that.

If ever good judgment was demanded in the appointment of a Minister of Marine and Fisheries it is now. We fully realize the difficulties with which the Premier has to contend in making the appointment. Provincial jealousies crop up and sectarian influences arise. But, if the right kind of man is to be secured, none of these should be factors.

Sir Wilfrid Laurier was wise in his appointments to several of the portfolios, such for instance, as that of Public Works, Post Office, Customs, Justice, and Agriculture. These are all occupied by men of a practical turn of mind and men who when they realize what ought to be done have the perseverance and ability to do it.

There is no finer or more delightful route to the sea than the St. Lawrence. It is not devoid of dangers; but where is there a route that is? There are none in this world. And properly buoyed and lighted it will be as safe as any other, while at the same time possessing scenic attractions that are equal to any and unsurpassed by no other route on this side of the Atlantic. But we must have a Minister of Marine and Fisheries with an aggressive policy before we can hope to have the St. Lawrence route put in the condition it ought to be in.

Tombstone advertising is doubtless done with a view to enlivening business.

### SULTANA RAISIN CROP.

Although recent hot winds have done some damage to the Sultana raisin crop, there is every prospect of a fair yield, this week's advices stating that the experts are still adhering to their estimate of from 25,000 to 30,000 tons. It is the opinion, however, that prices will not be very low.

### THE SALMON PACK.

**S**O far there is not much likelihood of the salmon pack in British Columbia being as large as it was a short time ago anticipated it would be.

The pack on the northern rivers and at Rivers Inlet, from which parts of British Columbia eastern Canada gets most of its supply, is seriously short and it will be impossible to completely fill all the orders which have been booked.

A steamer which arrived in Vancouver the other day from northern British Columbian ports brought the intelligence that the northern salmon pack will not be more than one-half of what it would have been with a regular run. The Skeena River canneries have only about 2,500 cases put up, and some not more than 2,000. The Rivers Inlet canneries are also short, averaging from 1,500 to 2,200 cases. Drainie's Cannery at Hamu has about the largest pack of the season, but even there the result of work is rather short.

In regard to the pack on the Fraser River, The Province, Vancouver, of July 25, said: "Salmon are scattered, and so far the catch has been very small. The fishermen operating on the river last night met with indifferent success, the average being less than five to the boat. There was quite a little spurt on Monday night, however, and some boats brought in as many as 70 and 80 fish. Some of the old fishermen on the river are of the opinion that this was one of the preliminary spurts of the season and that the main run will commence in a few days now. The indications are good for a big run and they expect that the pack put up this year will be as large if not larger than any previous year."

According to a United States authority, it is estimated that the total pack of salmon on the Pacific Coast (United States and Canada) will be about 3,850,000 cases, divided as follows: Alaska Packers' Association 1,300,000; Pacific Packing and Navigation Co., 750,000; British Columbia 800,000; independent canneries in Oregon, Washington and Alaska 1,000,000.

If common interests will not hold business men together, rules and regulations or financial penalties never will.



## TRADE IN COUNTRIES OTHER THAN OUR OWN.

A PRIVATE letter from Messina reports a favorable outlook there for the new crop of filberts and almonds. The advices state that little business has been done for future shipment, buyers showing little desire to speculate.

## FLURRY IN CANNED GOODS.

A despatch from Baltimore says: "Following an advance in the price of tinplates, caused by the big strike and an advance in the price of tin cans, there is considerable of a flurry in the canned goods market.

"T. J. Meehan, a leading broker, said on July 26: 'Within 10 days there has been an advance of 15c. per dozen on corn, 15c. per dozen on saurkraut, 20c. per dozen on tomatoes and 40c. per dozen on gallon apples. All staple canned goods have gone up 10 to 40c. per dozen. The advance in cans has put the price of 3 lb. sizes \$1 per 100 higher than they were in February. This means an increase of from 9 to 10c. per dozen in the cost of the packing. Besides the tinplate conditions, the market is affected by the drought in the West. Heavy orders are coming in by telegraph for supplies from that section, because the drought has reduced the quantity of foodstuffs. Only about 25 per cent. of the jobbers of the country have purchased their fall supplies of Baltimore canned goods, and among those yet to order are some of the biggest houses in New York, Philadelphia, Chicago and other large cities. Advancing prices have not checked the buying, and the demand seems to grow from day to day, although for three weeks it has kept us working day and night.'"

## SHIPMENTS OF CHINA TEA.

Gow, Wilson & Staunton, in a recent report, say: "The use of China tea in this country is now so small that it is of little importance in dealing with figures relating to consumption and production of tea. However, now that the British-grown tea is finding a firm footing in markets in other parts of the world, there is some interest in watching the shipments of China tea to countries outside the United Kingdom. The latest advices point to a considerable falling off in the amount of China tea available for export, and, although it is as yet early to

hazard a figure, it may be safely said that the coming season's export of tea from China will be 10,000,000 to 15,000,000 lb. short of last year. This shortage, we understand, is brought about by the unremunerative prices which have been offered to the Chinese merchants. The season's crop is also reported to show exceptionally poor quality. It is, therefore, probable that the foreign markets will require larger supplies of teas from India and Ceylon, and, if such should prove to be the case, the home market may feel relief sooner than had been anticipated."

## ADVANCE IN POTATOES.

A despatch from Chicago says: "In less than a week the wholesale price of potatoes in the local market has advanced as a result

## Encourage the Vacation Idea.



FROM August 5 to August 17 a number of wholesale houses and manufacturers give their travelling staff a vacation. THE CANADIAN GROCER hopes that merchants everywhere will do all they can to make this plan a success. It has been a hot summer, and the work of travellers has been unusually hard. If you agree with us that these men deserve every consideration, then be sure to send your orders that you would have given to them to their houses by mail. It will be appreciated very much. Latest special announcements of nearly all of the houses will be found in this and next week's issue.

of the drouth from 70c. per bushel to \$1.10, the closing figure to-day. This increase of 40c. per bushel in so short a time is said to be unprecedented. It brings the retail price to 35 and 40c. per peck at a season when potatoes are usually to be had here in abundance at 15c. per peck.

"Reports from Southern Illinois, Missouri, Kansas, and other districts indicate that the recent rains came too late to save much of the potato crop in those sections."—July 26.

## CANNED GOODS CONTROLLED BY SELLERS.

In all articles pertaining to canned goods, the market for the next 12 months will be entirely in the control of the seller; and packers, at present, should benefit by it, unless Dame Nature overdoes her partiality and burns the eastern crop up as she has done the western. Our advice at present to all packers of tomatoes, corn and fruits is to get as much as possible of them into cans, and to take advantage of any opportunity to

secure them that may occur, because they are not only going to be of steadily increasing value, but that the crop may be entirely cut off before the middle of August. It will be seen from our market reports that tomatoes have already advanced about 10c. per doz. for No. 3 standards, during the past week in this city, and canned tomatoes may become a luxury before Thanksgiving Day.—The Trade, Baltimore, Md., July 25.

## THE SITUATION IN CURRANTS.

The lower prices lately established for the better qualities of currants have caused an improvement in the demand from nearly all quarters. The total decline in values the beginning of June amounts to about 10s. per cwt. for Gulph and Vostizza, and about 7s. for Provincial. The price of the latter is now within 1s. per cwt. of that of the former, with the natural result that the commoner quality is neglected in favor of the better. The decline has been brought about in the first place by the anxiety of first-hand holders to clear their stocks to make room for new fruit, and has been accentuated by the fact that speculators have followed the tendency of the market, recognizing the hopelessness of any improvement under all the existing circumstances. All things considered it is a matter for satisfaction that the great difference between the market of two months ago and the probable

prices of new fruit has been to a great extent bridged over during the existence of a very small stock, and that the consequent loss to all parties has been considerably subdivided. With the present new crop prospects and the small existing stocks it will be seen that the probable available supply for 1901-2, amounting to about 150,000 tons in all (from which the quantity of 10 per cent. to 20 per cent. to be retained by the Greek Government must be deducted), is by no means excessive to meet the universal demand. The actual exports from Greece in the last two years of normal production were as follows:

|                |              |
|----------------|--------------|
| Crop 1899..... | 122,500 tons |
| " 1898.....    | 136,000 "    |

So that in the event of a recurrence to normal consumption in the coming season, that of 1902 will again commence with bare markets. — Produce Markets' Review, July 20.



## CANADA AND THE WEST-INDIAN TRADE.

THE CANADIAN GROCER had an interesting chat a few days ago with Mr. Charles Pickford, who has just returned from a six months' sojourn in the British West Indies in the interest of Pickford & Black, owners of the well-known steamship line that bears their name.

"Are the people in the British West Indies taking an increasing interest in the question of trade with Canada?" he was asked.

"Yes, they are. They want to do business with us. Our people here should take more interest in the West-Indian trade. They should, for instance, keep hammering away at the trade all the time, and not merely try to sell their products there when business is dull at home. Exporters in the United States keep steadily after the trade."

"What about the flour trade?"

"The Canadian flour trade with the West Indies is growing. During the first six months of 1899 our steamers carried 2,737 bbls. of Canadian flour to the British West Indies. During the corresponding period in 1900 we took 5,591 bbls., and this year 16,500 bbls."

"To what do you ascribe the fact?"

"I ascribe it to the fact that the people here are taking more interest in the trade, and also to the fact that the prejudices against Canadian flour are disappearing. The idea that Canadian flour will not keep in the West Indies is exploded. It will keep as good as any flour," declared Mr. Pickford, with some vigor.

Mr. Pickford deprecated the fact that a great many buyers in Canada of West-Indian products placed their orders through New York houses. Another thing that he spoke disapprovingly of was the methods by which some Canadian firms were represented in the West Indies. Some of the so-called representatives of Canadian houses actually did their business through New York commission houses. "What Canadian houses should do who want to do business with the West Indies," said Mr. Pickford, "is to send a special traveller and do business direct."

A number of Canadians had visited the West Indies during the past summer, but he regretted to say that the most of them went by way of New York, when they could have obtained equally as good service on the boats running out of Halifax.

In July, 1900, Messrs. Pickford & Black doubled the number of their steamers running to the West Indies, but notwithstanding this increase their boats have had full cargoes both ways. The service is a fort-

nightly one to the Winward Islands and Demerara, and a monthly one to Bermuda, Turk's Island and Jamaica.

Mr. Pickford, who will make Toronto his headquarters till September, when he again leaves for the West Indies, will have on exhibition at the rooms of the Canadian Manufacturers' Association samples of agricultural implements, nails, spikes and various kinds of tools such as are used in Demerara and other parts of the West Indies. The object is to allow manufacturers of these lines in Canada to inspect them and excite their interest in the West-Indian market.

## TOOK THE PRIZE FOR PICKLES.

Gillard & Co., Limited, the Vintry Works, Walthamstow, N.E., received the highest award at the recent Universal Cookery and Food Exhibition, London, for their sauces, pickles, and other high-class household specialties. This firm, established in 1867, has been awarded no fewer than 12 gold medals at various exhibitions. They protect the retailer by having fixed selling prices for their goods, which are stated on the labels, and which are stated to produce to the retailer a clear profit of at least 25 per cent. — The Grocer, London, Eng., July 6.

## GROCERY CLERK'S NEW PRESIDENT.

The grocery clerks at their July meeting elected Jas. McGrath president, as successor to A. V. Bradley who has gone into business for himself. Jimmy is a very popular clerk and has always taken a great interest in the Association. The clerks are planning a good programme for their fall and winter meetings and will welcome all the grocery clerks at their meetings. Constitutions can be had free from R. H. Hudson, 8 Denison Square, Toronto.

## PERSONAL MENTION.

Mr. W. L. Hunter, who travels for The Eby, Blain Co., Limited, in Northern Ontario, is spending a week in the sample-room of the firm.

Mr. William Moir, who is leaving T. A. Lytle & Co., Toronto, to take a position in Cleveland, was presented on Saturday by the employes with a handsome gold watch and chain, suitably engraved, as a slight token of their esteem.

Mr. D. S. Allison, representing The Alliance Coupon Co., of Indianapolis, was in Toronto last week. He placed his firm's agency in the hands of The Eby, Blain Co.,

Limited, Toronto, and Beauchemin Fils, Montreal, who will now carry stocks of cash coupon books of all values.

## TRADE CHAT.

THE GROCERS' WHOLESALE CO., Limited, with a capital of \$100,000, has been incorporated, with head offices at Hamilton. The members are: William Bremner, president; Henry Williams Zealand, managing director; Charles Bremner, Joseph Hanning Horning and Thomas Simon Ford, of Mitchell; Albert Scarsbrook, of Petrolea, and David Little, of Guelph, merchants.

The raspberry crop around Orillia will be short.

Rye harvesting has commenced near Dominion City, Man.

Johnson Bros., bakers, St. Thomas, Ont., are building two new ovens.

J. R. Baxter, grocer, Hintonburg, Ont., is building a vegetable cellar.

Charles Milne, grocer, Dawson, Yukon, is building a large storage warehouse.

W. D. McKenzie has opened out a fresh stock of groceries in his new store in Galt, Ont.

C. Aggett's cheese factory at Campbellford, Ont., has been destroyed by fire; loss \$1,000.

About 70 of the leading grocers of St. John, N.B., began on July 22 to close their places at seven o'clock in the evening.

Advices from the Indian reserves of Manitoba and the Northwest show that the corn crop of the Indians is in the best of condition.

The grain crops in the vicinity of Horse Hills, N.W.T., are ahead of any previous year, and the yield, it is said, will be phenomenal.

The Ottawa Retail Grocers' Association have completed arrangements for their excursion and picnic to Cornwall and Stanley Island on August 14. Every effort is being made to make the occasion a success, as this is the first attempt of the Ottawa grocers to run an excursion.

The Guelph Salesmen and Clerks' Association held their annual picnic on July 25 at Berlin, Ont. They were met at Berlin by the acting mayor and a committee of the Berlin Clerks' Union, and given a hearty reception. A programme of sports and a ball game proved to be interesting.

The annual picnic of the Master Bakers and Bread Drivers' Association, of Montreal, held on July 23, at Gardner's Grove, Huntingdon, was a success in every way. A programme of games and sports was successfully carried out, and the strains of the Royal Scots' pipe band were thoroughly enjoyed.





Royal is the baking powder of highest character and reputation, the favorite among housekeepers. The cheapest to consumers, the most profitable for dealers to handle.

Those grocers who are most successful in business---who have the greatest trade, highest reputation, the largest bank accounts---are those who sell the highest quality, purest, best known articles.

It is a discredit to a grocer to sell impure, adulterated and unwholesome goods; nor is the sale of such goods, even though the profits on a single lot may be larger, as profitable in the long run as the sale of pure, wholesome, high-class articles at a less percentage.

Trade is won and held by the sale of the best, the highest grade, the most reliable goods.

If a reader of THE GROCER would think the matter out, he would give

# "SALADA"

## Ceylon Green Tea

a prominent place in his business and cease handling Japans altogether. Why? Because it would give very much better satisfaction to his customers, he would be "up to the times" instead of "behind the times," and he would be striking a deadly blow at the tea peddler, whose backbone is Japan tea. Samples of Green, Black or Mixed sent on application.

"Salada"--Toronto and Montreal.



YOU CAN BUY

## Lily White Gloss Starch

IN  
1-lb. Fancy Packages  
6-lb. Trunks, with Lock and Key  
100-lb. Kegs (very large crystals)

The best starch in the handsomest packages.

The Brantford Starch Works, Limited,  BRANTFORD, ONT.

## MAY SEEM EARLY . . . . .

(but the early bird gets there every time) to place your orders for goods for CIVIC HOLIDAY and FAIR trade. Don't leave off and have goods on in a rush. Make up your mind what you want and let us hear from you. No better Biscuit or Candy on earth than ours.



## THE CANADA BISCUIT COMPANY, Limited

King and Bathurst Streets, Toronto.



**AGENCY WANTED.****A Reliable Manufacturers' Agent**

travelling in the Maritime Provinces and Newfoundland, wants to represent on commission, a reliable provision house or wholesale grocer, in addition to his present business. Apply to JOHN B. HARTY, 10x 163, North Sydney, N.S. (35)

Toronto Commission Houses.

**New Messina Lemons**

Get our special quotations for "Long Keepers" for your Summer trade.

**Pineapples**

We are now in a position to fill your orders for all grades of this popular fruit.

**McWilliam & Everist,**

Wholesale Fruit, Produce and Commission Merchants  
25 and 27 Church St., TORONTO, Can.  
Long Distance Phone Main 645.  
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## Butter Cheese Eggs Poultry

Consignments Solicited.  
Highest Prices. Prompt Returns.

**The Wm. Ryan Co.,**  
... Limited.  
70 and 72 Front St. E., Toronto.

**Butter Wanted**

In Tubs and Pails. Ship to us.

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68 Front Street East, Toronto.  
Telephones Main 4226 and 4227.

The **DAWSON** Commission  
Co., Limited

FRUIT, PRODUCE AND  
COMMISSION MERCHANTS.

Cor. Market and  
Colborne Streets.

**TORONTO**

**Canadian Produce  
Company,** of TORONTO.

**WANT** Every  
Chicken  
in Ontario.

**GENERAL STOREKEEPERS AS  
AGENTS TO BUY THEM.**

**QUEBEC MARKETS.**

MONTREAL, August 1, 1901.  
**GROCERIES.**

**T**HE midsummer trade is eminently satisfactory. There is no rush on any particular line, but the general demand is strong and the staffs of the wholesale houses are kept quite busy filling orders. Sugar is somewhat stronger, scoring a rise of 1 1/2 d. in Europe on Monday. The New York market as well as the Canadian is steady. Canned goods are not selling freely for immediate delivery, but few orders are being booked for vegetables for fall shipment. Salmon remains firm in a healthy market. Teas are quiet, and dried fruits remain in about the same position as last week. A strong market has developed in rolled oats, and wholesalers are selling at \$4.30 to \$4.40 a barrel, and \$2.15 to \$2.25 per bag.

**SUGARS.**

The sugar market does not show any great change. The European market is much firmer, scoring a 1 1/2 d. rise on Monday, and this naturally improves the feeling here. The New York market is steady, and local values are unchanged at \$4.50 per 100 lb. for granulated and \$3.85 to \$4.45 per 100 lb. for yellows, according to quality. The demand is quite brisk, and seems to warrant a stronger market than we have.

**SYRUPS.**

The demand is seasonably slow, but few shipments having been made this week. Cane syrup is worth 1 1/2 to 2c. and corn syrup 3 to 3 1/4 c. per lb.

**MOLASSES.**

The molasses market is quite firm, and jobbers are not eager to dispose of large lots, being firm believers in the stability of present prices. There are few transactions occurring.

**CANNED GOODS.**

There is no change to report in canned goods. A regular distributing trade of an assorting order is being done by the wholesale houses, but few heavy contracts have been placed. It would appear that canned goods at the present prices quoted by wholesalers ought to be good property. Tomatoes are worth 80c. on spot and 85c. to arrive. Corn is selling at 75c. on spot and 80c. to arrive and peas the same. Fruits are rather slow. Strawberries are worth \$1.50 to arrive; raspberries, \$1.40; gooseberries, \$1.40; pears, \$1.55 for 2's and \$2 for 3's; Lombard plums, \$1.20; greengages, \$1.30; yellow peaches, \$1.70 for 2's and \$2.50 for 3's; sliced pineapple, \$2.30 and \$2.45 for grated; 3-lb. apples, 85c., and gallon apples, \$1.90, red pitted cherries, \$1.80 and whites, \$2. Salmon is firm, sockeye being unobtainable under \$6

The following Brands manufactured by

**The AMERICAN TOBACCO CO.**

OF CANADA, Limited.

Are sold by all the Leading Wholesale Houses

**CUT TOBACCO . . .**

**OLD CHUM.**

**SEAL OF NORTH CAROLINA**

**OLD GOLD**

**CIGARETTES . . .**

**RICHMOND STRAIGHT CUT.**

**SWEET CAPORAL.**

**ATHLETE.**

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**COMMISSION MERCHANT**

in Canada should have a card in these columns. We will be pleased to talk to you about it and quote rates.

Winnipeg Brokers.

**M. B. STEELE**

Wholesale Commission Merchant  
and Broker.

Correspondence and Agencies Solicited.

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P.O. Box 731.

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WHOLESALE MERCHANDISE BROKER  
AND MANUFACTURERS' AGENT.

Winnipeg, Manitoba, Canada.

Secretary Winnipeg Fruit and Produce Exchange  
Correspondence and Agencies Solicited.

Storage, Track Facilities.

**Foreign Shippers**

If you want to offer your goods in  
**WINNIPEG, CANADA**, we will be  
pleased to answer your inquiries.

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**THE RUBLEE FRUIT CO.  
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IMPORTERS OF FOREIGN AND DOMESTIC  
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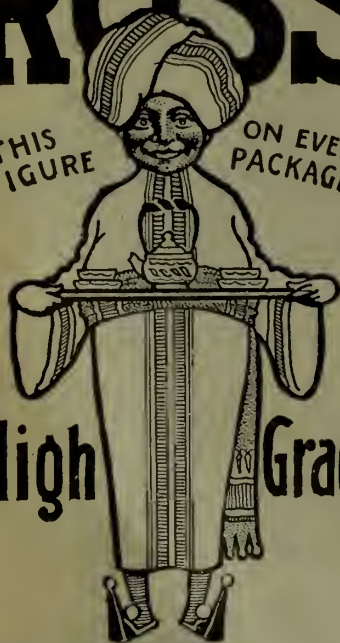
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**THE HOME CAKE CO.  
QUELPH, ONT.**

Samples and prices on receipt of Post Card.

**TO THE TRADE.**

From Aug. 5th to Aug. 15th inclusive our travellers will be withdrawn from their regular trips to enjoy a well-earned holiday. We solicit the co-operation of our customers and the trade generally in this movement by sending us their orders by mail, telephone or telegraph. Such orders will receive our prompt and careful attention, being shipped the same day as received at lowest market prices.

**WARREN BROS. & CO.**  
TORONTO.**ROSS**THIS  
FIGURE ON EVERY  
PACKAGE**High Grade****TEA**

A buyer thinks of the price, when he's buying his bread, but of the quality, when he's biting it. It is when he is biting it, that he forms a good or bad opinion of his supplier. Bear these facts in mind when selling tea. Ross's High-Grade Tea is all pure Ceylon Tea, the finest on the market.

THE ROSS TEA CO., - - TORONTO.

for spot goods and \$5 for futures. The run of Rivers Inlet and sockeye is now expected to be only fair. Quite a quantity of spring fish has already been packed.

**SPICES.**

The spice market is rather quiet just now although sorting orders are arriving in fair quantities. We quote: Nutmegs, 35 to 65c. per lb., as to size; Penang mace, 45 to 50c. per lb., as to quality; pimento, ground, 12½ to 15c.; cloves, 15 to 25c.; pepper, ground, black, 17 to 20c., according to grade; white, 25 to 27c.; ginger, whole, Cochin, 15c.; Japan, 10c.; Jamaica, 20c.; ground, Japan, 15c.; Cochin, 20c.; Jamaica, 25c.

**RICE.**

A fair inquiry is reported. Prices are unchanged. We quote in combine district: B rice, in bags, \$3.10; in ½ bags, \$3.15; in ¼ bags, \$3.20; in pockets, \$3.25. In 10 bag lots an allowance of 10c. is made. CC rice, \$3 in bags; \$3.05 in ½ bags; \$3.10 in ¼ bags; and \$3.15 in pockets. In the open territory prices are about 10c. less. Patna rice is worth 4¼c. per lb.

**TEAS.**

Japan teas have experienced a revival this week, and quite a few sales are reported. This is due to a desire on the part of Japan houses to operate, firm offers now being made. Heretofore this season, Japan teas have always been offered subject to confirmation, and in most cases where attempts have been made to purchase the confirmation did not come. While Japan houses are now more willing sellers, prices are held up firmly. The Indian and Ceylon market remains as low as ever, with little life shown.

**FOREIGN DRIED FRUITS.**

**CURRENTS**—Prices are well maintained in spite of the prospects for a good crop. Arrivals are very light. Dealers are buying sparingly. Goods out of stock are worth 9½ to 10c.

**RAISINS**—At the low prices that fruit is now offering a good deal of business is being done. Quotations are decidedly irregular, varying from 3½ to 5c. per lb. for fine off-stalk.

**PRUNES**—The French crop has been seriously affected by the drouth, and it is likely that Californian prunes will be wanted for export. Californian prunes are worth 5 to 5½c. for 90's to 100's; 6½ to 7½c. for 60's to 70's and 7½ to 8c. for 40's to 50's. French prunes are selling at 3 to 5c.

**GREEN FRUITS.**

The most important change to notice this week is the continued advance in the price of lemons in sympathy with the New York market. Californian fruit has been arriving more freely, and is in good demand.

CANADIAN ADVERTISING is best done by THE  
E. DESBARATS ADVERTISING AGENCY  
MONTREAL

**Victoria Fruit Merchants.**

From the Atlantic to the Pacific,

**OKELL & MORRIS'**(Gold Medal  
Brands) of **Whole Fruit Preserves**Messina Orange Marmalade, Tomato Ketchup,  
Sauces, Pickles and Vinegars

are acknowledged the purest and best. Trade-Builders,  
Trade-Winners 15 Gold and Silver Medals, and 30  
Diplomas for purity and excellence. Write for prices to  
Factory, Victoria, B.C.

**Victoria B.C. Commission Merchants****PATTON & SONS****Wholesale Produce**

and

**Commission Brokers**Operating B.C. Cold Storage and Ice  
Works. Bonded and Free Storage.

Consignments Solicited.

Advances Made on Warehouse  
Receipts.**AGENCIES ACCEPTED.****Toronto Fruit Merchants.****..CALIFORNIA ORANGES..****CANADIAN BERRIES,  
" CHERRIES.**California Peaches, Apricots, Plums. Foreign  
Nuts, Dates, Figs.

— ALL AT LOWEST MARKET.

**HUSBAND Bros. &  
Co.**82 Colborne St., Toronto  
Telephone Numbers—Main 3428, Main 54.**CLEMES  
BROS.**Just **TORONTO** Everybody  
Address **TORONTO** Knows UsAre you going to speculate in 10 or 25 boxes  
Summer-Keeping**LEMONS ?**

Write us about them.

**FREE SAMPLE TO REMOVE STAINS FROM CLOTHING.****H AND H**  
TRADE MARK**THE NOW "FAMOUS" CLEANER**

as used by C.P.R.

**JAMES MCINTOSH, 34 Yonge St., TORONTO**



Watermelons are coming forward in large quantities. We quote: Messina oranges, 200's, \$3 75 to \$4 25 per box and \$2 to \$2.25 per half box; Messina lemons, 300's, \$4.25 to \$4.50; 360's, \$3 75 to \$4.25 per box; Californian apples, \$3.25 per box; pineapples, 20 to 25c.; Tennessee tomatoes, \$1.25 to \$1.50; new Bermuda onions, \$3 per crate; Californian plums, \$1.75 to \$2.50 per box; peaches, \$1.25 to \$1.50; limes, \$1.50 per box; gooseberries, 20c. per basket; raspberries, 10 to 11c.; cocoanuts, \$3.25 per bag of 100; Bartlett pears, \$2.50 to \$2.75 per box; blackberries, 8 to 9c.; huckleberries, 7 to 8c. per box; watermelons, 25 to 30c. each.

## LIQUORS.

## SCOTCH WHISKIES.

Per case of quarts.

|                                                   |        |                     |
|---------------------------------------------------|--------|---------------------|
| Roderick Dubu                                     | \$9 50 | less 3 p.c. 30 days |
| Usher's O.V.G. Special Reserve                    | 9 75   | " " "               |
| Usher's G.O.H.                                    | 12 25  | " " "               |
| Gaelic, Old Smuggler                              | 9 75   | " " "               |
| Greer's O.V.H.                                    | 9 50   | " " "               |
| Old Mull                                          | 9 75   | " " "               |
| Sherriff's One Star                               | 10 25  | " " "               |
| " V.O.                                            | 10 50  | " " "               |
| Kilmarnock                                        | 9 75   | " " "               |
| Doctor's Special                                  | 10 00  | " " "               |
| House of Lords                                    | 10 75  | " " "               |
| Bullock, Lade & Co.—                              |        |                     |
| Special blend                                     | 9 25   |                     |
| Extra special                                     | 11 00  |                     |
| John Dewar & Sons—                                |        |                     |
| Extra special                                     | 9 50   |                     |
| Special liqueur                                   | 12 25  |                     |
| Extra                                             | 16 50  |                     |
| James Ainslie & Co.—                              |        |                     |
| Highland Dew                                      | 6 75   |                     |
| Glen Lion, extra special                          | 12 50  |                     |
| J. Brown & Co.—                                   |        |                     |
| Duke of Cambridge                                 | 12 00  |                     |
| Mitchell's—                                       |        |                     |
| Heather Dew                                       | 7 00   |                     |
| Special Reserve                                   | 9 00   |                     |
| Mullmore                                          | 6 50   |                     |
| W. Teacbes & Sons—                                |        |                     |
| Highland Cream, qts., \$9.50 less 3 p.c. 30 days. |        |                     |

## CANADIAN WHISKIES.

In barrels per gal.

|                                |        |
|--------------------------------|--------|
| Gooderham & Worts, 65 O. P.    | \$4 50 |
| Hiram Walker & Sons            | 4 50   |
| J. P. Wiser & Son              | 4 49   |
| J. E. Seagram                  | 4 49   |
| H. Corby                       | 4 49   |
| Gooderham & Worts, 50 O. P.    | 4 10   |
| Hiram Walker & Sons            | 4 10   |
| J. P. Wiser & Son              | 4 09   |
| J. E. Seagram                  | 4 09   |
| H. Corby                       | 4 09   |
| Rye, Gooderham & Worts         | 2 20   |
| " Hiram Walker & Sons          | 2 20   |
| " J. P. Wiser & Son            | 2 19   |
| " J. E. Seagram                | 2 19   |
| " H. Corby                     | 2 19   |
| Imperial, Walker & Sons        | 2 90   |
| Canadian Club, Walker & Sons   | 3 60   |
| Less than one bbl. per gallon. |        |
| 65 O. P.                       | \$4 55 |
| 50 O. P.                       | 4 15   |
| Rye                            | 2 25   |

## CHAMPAGNE.

The prices below are subject to the trade discount of 5 and 3 per cent.:

|                                |                 |
|--------------------------------|-----------------|
| Comte de Castellane—           | Per Case.       |
| Cuvee Reserve... { Quarts..... | \$12 50         |
| Carte d'Or..... { Pints.....   | 13 50           |
|                                | 15 00           |
| Champagne Ve Amiot—            |                 |
| Carte d'Or.....                | 16 00           |
| " Blanche.....                 | 13 00           |
| " d'Argent.....                | 10 50           |
| Pommery—                       | Quarts. Pints.  |
| Sec and Extra Sec.....         | \$28 00 \$30 00 |
| Mumm's—                        |                 |
| Extra Sec.....                 | 28 00 30 00     |
| Moet & Chandon—                |                 |
| White Seal.....                | 28 00 30 00     |
| Brut Imperial.....             | 31 00 33 00     |
| Perrier-Jouet—                 |                 |
| Fruit.....                     | 28 00 30 00     |
| Reserve Dry.....               | 28 00 30 00     |

## GIN.

|                               |           |
|-------------------------------|-----------|
| Pollen Zoon—                  | Per Case. |
| Red, cases of 15 bottles..... | \$9 75    |
| Green, " 12 ".....            | 4 75      |
| Violette, " 12 ".....         | 2 45      |

## P. Hoppe "Night Cap" Brand—

|                               |       |
|-------------------------------|-------|
| Red, cases of 15 bottles..... | 10 50 |
| Green, " 12 ".....            | 5 25  |
| Yellow, " 15 ".....           | 10 75 |
| Blue, " 12 ".....             | 5 40  |
| Poney, " 12 ".....            | 2 50  |

## Draught—

|                    |        |
|--------------------|--------|
| Hogsheads.....     | \$2 95 |
| Quarter casks..... | 3 00   |
| Octaves.....       | 3 05   |

## De Kuiper—

|                           |       |
|---------------------------|-------|
| Violet, 2 doz. cases..... | 5 30  |
| Green, " ".....           | 6 00  |
| Red, " ".....             | 11 50 |
| White, " ".....           | 4 00  |

Terms, net 30 days, 1 per cent. off 10 days.

In five-case lots, freight may be prepaid.

## Key Brand—

|                |       |
|----------------|-------|
| Red cases..... | 10 25 |
| Green ".....   | 4 85  |
| Poney ".....   | 2 60  |

## Melcher's—

|                         |       |
|-------------------------|-------|
| Infantes (4 doz).....   | 4 75  |
| Picnic.....             | 7 75  |
| Poney.....              | 2 60  |
| Blue cases.....         | 4 75  |
| Green ".....            | 5 50  |
| Red ".....              | 10 25 |
| Honeysuckle, small..... | 7 90  |
| " large.....            | 15 25 |

## COUNTRY PRODUCE.

EGGS—The warm weather has checked the demand somewhat and the local trading is in small lots. Cuddled fresh eggs are selling at 11½ to 12c. while fresh eggs to arrive are quoted at 10½c. The English market is improving, 6s. 10d. being about the selling quotation to day.

HONEY — There is now believed to be a good crop of honey of high quality. Sales of new clover honey have been made this week at 12 to 13c., while 11c. is the rule in lots of 500 sections. White honey extracted is worth 9 to 10c.

POTATOES—The size of new potatoes is improving but they have been very small. Sales of 15 to 25 bbl. lots are reported at \$2.75 to \$2.80.

EPPS'S

GRATEFUL.  
COMFORTING.

IN ¼-LB. LABELLED TINS.

14-LB. BOXES.

Special Agents for the entire Dominion, C. E. COLSON &amp; SON, Montreal.

In Nova Scotia, E. D. ADAMS, Halifax.

In Manitoba, BUCHANAN &amp; GORDON, Winnipeg.

THE MOST  
NUTRITIOUS.

COCOA

Quality is one of the strongest arguments  
you have in selling

BOECKH'S  
BRUSHES.

They contain only first-class materials and are made  
by experienced workmen, making them superior in  
every way to other makes.

Boeckh Bros. &amp; Company,

80 York St., TORONTO.

# CORKS. CORKS. CORKS.

DO YOU REQUIRE ANY?

If so, we shall be pleased to send you quotations.

How about your stock of Coffees, Spices, Dried and Evaporated Fruits,  
Baking Powders?

We offer you the very best values obtainable.

## S. H. EWING & SONS, 96 King St., MONTREAL

ASHES—The market keeps quiet, first pots having sold at \$4.25 to \$4.35 per 180 lb.

### FLOUR AND GRAIN.

FLOUR—The flour market is decidedly firm yet sales have made at very low figures. We quote: Manitoba spring wheat patents, \$3.95 to \$4.20; winter wheat patents, \$3.45 to \$3.70; straight roller, \$3.15 to \$3.40; in bags, \$1.55 to \$1.65 and Manitoba strong bakers', \$3.50 to \$3.90.

GRAIN—We quote: No. 1 spring wheat, 76 to 77c. afloat July; peas, 80c.; rye, 56½ to 57½c.; No. 2 barley, 50 to 51c.; oats, 38c.; buckwheat, 56½ to 57c.; corn, 59½ to 60c.

OATMEAL—The market is much firmer, an advance of 15c. being recorded. The mills are asking \$3.90 to \$3.95 for oatmeal in wood, and the wholesale houses quote \$4.30 to \$4.40. In sacks, \$1.90 to \$1.95 is the mill quotation and \$2.15 to \$2.25 the jobber's.

FEED—Last week's rise has been followed by another still steeper. Sales of Ontario bran have been made this week at \$15 to \$15.50, and \$16 is even asked. Shorts are worth \$16.50 to \$17, and mouillie, \$20 to \$25.

BALED HAY—A fairly good volume of business is reported, sales being recorded at \$10 for No. 2. We quote: No. 2, \$9.50 to

\$10.50, as to quality, and \$11 for No. 1; clover, \$9.

### BUTTER AND CHEESE.

BUTTER—The market has ruled from steady to firm, sales of finest creamery having been made in this market by factorymen to dealers at 19½c., and resales to exporters at 19¾ to 20c. There has been a little more doing in seconds at 18½ to 19¼c.

CHEESE—Is very firm, but the export market does not warrant the high prices being paid at country points. Finest Western is being bought at 9¾c. on spot.

### PROVISIONS.

Lard and pork are both firm and unchanged. Lard compound has been advanced ½c. per lb. and Cottolene ½c. per lb. on account of the strong cotton seed market. We quote: Heavy Canadian short cut mess pork, \$20.50 to \$21.50; selected heavy short cut mess pork, boneless, \$21.50 to \$22.50; family short cut back pork, \$20.50 to \$21.50; heavy short cut clear pork, \$20 to \$21.50; hams, 13c.; bacon, 14c.; lard, pure Canadian, \$2.30 per pail; refined lard compound (Fairbank's), \$1.92 for 1 to 24 pails; \$1.90 for 25 to 49 pails; \$1.88 for 50 pails and over; Snow White and Globe compound, \$1.65 per pail; Cottolene, 9½c. per lb. in tierces, and 10½c. in 26 lb. pails, and 10¼c. in 50 lb. boxes, for Quebec.

### NEW BRUNSWICK MARKETS.

OFFICE OF THE CANADIAN GROCER.

St. John, N B., July 31, 1901.

BUSINESS continues good. There is no very marked changes in prices, though cornmeal is very firm at the advanced figures. Lard is also firm, and compound has been advanced during the week. There has been quite a quantity of rice bought, owing to a special steamer being at Liverpool for St. John. The freight is much lower by these special boats. The visit of the Vice Regal party somewhat interrupted the week. St. John is full of visitors and the weather has been delightful, so pleasantly cool. More effort is being made each season to make it pleasant for the visitors. This year there is a permanent secretary to the Tourist Association, whose only business is to collect and supply information. An office has been provided in the Board of Trade Building.

OIL—In burning oil there is but little doing in the way of spot business, but orders for future shipment are freely taken. Prices are low. In paint oil the demand is dull, but prices are held quite firm. Though not as high as if sales were more active, lubricating oils are low, but the market seems more firm. Much of the new oil discovered in the United States is being used for fuel. In cod oil receipts are light.

*There is no better trade-winner than  
a good article - Sell your customers  
Blue Ribbon Ceylon Tea  
address orders to 12 Front St. East - Toronto  
and they will receive prompt attention*



Supplies are much later than usual coming to hand. Prices keep high. The market is likely to rule quite high. Wax is rather lower.

**SALT**—There have been no arrivals during the week of Liverpool coarse salt. There is a fair stock here. The market is firm at even figures. There is quite a little to arrive shortly. The demand is good. Large quantities are going into consumption at this season. In Canadian salt there is a steady sale at unchanged figures. We quote: Liverpool coarse, 50 to 55c.; English factory-filled, 95c. to \$1; Canadian fine, \$1 per bag; cheese and butter salt, bulk, \$2.40 per bbl.; 5-lb. bags, \$2.85 to \$2.90 per bbl.; 10-lb. bags, \$2.70 to \$2.75 per bbl.; 20-lb. wood boxes, 22c. each; 10 lb. wood boxes, 14c. each; cartons, \$2 per case of 2 doz.; English bottled salt, \$1.25 to \$1.30 per doz.; mineral rock salt, 60c. per 100 lb. (Selected lumps.)

**CANNED GOODS**—There is an improved local demand. There is quite a stock of last season's goods held here, some having

been bought low, so that for full orders prices are shaded. Peas are rather scarce and more firm than the other lines. New canned strawberries are freely offered. New goods are not being freely bought. Profits have been cut to such a figure there is a general feeling against stocking up at all largely. In gallon apples local packed goods are being bought. Blueberries are quoted and prices are rather higher than last season. Meats are sold close to present canners' quotations. There is a fair sale. Salmon are firm, though lower than at one time during the season. Present stocks are light. Spring fish are shortly expected. They are quite well liked. They will be sold below present figures. Local packed fish, such as haddies and sardines, are freely offered. Kipper herring will be scarce.

**GREEN FRUITS**—As usual at this season, this is a very active line. Californian fruit is of particular interest. Prices are rather easier. For some days stocks here were very light. Pears are the large sellers.

Barrelled pears are being received. The season is rather early. Apples have been very late this year. They are now quite freely received and prices tending lower. Oranges are in light demand. Lemons are as usual at this season, quite high. There is a steady sale. In pines there is a fair sale only. Watermelons have but a light sale. Nova Scotian cherries are about done. Prices were well maintained. Quality of stock is better than usual. In berries, strawberries are done. Raspberries are scarce and quite high.

**DRIED FRUITS**—Little interest is taken. Spot stocks move off slowly. Seeded raisins are rather lower. In currants, new goods for September shipment from Greece are offered. Prices are much lower than last year. The demand from the retail dealer is for cleaned stock. There is some interest in evaporated apples. Spot stock is not large, and prices tend much firmer. It is said new stock will open quite high. Dried are held rather higher. In onions there is a fair sale at slightly higher figures;

## A LITTLE ADVERTISEMENT ....



Sometimes does as good work as a larger one. We can give you any size you want in this paper, from 1 inch to a full page. Prices gladly submitted.

The MacLean Publishing Co., Limited; Montreal and Toronto

## KEEP COOL ! Georgia Watermelons

First car of the season just arrived.

**Extra Fancy Bananas, Pineapples,  
Oranges, Lemons.**

**CANADIAN** Tomatoes, Raspberries,  
Cherries, Currants, etc.,  
arriving 3 to 5 times daily per express.

Telephone or Mail your orders. Will make prices right.  
Quality Right.

**Hugh Walker & Son,** Wholesale Fruit Importers, **Guelph, Ont.**

**WESTERN** Incorporated  
1851.  
**ASSURANCE COMPANY**

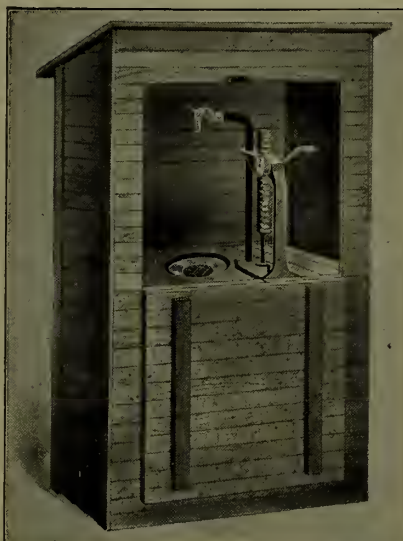
## Fire and Marine.

|                     |   |   |   |                |
|---------------------|---|---|---|----------------|
| Capital, subscribed | - | - | - | \$2,000,000.00 |
| Capital             | - | - | - | 1,000,000.00   |
| Assets, over        | - | - | - | 2,340,000.00   |
| Annual Income       | - | - | - | 2,290,000.00   |

Head Office: TORONTO, ONT.

Hon. Geo. A. Cox, President. J. J. Kenny, Vice-President.  
C. C. Foster, Secretary.

## "The Grocer"



OUT-DOOR GASOLINE CABINET.

## BOWSER NEW CENTURY GASOLINE TANKS ARE A POSITIVE ECONOMY.

They save gasoline, money, time and labor.  
They pump gallons, half-gallons and quarts at a stroke.  
They are neat, clean, handy, and will enforce economy whether you will or no.  
Let us tell you more, it will cost you but a cent.  
Send your address.

**S. F. BOWSER & CO., Inc.**  
65 Front St. East, TORONTO.  
Factory: Fort Wayne, Ind.

is a man I have a great regard for, and wish his profit ten times greater than it is."

Poor Richard, 1739.

We agree with Poor Richard, and believe were he alive to-day he would advise the grocer to increase his profit by using the Bowser Self Measuring Oil and Gasoline Tanks, for there is no surer method of stopping loss and a consequent increasing of profits than by the use of these superb, up-to-the-minute, waste preventing, money saving, time saving and labor saving apparatus. Thousands of appreciative users among the representative merchants of the land willingly testify to the truth of this statement.



Egyptian are about out of the market. Peanuts are rather easier and prices have kept low during the season.

**DAIRY PRODUCE**—Cheese are rather firm. Local business is small. Factories are selling quite well up to output for export. Butter is rather higher. Good butter is hard to get and is in demand. There is not a large stock of any grade. Creamery is not generally handled by the wholesale trade. Eggs hold quite firm.

**SUGAR**—Prices are unchanged and low. There is considerable foreign granulated here and to arrive. This prevents much upward change. English yellows are offered.

**MOLASSES**—Market here continues quite well supplied. Chiefly Porto Rico is being received. While some has been stored, the bulk of the goods arriving have been shipped out. While market is generally firm, there is likely to be little change here. There is some Barbadoes and Antigua here. It sells slowly, though some of the Barbadoes is very good.

**FISH**—There continues but a fair business. The supply of fresh fish is light. A few salmon are still received, but catch is about over. In shad, few fish are being caught, but, those that are, are very large, nice fish. Supply will soon be more general. Some few mackerel were offered this week, but these fish are not caught here. In dry cod the price is still high. There are fair arrivals of new fish. In smoked herring, sales are light. Old goods are about off the market, and new are not yet to hand. Price is too high for general business. Pickled herrings are not in demand at this season, but a fair supply of new fish is to hand. We quote; Large and medium dry cod, \$3.95 to \$4.05; small, \$2.45 to \$2.50; haddies, 5 to 6c.; smoked herring, 11 to 12c.; fresh haddock and cod, 2½c.; boneless fish, 4 to 5c.; pollock, \$1.50 to \$1.65 per 100 lb.; pickled herring, \$1.75 to \$1.85 per half bbl.; Canso herring, \$5 per bbl.; \$2.75 per half bbl.; Shelburne, \$4.50 per bbl.; \$2.25 per half bbl.; salmon, 15 to 16c.; shad, 15 to 20c.; mackerel 10 to 12.

**FLOUR, FEED AND MEAL**—In flour, while wheat is quite firm, prices show no change, but are quite low. There is some range in oatmeal, but prices are generally higher. Oats are rather higher. Beans are quite firm; yellow-eyes are scarce and high. Cornmeal is firm at the higher figures. Feed is higher and not so freely offered. The weather is good for haying, and a splendid crop is being gathered. We quote as follows: Manitoba flour, \$4.60 to \$4.75; best Ontario, \$3.80 to \$3.90; medium, \$3.65 to \$3.80; oatmeal, \$3.95 to \$4; cornmeal, \$2.55 to \$2.60; middlings, \$2.2 to \$2.3; oats, 40 to 42c.; hand-picked beans, \$1.70 to \$1.75; prime, \$1.55 to \$1.60; yellow-eye beans, \$2.40 to \$2.60; split peas, \$4.10 to \$4.15; blue peas, \$1.25 to \$1.40; pot barley, \$3.85 to \$4; hay, \$12 to \$13.

#### ST. JOHN NOTES.

John Sealy is offering new canned haddies.

C. & E. Macmichael are landing a shipment of Maconochie's pickles.

Northrup & Co. have received a large consignment of particularly fine dulse.

Geo. E. Barbour is offering "Boar's Head" compound lard bought before the advance.

The Maritime Spice and Coffee Co. have a shipment of Wheaton's pickles just arrived.

"Vim" is the name selected by Baird & Peters for their standard blend tea. They are putting a number of travellers on the road to push it along. They have taken the store in which they began business, and are using it exclusively as a tea warehouse.

#### MANITOBA MARKETS.

WINNIPEG, July 29, 1901.

THE city is already filling with visitors for the Industrial Exhibition and the grounds are like a beehive. The formal opening will take place to-day. There is some fear that the present demoralization of the train service will effect the attendance, but otherwise all signs point to the "largest on record." Business is good among the wholesale houses and there is much activity in produce lines, although in the latter prices are far from satisfactory.

**FLOUR**—The demand is good and the market steady. No change in price is reported for the week. Hungarian and Five Roses, \$2; Glenora Patent and Red Patent, \$1.85; Alberta, \$1.65; Manitoba, \$1.50; Medora, \$1.45; Imperial XXXX, \$1.20; XXXX, \$1.15.

**CEREALS**—There has been a sharp advance in cornmeal, owing to the reported shrinkage in the crop in the United States. The jump is from \$1.50 to \$1.75 per sack. There has also been a material advance in rolled oats, and the supply from the United States has ceased. What amount has come in during the week has been from Ontario. Fresh stocks could not be laid down here for less than \$2.35 per sack. At present, however, the quotations here are \$2.25 to \$2.30. Should the new crop of oats come on the market early and before the present stocks are exhausted it is possible that prices here may go no higher.

**DRIED AND EVAPORATED FRUITS**—The reports of a short currant crop are being sustained. Valencia raisins are reported a fair crop. Evaporated apricots have dropped nearly 2c. per lb. in California, and a fair quotation here is 11½ to 12c. To those who bought on a higher market there will be very little in the goods at these figures. Owing to the unfavorable reports re the apple crop of Ontario, evaporated apples are firmer and in better demand.

**CANNED GOODS**—Quotations on pitted cherries are almost nil and the price here, for the small supply obtainable, will be about \$5. All reports from Eastern Can-

ada go to indicate that the pack of corn and peas will be below the usual mark and that prices will unquestionably be higher.

**MATCHES**—An advance of 20c. per case on sulphur matches is reported on this market.

**SUGAR**—An active market with no change of price to record.

**GREEN FRUITS**—This market is not abundantly supplied and some lines have advanced sharply in sympathy with primary markets. Some retail dealers are complaining that the Exchange has advanced prices unduly, owing to the scarcity of fruit and rush of Fair trade, but this is not correct. The advances here are only such as have been made necessary by advances at point of purchase. It might be of interest to note that frequently the icing bill on a car from California is \$125. We quote: Lemons, \$7.50; oranges, \$4.75 to \$5.75; plums, \$2 to \$3; peaches, \$1.75; bananas, \$2.75 to \$3.25; melons, \$5; blueberries, 6 to 7c. per lb.; gooseberries, red currants and raspberries are practically out of the market.

**BUTTER**—The market for creamery butter is unsatisfactory being 15 to 15½c. at the factories. Dairy butter is practically a drug and prices are 10 to 11c., net Winnipeg.

**CHEESE**—Cheese arriving in fairly large quantities at 7¼ to 7½c., Winnipeg; 7c. has been paid during the week for some lots of inferior grade.

**EGGS**—Supply of desirable stock owing to the extreme heat has fallen short and fresh-case eggs are worth 11½ to 12c., Winnipeg.

#### NOTES.

On Thursday last 350 of Winnipeg's fair dames enjoyed the hospitality of the Winnipeg Commercial Club.

The Winnipeg Commercial Travellers' Association had a pleasant outing to River Park last Saturday afternoon. The programme of sports was particularly good.

#### TOOK THE CHEAPEST HOLIDAY.

"Doctor, what is the matter with me?"

"You need about three months' rest from business—that is all."

"Three months' rest? That will cost me \$5,000. The other doctor said I needed an operation for appendicitis. That would cost me only \$100. I guess I'll let him operate."—Chicago Tribune.

# Pure Honey

WE BUY. WE SELL.

WRITE.

## Howe, McIntyre Co.

Millers' and Manufacturers' Agents and General Commission Merchants,

461 St. Paul Street, MONTREAL.



# YOU MAY NOT SELL MUCH VINEGAR !

There must be a cause. Has the vinegar you have been handling been up to the standard required by consumers of to-day? Has it been clear—free from sediment—of fine flavor—and full Government strength? If not, no wonder your trade is disappointing.

Or, perhaps you may not have given it that attention it merits. Think a moment. Your profit on vinegar is a good one, and it's trade that will increase if the right article is handled.

## Imperial White Wine Vinegar

Is good vinegar—it never disappoints—is always reliable, and fills the bill wherever vinegar can be used. **5 Grades, one quality—that the best. The name "IMPERIAL" is on the package.**



## THE WALKERVILLE MATCH CO., LIMITED

Manufacturers of the Celebrated

Maple Leaf, Crown,  
Knight and Imperial  
Parlor Matches



The well and favorably-known

Hero and Jumbo  
Sulphur Matches

**Our Leaders** that give the dealers a big profit: { Imperial Parlor, 1,000 matches, to retail for 5 cents.  
Jumbo Sulphur, 1,000 " " " 5 "

Our goods are put up in neat and attractive packages, and are for sale by all first-class grocers.

## CONVINCE YOURSELF

of the quality of our goods. Write us for a "Sample" Can and taste them. We have never failed to make sales where we could get a prospective customer to open a can and taste them. "The proof of the pudding, etc."

THE KENT CANNING CO., LIMITED

CHATHAM, ONT.

Our Grocery Representatives will take a well-earned rest for the next two weeks.

**Our Social Tea Representatives,  
Our Jersey Cream Representatives,  
Our Vinegar Representatives,**

will call upon the trade as usual.

The Jersey Cream Canning Factory will be in full operation for the tomato season.

We are asked daily what we intend to ask for canned goods. We are not quoting futures, but expect to sell at 80c. for Corn, Peas, Beans, and Tomatoes. Our usual liberal terms, 10 per cent. 10 days.

**LUMSDEN BROS.**

 HAMILTON and TORONTO

## Not carrying samples



What about

**Our New PICKLING SPICE**

Specially selected and re-cleaned?

**TODHUNTER, MITCHELL & CO.**

 **TORONTO.**

Our representatives are not out with samples this week—they have something else on hand.

You know what “all work and no play” does—so our men will be around as usual after the recess.

Don't let your stock run low in the meantime. If anything is wanted, drop us a line, or telephone or wire us at our expense.



# CURRENT MARKET QUOTATIONS

August 1, 1901.

This list is corrected every Thursday, and the quotations herein given are for the cities of Montreal, Toronto, St. John, N. B., and Halifax. The prices are solicited for publication, and are of such quantities and qualities as are usually ordered by retail dealers on the usual terms of credit. For Winnipeg market report and prices, see page 32.

Goods in large lots and for prompt pay are generally obtainable at lower prices. All quotations for staple products are under the direct control of the Editors, who call daily upon all the leading houses in the principal centres.

| BUTTER, CHEESE<br>AND EGGS      | Montreal. |        | Toronto. |    | St. John,<br>Halifax. |    |
|---------------------------------|-----------|--------|----------|----|-----------------------|----|
| Dairy, choice, large rolls, lb. | \$0 14    | \$0 14 | \$       | \$ | \$                    | \$ |
| " " pound blocks.....           | 16        | 0 17   |          | 17 | 18                    | 19 |
| " " tubs, best.....             | 16        | 17     | 16       | 17 | 15                    | 17 |
| " " tubs, sec. grade.....       | 15        | 16     | 12       | 14 | 12                    | 14 |
| Creamery, boxes.....            | 19        | 20     | 1        | 20 | 18                    | 20 |
| " prints.....                   |           | 21     | 20       | 21 | 21                    | 22 |
| Cheese, new, per lb.....        | 9         | 10     | 9        | 10 | 10                    | 10 |
| Eggs, new laid, per doz.....    | 11        | 11     |          | 12 | 10                    | 12 |

## CANNED GOODS

|                                        | 90     | 0 90   | 0 75   | 0 90   | 1 00  | 1 10  |
|----------------------------------------|--------|--------|--------|--------|-------|-------|
| Apples, 8's.....                       | 1 65   | 1 75   | .....  | 2 00   | 2 15  | 2 25  |
| "    gallons.....                      | 2 20   | 2 25   | 2 00   | 2 40   | ..... | ..... |
| Asparagus.....                         | 1 00   | 1 00   | 95     | 1 10   | ..... | ..... |
| Beets.....                             | .....  | 1 30   | 1 40   | 1 70   | 1 50  | 1 80  |
| Blackberries, 2's.....                 | 80     | 85     | 75     | 85     | 95    | 1 00  |
| Blackberries, 2's.....                 | 80     | 90     | 75     | 80     | 90    | 95    |
| Beans, 2's.....                        | 80     | 70     | 87     | 75     | 80    | 85    |
| Corn, 2's.....                         | 2 15   | 2 20   | 2 10   | 2 25   | 2 30  | 2 40  |
| Cherries, red, pitted, 2's.....        | 2 00   | 2 15   | 2 00   | 2 25   | ..... | ..... |
| "    white.....                        | 70     | 80     | .....  | 80     | 80    | 85    |
| Peas, 2's.....                         | 1 00   | 1 10   | 1 25   | 1 30   | 1 20  | 1 25  |
| "    "    sifted.....                  | 1 40   | 1 60   | .....  | 1 50   | 1 75  | 1 80  |
| "    extra sifted.....                 | 1 90   | 2 00   | 2 00   | 2 40   | 2 25  | 2 50  |
| Pears, Bartlett, 2's.....              | 1 75   | 2 40   | 2 25   | 2 50   | 2 15  | 2 25  |
| "    "    3's.....                     | 2 40   | 2 60   | 2 50   | 2 60   | 2 50  | 2 60  |
| Pineapple, 2's.....                    | 1 50   | 1 90   | 1 75   | 1 90   | ..... | 1 85  |
| "    "    3's.....                     | 2 25   | 2 90   | 2 50   | 2 75   | 2 70  | 2 85  |
| Peaches, 2's.....                      | 1 25   | 1 35   | 1 10   | 1 25   | 1 30  | 1 60  |
| Plums, green gages, 2's.....           | 1 00   | 1 25   | 1 00   | 1 10   | 1 30  | 1 50  |
| "    "    Lombard.....                 | 1 00   | 1 25   | .....  | 1 00   | 1 10  | 1 30  |
| "    "    Damson, blue.....            | .....  | 85     | 80     | 85     | 1 00  | 1 25  |
| Pumpkins, 3's.....                     | .....  | .....  | 2 10   | 2 25   | 2 10  | 2 25  |
| "    "    gallon.....                  | 1 45   | 1 60   | 1 60   | 1 80   | 1 70  | 1 75  |
| Raspberries, 2's.....                  | 1 70   | 1 85   | 1 80   | 1 90   | 1 75  | 1 80  |
| Strawberries, 2's.....                 | 1 00   | 1 25   | .....  | 1 15   | 1 10  | 1 15  |
| Succotash, 2's.....                    | 75     | 80     | 80     | 85     | 90    | 95    |
| Tomatoes, 3's.....                     | 2 75   | 3 20   | .....  | 3 25   | 3 00  | 3 25  |
| Lobster, tails.....                    | 3 00   | 3 75   | 3 50   | 3 70   | 3 15  | 3 25  |
| "    1-lb. flats.....                  | 1 75   | 1 85   | 1 75   | 1 50   | ..... | 1 75  |
| "    1/2-lb. flats.....                | 1 00   | 1 10   | 1 15   | 1 25   | 1 35  | 1 45  |
| Mackerel.....                          | 1 50   | 1 85   | 1 75   | 1 85   | 1 50  | 1 75  |
| Salmon, sockeye, Fraser.....           | .....  | .....  | 1 60   | 1 65   | 1 50  | 1 60  |
| "    "    Northern.....                | .....  | .....  | .....  | .....  | ..... | ..... |
| "    "    Horseshoe.....               | 1 10   | 1 25   | 1 25   | 1 30   | 1 25  | 1 50  |
| "    "    Coboe.....                   | 12     | 12 1/2 | 12 1/2 | 13     | 14    | 15    |
| Sardines, Albert, 1/4's.....           | 20     | 21     | 20     | 21     | 20    | 21    |
| "    "    2's.....                     | 11 1/2 | 12     | .....  | 12 1/2 | ..... | 12    |
| "    "    Sportsman, 1/4's.....        | 19     | 20     | .....  | 21     | 20    | 21    |
| "    "    2's.....                     | 9      | 11     | 10 1/2 | 11     | 16    | 18    |
| "    "    key opener, 1/4's.....       | 20     | 18     | 18 1/2 | 23     | 10    | 11    |
| "    "    2's.....                     | 20     | 22 1/2 | 23     | 25     | 23    | 25    |
| "    "    P. & C., 1/4's.....          | 27 1/2 | 30     | 33     | 36     | 33    | 36    |
| "    "    2's.....                     | 4      | 4 1/2  | 4      | 4 1/2  | 4     | 4 1/2 |
| "    "    Domestic, 1/4's.....         | 7      | 8      | 9      | 11     | ..... | ..... |
| "    "    2's.....                     | 7 50   | 11 00  | 8 50   | 9 00   | 8 00  | 9 00  |
| "    "    Mustard, 1/2 size, case..... | .....  | 1 00   | 1 10   | 1 15   | 1 00  | 1 10  |
| Haddles.....                           | 1 00   | 1 85   | 1 00   | 1 75   | 1 00  | 1 10  |
| Kipperd Herrings.....                  | 1 00   | 1 55   | 1 00   | 1 70   | ..... | 2 00  |
| Herring in Tomato Sauce.....           | .....  | .....  | .....  | .....  | ..... | ..... |

## CANDIED PEELS

|                |    |    |    |    |    |
|----------------|----|----|----|----|----|
| Lemon, per lb. | 10 | 11 | 12 | 12 | 13 |
| Orange, "      | 11 | 12 | 18 | 12 | 13 |
| Citron, "      | 15 | 15 | 17 | 15 | 17 |

## GREEN FRUITS

|                                       |       |       |       |       |           |
|---------------------------------------|-------|-------|-------|-------|-----------|
| Oranges, Rhodi .....                  | ..... | ..... | 3 50  | 4 00  | 5 00      |
| " Cal. late Valencias .....           | ..... | ..... | 4 50  | ..... | .....     |
| Lemons, Messina, per box .....        | 1 50  | 2 75  | 5 00  | 5 50  | 6 00      |
| Bananas, First, per bunch .....       | 1 25  | 2 25  | 2 25  | 1 50  | 2 25      |
| Apples, per bbl .....                 | ..... | 5 00  | ..... | ..... | 5 00      |
| Cocoanuts, per 100 .....              | ..... | ..... | 3 50  | 3 75  | 3 00 3 25 |
| Pineapples, Floridas, per crate ..... | ..... | ..... | 3 25  | 3 75  | 18    20  |
| Cal. Peaches .....                    | 1 40  | 1 75  | 1 40  | 1 75  | 1 75      |
| " Plums .....                         | ..... | ..... | 2 25  | 3 00  | 2 00 2 25 |
| " Apricots .....                      | ..... | ..... | 3 50  | 3 75  | 3 75 4 00 |
| " Pears .....                         | ..... | ..... | 0 07  | 0 09  | .....     |
| Raspberries .....                     | ..... | ..... | 0 40  | 0 60  | .....     |
| Red Currants .....                    | ..... | ..... | ..... | ..... | .....     |

## SUGAR

|                                   |      |      |      |          |
|-----------------------------------|------|------|------|----------|
| Granulated St. Lawrence and Red   | 4 50 | 4 68 | 4 70 | 4 75     |
| Granulated, Acadia                | 4 45 | 4 63 |      | 4 60     |
| Paris lump, bbls. and 100-lb. bxs | 5 00 | 5 18 |      | 0 6      |
| " " 50-lb boxes                   | 5 10 | 5 28 |      |          |
| Extra Ground 1c1g bbls. ...       | 5 00 | 5 45 |      |          |
| Powdered, buls                    | 4 05 | 5 20 | 5 55 | 5 80     |
| Phoenix Cream                     | 4 35 | 4 63 |      |          |
| " " "                             | 4 40 | 4 58 |      |          |
| Extra bright coffee               | 4 35 | 4 13 | 1    | 4 14     |
| Bright coffee                     | 4 25 | 4 43 | 3 75 | 4 00     |
| Bright yellow                     | 4 15 | 4 33 |      | 3 50     |
| No. 3 yellow                      | 4 05 | 4 23 | 8 80 | 8 92 1/2 |
| No. 2 y-lw                        | 4 00 | 4 18 |      |          |
| No. 1 yellow                      | 8 85 | 4 03 |      |          |

## HARDWARE PAINTS AND OILS

|                                                   |        |  |        |      |        |
|---------------------------------------------------|--------|--|--------|------|--------|
| Wire nails, base.....                             | \$2 85 |  | \$2 85 |      | \$3 20 |
| Cut nails, base .....                             | 2 35   |  | 2 35   |      | 2 85   |
| Barbed wire, per 100-lb. ....                     | 3 05   |  | 3 05   | 3 50 | 3 75   |
| Oiled and Annealed Wire,<br>No. 9.....            | 2 80   |  | 2 80   |      |        |
| White lead, Pure .....                            | 6 25   |  | 6 37½  |      |        |
| Lined oil, 1 to 4 bbls., ran.<br>" " boiled ..... | 83     |  | 81     |      | 84     |
| Turpetine, single bbls.....                       | 56     |  | 55     | 57   | 57     |

## SYRUPS AND MOLASSES

| Syrups—                          |       |       |       |       |
|----------------------------------|-------|-------|-------|-------|
| Dark .....                       | 1%    | ..... | ..... | ..... |
| Medium .....                     | 2%    | 30    | 32    | ..... |
| Bright .....                     | 2%    | 35    | 37    | 84 36 |
| Corn Syrup, barrel, per lb. .... | 2     | ..... | 3     | 36 38 |
| “ “ ½ bbls. “ “ .....            | 3%    | ..... | 3%    | ..... |
| “ “ kegs “ “ .....               | 3½    | ..... | 3½    | ..... |
| “ “ 3 gal. pails, each .....     | 1 40  | ..... | 1 40  | ..... |
| “ “ 2 gal. “ “ .....             | 1 05  | ..... | 1 05  | ..... |
| Honey .....                      | ..... | ..... | 40    | ..... |
| “ 25-lb. pails .....             | ..... | ..... | 1 00  | ..... |
| “ 38-lb. pails .....             | 1 20  | ..... | 1 40  | ..... |
| Molasses—                        |       |       |       |       |
| New Orleans .....                | 22    | 30    | 23 60 | 29 36 |
| Barbadoes .....                  | 29    | ..... | ..... | 24 38 |
| Porto Rico .....                 | ..... | 38    | 42 30 | 28    |
| Antigua .....                    | ..... | ..... | ..... | ..... |
| St. Croix .....                  | ..... | ..... | ..... | ..... |

## CANNED MEATS

|                                     |       |        |        |        |        |        |
|-------------------------------------|-------|--------|--------|--------|--------|--------|
| Comp. corn beef, 1-lb. cans ...     | 1 50  | \$ .85 | \$1 60 | \$1 65 | \$1 60 | \$1 70 |
| " " 2-lb. cans ...                  | 2 75  | 3 30   | 2 85   | 3 00   | 2 80   | 2 90   |
| " " 6-lb. cans ...                  | 8 50  | 11 00  | .....  | 8 25   | 8 75   | 9 25   |
| " " 14-lb. cans ...                 | 20 00 | 24 50  | .....  | 19 50  | 20 00  | 21 00  |
| Mixed callops, 2-lb. can .....      | 3 00  | 3 90   | .....  | 2 60   | 2 50   | 2 80   |
| Lunch tongue, 1-lb. can .....       | 6 00  | 7 90   | .....  | 3 00   | 3 00   | 3 25   |
| " " 2-lb. can .....                 | 6 00  | 7 90   | .....  | 7 00   | 5 80   | 6 00   |
| English brawn, 2-lb. can .....      | 2 40  | 2 75   | .....  | 2 45   | 2 75   | 2 80   |
| Camp sausage, 1-lb. can .....       | ..... | .....  | .....  | 2 50   | 2 50   | .....  |
| " " 2-lb. can .....                 | ..... | .....  | .....  | 4 00   | 4 00   | .....  |
| Soups, assorted, 1-lb. can .....    | 1 15  | 1 50   | .....  | 1 50   | 1 40   | .....  |
| " " 2-lb. can .....                 | 2 40  | 2 45   | .....  | 2 20   | 2 25   | .....  |
| Soups and Boull., 2-lb. can .....   | 1 75  | 2 50   | .....  | 1 80   | 1 75   | .....  |
| " " 6-lb. can .....                 | 3 50  | 5 85   | .....  | 4 50   | 4 25   | 4 50   |
| Sliced smoked beef, 1-lb. can ..... | 1 65  | 1 70   | 1 65   | 1 70   | .....  | 2 00   |
| " " 1-lb. can .....                 | 2 75  | 3 10   | 2 80   | 2 95   | .....  | 3 25   |

## FRUITS

| Foreign                      |       |       |       |       |       |       |       |       |       |       |
|------------------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Currants, Provincials, bbls. | ..... | ..... | ..... | ..... | ..... | ..... | ..... | ..... | 12    | 12    |
| “ “ ½-bbls.                  | ..... | ..... | ..... | ..... | ..... | ..... | ..... | ..... | ..... | ..... |
| “ Fillatras, bbls.           | ..... | 10    | ..... | ..... | ..... | ..... | ..... | ..... | ..... | ..... |
| “ “ ½-bbls.                  | ..... | 10    | ..... | ..... | ..... | ..... | ..... | ..... | ..... | ..... |
| “ “ cases.                   | ..... | 10    | ..... | 10    | ..... | ..... | ..... | ..... | ..... | ..... |
| “ “ ½-cases.                 | ..... | 10½   | ..... | 10    | ..... | 12½   | ..... | ..... | 12    | ..... |
| “ Patras, bbls.              | ..... | ..... | ..... | ..... | ..... | ..... | ..... | ..... | ..... | ..... |
| “ “ ½-bbls.                  | ..... | 11    | 11    | 11½   | ..... | ..... | ..... | ..... | ..... | ..... |
| “ “ cases.                   | ..... | 11    | 11    | 11½   | ..... | ..... | ..... | ..... | ..... | ..... |
| “ “ ½-cases.                 | ..... | 11    | 11    | 11½   | ..... | ..... | ..... | ..... | ..... | ..... |
| Vostlzas, cases.             | 14    | 15    | 12    | 14    | ..... | ..... | ..... | ..... | ..... | ..... |
| Dates, Hollowes              | ..... | 3½    | 4     | 4½    | ..... | 3½    | ..... | ..... | 4     | ..... |
| “ Salts                      | ..... | 3     | 3½    | 4     | ..... | ..... | ..... | ..... | ..... | ..... |
| Figs, 10-lb. boxes           | 70    | 90    | 9½    | 12    | ..... | 10    | ..... | ..... | 12    | ..... |
| “ Mats, per lb.              | 8½    | 3½    | ..... | 8½    | ..... | ..... | ..... | ..... | ..... | ..... |
| “ 7-cr, 28-lb. boxes         | ..... | ..... | ..... | 16    | ..... | ..... | ..... | ..... | ..... | ..... |
| “ 1-lb. glove boxes          | ..... | ..... | ..... | 12    | ..... | ..... | ..... | ..... | ..... | ..... |
| Prunes, California,          | ..... | ..... | ..... | 8     | 8½    | ..... | ..... | ..... | ..... | ..... |
| “ “ 40's                     | ..... | 7½    | 7½    | 8     | 8½    | ..... | 8½    | ..... | 9     | ..... |
| “ “ 50's                     | ..... | 7½    | 7     | 7½    | 7½    | ..... | 7½    | ..... | 8     | ..... |
| “ “ 60's                     | ..... | 7     | 6     | 7     | 7     | ..... | 7     | ..... | 7     | ..... |
| “ “ 70's                     | ..... | 6½    | 6     | 6½    | 6½    | ..... | 6½    | ..... | 7     | ..... |
| “ “ 80's                     | ..... | 6     | 5½    | 6     | 6     | ..... | 6     | ..... | 6½    | ..... |
| “ “ 90's                     | ..... | 5½    | 5     | 5½    | 5½    | ..... | 5½    | ..... | 6     | ..... |
| “ “ 100's                    | ..... | 5     | 4½    | 5     | ..... | ..... | ..... | ..... | ..... | ..... |
| “ Bosula, A's                | ..... | ..... | ..... | 9     | ..... | ..... | ..... | ..... | ..... | ..... |
| “ “ B's                      | ..... | ..... | 7½    | 8     | ..... | ..... | ..... | ..... | ..... | ..... |
| “ “ U's                      | ..... | 5     | 6½    | 6½    | ..... | ..... | ..... | ..... | ..... | ..... |
| “ Frenchb, 50's              | ..... | ..... | ..... | ..... | ..... | ..... | ..... | ..... | ..... | ..... |
| “ “ 110's                    | 3¼    | 3½    | 3¼    | 4     | ..... | ..... | ..... | ..... | ..... | ..... |
| Raisins, Fine off stalk.     | b     | 5½    | 5½    | 6½    | ..... | 8     | ..... | 8½    | ..... | ..... |
| “ Selected                   | 5½    | 6     | 6     | 7     | ..... | 9     | ..... | 12    | ..... | ..... |
| “ Selected layers            | 6     | 6½    | ..... | 7½    | ..... | ..... | ..... | ..... | ..... | ..... |
| “ Sultanas                   | 8     | 10    | 9     | 12    | ..... | 10    | ..... | 10    | ..... | ..... |
| “ Californa, 2-crown         | 5     | 5½    | ..... | ..... | ..... | 9     | ..... | 9½    | ..... | ..... |
| “ “ 3-crown                  | ..... | 6     | ..... | 7½    | ..... | 8½    | ..... | 9     | ..... | ..... |
| “ “ 4-crown                  | ..... | 6½    | ..... | 8½    | ..... | 9     | ..... | 10    | ..... | ..... |
| “ seeded, 3-cr.              | 9½    | 10    | 10    | 11    | ..... | 10    | ..... | 10½   | ..... | ..... |
| “ Malaga, Lon. layers        | ..... | 1 50  | ..... | 2 00  | ..... | 2 25  | ..... | 2 40  | ..... | ..... |
| “ Black baskets              | ..... | ..... | ..... | 2 25  | ..... | 2 50  | ..... | 2 75  | ..... | ..... |
| “ Blue baskets               | ..... | ..... | ..... | 2 80  | ..... | 3 00  | ..... | 3 00  | ..... | ..... |
| “ Dehesa clusters            | ..... | ..... | 3 00  | 4 00  | ..... | 3 25  | ..... | 3 50  | ..... | ..... |
| “ Choice clusters            | 2 75  | 3 00  | ..... | 3 00  | ..... | ..... | ..... | ..... | ..... | ..... |

## PROVISIONS

|                                |       |       |       |       |       |
|--------------------------------|-------|-------|-------|-------|-------|
| Dry Salted Meats—              |       |       |       |       |       |
| Long clear bacon .....         | 10    | 11    | 11½   | ..... | ..... |
| Smoked meats—                  |       |       |       |       |       |
| Breakfast bacon .....          | 14    | 14    | 14½   | ..... | ..... |
| Rolls .....                    | 11    | ..... | 12    | 11    | 12    |
| Medium Hams .....              | 13    | 14    | 13½   | 14    | 14    |
| Large Hams .....               | ..... | ..... | 12½   | 13    | ..... |
| Shoulder hams .....            | 11    | ..... | 11½   | 8     | 9     |
| Backs .....                    | ..... | 14    | 14½   | ..... | ..... |
| Meats out of pickle i.e. less. |       |       |       |       |       |
| Barrel Pork—                   |       |       |       |       |       |
| Canadian heavy mess .....      | 19 50 | ..... | 20 00 | 19 00 | 19 50 |
| short cut .....                | 20 00 | ..... | 21 00 | 19 00 | 20 50 |
| Plate beef .....               | 12 50 | 13 50 | 12 50 | 14 00 | 14 50 |
| Lard, tallow, per lb. .....    | 11    | 11    | 11    | 10½   | 11    |
| Tubs .....                     | 11½   | 11    | 11    | 11    | 11½   |
| Pails .....                    | 11½   | 11½   | 11½   | 11½   | 11½   |



Shipping  
Packages.Write  
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Prices toBoeckh Bros.  
& Company.

TORONTO.

The Wm. Cane & Sons Mfg. Co., Limited,  
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## Washing Compound ?

Your customers will ask for it.  
Nothing like it.

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VICTORINE (Incorporated)  
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## DWIGHT'S



## SODA

## WORK—CASH.

You save both by handling  
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Soda, which is handsomely packed,  
ready to hand to a customer. No  
measuring, bagging, weighing, or tying,  
and you make more profit on a package  
than on a pound of bulk soda.

JOHN DWIGHT &amp; CO., TORONTO

**GRIMBLE'S** English Malt  
Six GOLD Medals **VINEGAR**

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Owing to the increased demands on us by the grocery trade, who recognize  
the worth and selling qualities of

## "Capstan" Brand

grocery articles, we have been compelled to remove our manufacturing plant to  
larger premises and a better shipping centre.

We are now installed in our new factory at 50 Jarvis Street, Toronto.  
where we can meet your demands favorably.

The Capstan Mfg. Co., formerly of Collingwood, Ont.

| COFFEE                              |  | Montreal. |        | Toronto. |        | St. John,<br>Halifax. |        |
|-------------------------------------|--|-----------|--------|----------|--------|-----------------------|--------|
| Green—                              |  |           |        |          |        |                       |        |
| Mocha.....                          |  | 24        |        | 23       | 28     | 25                    | 30     |
| Old Government Java.....            |  | 27        |        | 22       | 30     | 25                    | 30     |
| Rio.....                            |  | 10        |        | 7 1/2    | 9 1/2  | 12                    | 13     |
| Santos.....                         |  |           |        | 26       | 30     |                       |        |
| Plantation Ceylon.....              |  | 29        |        | 22       | 25     | 29                    | 31     |
| Porto Rico.....                     |  |           |        | 22       | 25     | 24                    | 28     |
| Guatemala.....                      |  | 18        |        | 22       | 25     | 24                    | 28     |
| Jamaica.....                        |  | 18        |        | 15       | 20     | 18                    | 22     |
| Maracaibo.....                      |  | 18        |        | 13       | 18     | 13                    | 15     |
| NUTS                                |  |           |        |          |        |                       |        |
| Brazil.....                         |  |           |        | 15       | 16     | 8 1/2                 | 9      |
| Valencia shelled almonds.....       |  | 31        | 32     | 30       | 35     | 22                    | 25     |
| Tarragona almonds.....              |  | 11 1/2    | 12 1/2 | 13       | 14     | 13                    | 15     |
| Formegetta almonds.....             |  |           |        |          | 14 1/2 |                       |        |
| Jordan shelled almonds.....         |  |           |        | 40       | 43     |                       |        |
| Peanuts (roasted).....              |  | 7 1/2     | 8      | 8        | 10     | 9                     | 10     |
| " (green).....                      |  | 8 1/2     | 7      | 7        | 9      |                       |        |
| Cocanuts, per sack.....             |  | 3 00      |        | 3 75     | 4 00   | 3 50                  | 4 00   |
| " per doz.....                      |  |           |        | 60       | 70     | 60                    | 70     |
| Grenoble walnuts.....               |  | 9 1/2     | 10     |          | 11 1/2 | 9                     | 12     |
| Marhot walnuts.....                 |  | 7         | 8 1/2  |          | 9      | 9                     | 10     |
| Bordeaux walnuts.....               |  |           |        |          | 9      | 9                     | 10     |
| Sicily filberts.....                |  | 9         | 10     | 10       | 11 1/2 | 9                     | 10     |
| Naples filberts.....                |  |           |        | 10       | 11     | 10                    | 11     |
| Pecans.....                         |  | 10        | 12     | 13       | 15     | 12                    | 14     |
| Shelled Walnuts.....                |  | 19        | 20     | 20       | 25     |                       |        |
| SODA                                |  |           |        |          |        |                       |        |
| Bl-carb, standard, 112-lb. ke       |  | 1 65      | 1 80   | 2 00     | 2 25   | 1 70                  | 1 75   |
| Sal soda, per bbl.....              |  | 70        | 75     | 80       | 90     | 85                    | 90     |
| Sal Soda, per keg.....              |  | 95        | 1 00   |          | 1 00   | 95                    | 1 00   |
| Granulated Sal Soda, per lb..       |  |           |        |          | 1      |                       |        |
| SPICES                              |  |           |        |          |        |                       |        |
| Pepper, black, ground, in kegs      |  |           |        |          |        |                       |        |
| " palls, boxes.....                 |  | 16        | 18     |          | 18     | 14                    | 15     |
| " in 5-lb. cans.....                |  | 14        | 17     |          | 19     | 15                    | 16     |
| " whole.....                        |  | 15        | 17     |          | 19     | 12                    | 13     |
| Pepper, white, ground, in kegs      |  |           |        |          |        |                       |        |
| " palls, boxes.....                 |  | 26        | 27     | 26       | 27     | 24                    | 28     |
| " 5-lb. cans.....                   |  | 25        | 26     | 25       | 26     | 20                    | 22     |
| " whole.....                        |  | 23        | 25     | 23       | 25     | 20                    | 22     |
| Ginger, Jamaica.....                |  | 19        | 25     | 22       | 25     | 20                    | 25     |
| Cloves, whole.....                  |  | 12        | 30     | 14       | 35     | 18                    | 20     |
| Pure mixed spice.....               |  | 25        | 30     | 25       | 30     | 25                    | 30     |
| Cassia.....                         |  | 13        | 18     | 20       | 40     | 16                    | 20     |
| Cream tartar, French.....           |  |           |        | 25       | 24     | 25                    | 22     |
| " best.....                         |  |           |        | 28       | 30     | 25                    | 30     |
| Allspice.....                       |  | 10        | 15     | 13       | 16     | 18                    | 18     |
| WOODENWARE                          |  |           |        |          |        |                       |        |
| Palls, No. 1, 2-hoop.....           |  | 1 90      |        | 1 60     |        | 1 90                  |        |
| " 3-hoop.....                       |  | 2 05      |        | 1 75     |        | 2 05                  |        |
| " half, and covers.....             |  | 1 75      |        | 1 70     |        | 1 75                  |        |
| " quarter, jam and cover            |  | 1 45      |        | 1 20     |        | 1 45                  |        |
| " candy, and covers.....            |  | 2 70      | 8 20   | 1 75     | 2 70   | 3 20                  |        |
| Tubs No. 0.....                     |  | 11 00     |        | 8 50     |        | 11 00                 |        |
| " 1.....                            |  | 9 00      |        | 7 00     |        | 9 00                  |        |
| " 2.....                            |  | 8 00      |        | 6 25     |        | 8 00                  |        |
| " 3.....                            |  | 7 00      |        | 5 35     |        | 7 00                  |        |
| PETROLEUM                           |  | Montreal. |        | Toronto. |        | St. John,<br>Halifax. |        |
| Canadian water white.....           |  | 14 1/2    | 15 1/2 |          | 17 1/2 | 16                    | 16 1/2 |
| Sarnia water white.....             |  | 16        | 17     |          | 16 1/2 | 18                    | 16 1/2 |
| Sarnia prime white.....             |  |           | 18     |          | 15 1/2 |                       | 15 1/2 |
| American water white.....           |  |           | 19     |          | 17 1/2 | 17                    | 17 1/2 |
| Pratt's Astral (barrels extra)      |  | 18 1/2    | 19     |          | 17 1/2 | 18                    | 18 1/2 |
| Black— TEAS                         |  |           |        |          |        |                       |        |
| Congou—Half-chests Kalsow,          |  |           |        |          |        |                       |        |
| " Moning, Paking.....               |  | 13        | 80     | 12       | 60     | 11                    | 40     |
| " Caddies Paking, Kalsow...         |  | 17        | 40     | 18       | 50     | 15                    | 40     |
| Indian—Darjeelings.....             |  | 85        | 55     | 85       | 55     | 80                    | 50     |
| Assam Pekoes.....                   |  | 20        | 40     | 20       | 40     | 18                    | 40     |
| Pekoe Sonchong.....                 |  | 18        | 25     | 18       | 25     | 17                    | 24     |
| Ceylon—Broken Pekoes.....           |  | 35        | 42     | 35       | 42     | 34                    | 40     |
| " Pekoes.....                       |  | 20        | 80     | 20       | 80     | 20                    | 30     |
| " Pekoe Sonchong.....               |  | 17 1/2    | 40     | 17       | 35     | 17                    | 35     |
| China Greens—                       |  |           |        |          |        |                       |        |
| " Gunpowder—Cases, extra first      |  | 42        | 50     | 42       | 50     |                       |        |
| " Half-chests, ordinary firsts      |  | 22        | 28     | 22       | 28     |                       |        |
| Young Hyson—Cases, firsts           |  |           |        |          |        |                       |        |
| " extra firsts.....                 |  | 42        | 50     | 42       | 50     |                       |        |
| " Cases, small leaf, firsts.....    |  | 85        | 40     | 85       | 40     |                       |        |
| " Half-chests, ordinary firsts      |  | 22        | 38     | 22       | 38     |                       |        |
| " Half-chests, seconds.....         |  | 17        | 19     | 17       | 19     |                       |        |
| "      " thirds.....                |  | 15        | 17     | 15       | 17     |                       |        |
| " common.....                       |  | 13        | 14     | 13       | 14     |                       |        |
| Pingsueys—                          |  |           |        |          |        |                       |        |
| " Young Hyson, 1/2-chests, firsts   |  | 28        | 32     | 38       | 32     | 30                    | 40     |
| "      " seconds.....               |  | 16        | 19     | 16       | 19     |                       |        |
| "      " Half-boxes, firsts ..      |  | 28        | 32     | 28       | 32     |                       |        |
| "      " seconds.....               |  | 16        | 19     | 18       | 19     |                       |        |
| Japans—                             |  |           |        |          |        |                       |        |
| " 1/2-chests, finest May pickings   |  | 38        | 40     | 38       | 40     |                       |        |
| " Choice.....                       |  | 32        | 36     | 33       | 37     |                       |        |
| " Finest.....                       |  | 28        | 30     | 30       | 32     |                       |        |
| " Fine.....                         |  | 25        | 27     | 27       | 30     |                       |        |
| " Good medium.....                  |  | 22        | 24     | 25       | 28     |                       |        |
| " Medium.....                       |  | 19        | 20     | 21       | 23     |                       |        |
| " Good common.....                  |  | 18        | 18     | 18       | 20     |                       |        |
| " Common.....                       |  | 13        | 15     | 15       | 17     |                       |        |
| " Nagasaki, 1/2-chests, Pekoe...    |  | 18        | 22     |          |        |                       |        |
| "      " Oolong.....                |  | 14        | 15     |          |        |                       |        |
| "      " Gunpowder.....             |  | 18        | 19     |          |        |                       |        |
| "      " Siftings.....              |  | 7 1/2     | 11     |          |        |                       |        |
| RICE, MACARONI,<br>SAGO, TAPIOCA.   |  |           |        |          |        |                       |        |
| Rice—Standard B.....                |  | 3 00      | 3 10   |          | 3 1/2  | 3 25                  | 3 40   |
| " Patna, per lb.....                |  | 4 25      | 4 50   |          | 5      | 5                     | 6      |
| " Japan.....                        |  | 4 40      | 4 90   |          | 5 1/2  | 5                     | 6      |
| " Imperial Seta.....                |  | 4 60      | 4 90   |          | 4 1/2  | 5 1/2                 | 6      |
| " Extra Burmah.....                 |  |           |        |          | 4 1/2  | 4                     | 5      |
| " Java, extra.....                  |  |           | 5 1/2  |          | 8      | 8                     | 7      |
| " Macaroni, dom'ic per lb., bulk    |  | 5         | 8      |          | 7 1/2  |                       |        |
| "      " Imp'd, 1-lb. pkg., French. |  | 8         | 12     |          | 9      | 10                    |        |
| "      "      " Italian.....        |  | 8         | 10     |          | 11     | 12 1/2                |        |
| Sago.....                           |  | 3 1/2     | 4      |          | 4 1/2  | 4 1/2                 | 5      |
| Tapioca.....                        |  | 3 1/2     | 4      |          | 4 1/2  | 4 1/2                 | 5      |



# BARBADOES MOLASSES.

A cargo of fine Barbadoes Molasses has just been received, and we are now delivering ex wharf all orders taken for July delivery.

We are ready to book orders (for Fall delivery) for canned goods of every description, all new pack, 1901.

We wish to advise the trade that there is a considerable quantity of last year's pack on the market.

Be sure when you order your winter's supply that you get 1901 goods, otherwise you may be served with old stock and displease your customers.

We offer nothing but fresh goods, and our prices are right.

The salmon canners' strike will not affect our trade. We are prepared to guarantee delivery of any orders we may accept, and hold contracts for large quantities of :

**"Clover Leaf" Salmon, tall and flat tins.**

**"Horse Shoe" Salmon, tall and flat tins.**

**"Victoria" Salmon, tall and flat tins.**

**"Owekayno" Salmon, tall tins.**

**"Red Cohoes" Salmon, tall tins.**

**"Princess" Pink Salmon, tall tins.**

We specially recommend the "Victoria" Brand as a very superior article.

"Pink" salmon should also be given a trial order. It will pay you, and is guaranteed to please your customers.

We respectfully invite our clients to send in their Fall orders for Richard's, Couturier's and Marionis Brandy before the 15th of August, in order to benefit by the direct steamship rates of freight.

Ship will sail about middle of September.

Don't forget that we are agents for Sir Thos. Lipton's famous Ceylon Teas.

We also keep in stock a full assortment of Japan Gunpowders and Black Teas which we can quote very low—try us.

---

## Laporte, Martin & Cie., Montreal.

## THE PROVISION TRADE.

The Markets—A View of the Provision Trade—Miscellaneous Notes.

### A VIEW OF THE PROVISION TRADE.

THE packers are quite ready to take up any line of the products coming out from the hands of outsiders. There has been a good deal of lard and pork spilled out this week in the anxiety of the speculators to get into corn and wheat, as they have had more violent changes in prices. Towards the close, however, it rather looks as though the speculators were getting back in some degree in the provision deal.

The cash demands for the products have been very fair. The shipments out of the West have been large, both in the way of consignments and in the way of meeting wants of distributors. When the markets are clearly arranged to a basis upon which buyers can feel there is some reliance, it is quite probable that the export movements will enlarge. There is every indication that supplies are wanted in Europe and that the consumption there is well up to the average, despite the poor general business conditions there. A letter from Germany giving the imports of lard for this year against the previous season and the actually reduced stocks held, says that "it is proved that the consumption is about the same as last year, particularly as some lard had been imported from other countries, where, in the previous year, the supply had come from America exclusively. While the production and consumption are given as about the same as last year, the visible stock is much smaller, and considering that stocks decreased last year in July, August, September and October, and calculating an equal consumption for the coming autumn, that it would appear that stocks would be very moderate by November 1. Therefore, we believe that the tendency of the lard market is an unusually firm one, notwithstanding fluctuations which may occur occasionally. —National Provisioner, July 27.

### BUTCHERS NEVER GET CONSUMPTION.

It is a singular fact that butchers are not addicted to consumption, "The big fat butcher" is not only a saying, but, taking butchers all through, he is large of stature and strong of build. It has been claimed that the meat-market man lives mostly on inoculation. He hangs over meat and feeds upon the air chemically charged with it. Anyhow, the big lunged fellows who swing the cleaver and draw the meat saw, rarely, if ever, die of consumption.

The butcher is healthy in spite of the fact that he is a devil-may-care fellow and takes very little care of himself. Instead of consumptives going to Florida and to the Hot Springs, they should go into a butcher shop or tackle a beef killing or meat-handling job. The marketman may get rheumatism, typhoid and other troubles, but consumption seems to give him a wide berth. They are immunes. — National Provisioner.

### PRODUCE IMPORTS INTO LIVERPOOL.

According to the weekly circular of the Anglo-Canadian Produce Co., Limited, the imports of dairy produce and provisions into Liverpool this year up to July 19 and for the corresponding period last year were as follows:

|                        | To July 19,<br>1901. | To July 18,<br>1900. |
|------------------------|----------------------|----------------------|
| Cheese, boxes .....    | 407,429              | 532,844              |
| Butter, packages ..... | 189,302              | 49,589               |
| Bacon, boxes .....     | 372,599              | 334,978              |
| Hams, boxes .....      | 157,118              | 142,755              |
| Lard, tons .....       | 27,472               | 14,146               |

Stocks in Liverpool on the undermentioned dates were as follows:

|                                  | June 29,<br>1901. | May 31,<br>1901. | June 30,<br>1900. |
|----------------------------------|-------------------|------------------|-------------------|
| Cheese, boxes .....              | 40,038            | 38,245           | 47,791            |
| Butter, packages .....           | 4,836             | 1,981            | 1,216             |
| Bacon, boxes .....               | 13,159            | 14,074           | 16,341            |
| Hams, boxes .....                | 4,916             | 6,204            | 6,706             |
| Shoulders, boxes .....           | 2,076             | 3,253            | 2,577             |
| Lard, prime steam, tierces ..... | 5,960             | 3,582            | 12,927            |
| " refined, " tons .....          | 2,122             | 1,718            | 1,261             |

### COLD STORAGE NEEDED.

Advices from London say: The prolonged drought here, while not threatening absolute ruin to the farmers, has already entailed serious losses and upset a good many business calculations. The chief sufferers, of course, are the dairy farmers, one of the few branches of British agriculture in which money can be made nowadays. The pastures have been irretrievably damaged, and dear butter during the coming winter is assured.

At present butter is pouring into London from Russia, the United States and Canada, but the bulk of it has to be thrown immediately upon the market owing to the insufficiency of cold storage accommodations.

### THE PROVISION MARKETS. TORONTO.

The demand is light, but well up to the mark of other seasons. Spring lambs are 1c. lower per lb., and calves have declined 50c. to \$1 for best. We quote as follows: Dressed hogs, \$9.25 to \$9.50 per cwt.; mutton, \$6 to \$7 per cwt.; yearling lambs, \$7.50 to \$8.50 per cwt.; spring lambs, 10 to 11c. per lb.; beef

carcases, \$7.50 per cwt. for best and \$6 to \$7 for mediums; hind quarters, 8½ to 9½c. for best; fore quarters, 4½ to 5½c. for best; calves, \$7 to \$8 for best and \$6 to \$7 for mediums.

Pork products are in heavy demand and a big trade is being done at firm prices. We quote as follows: Long clear bacon, 11½c. Smoked meats—Breakfast bacon, 14 to 14½c.; rolls, 12c.; small hams, 13½ to 14c.; medium hams, 13½ to 14c.; large hams, 12½ to 13c.; shoulder hams, 11½c.; backs, 14 to 14½c. Barrel pork—Canadian heavy mess, \$20; Canadian short cut, \$21; lard, tierces, 10¾c.; tubs, 11c.; pails, 11¼c.

ST. JOHN, N.B.

In pork there is a wide range in prices. Local packers are sold up, but Boston figures are quoted well below western prices. There is a fair sale for beef at even figures. Pure lard is still high, though one of the western packers sold a car rather under the market. Compound lard has been advanced.

### WINNIPEG.

CURED MEATS—There has been a sharp advance on some lines and trade is active with a remarkably firm market. Hams, 13½ to 14c.; breakfast bellies, 14c.; short backs, 14c.; shoulders, 10c.; spiced rolls, 10½c.; dry salt long clear, 11½c.; smoked, 12½c.; square shoulders, 9½c. This is an advance of about ½c. on all lines quoted.

LARD—Pure lard is firm at \$2.35 for 20-lb. pails, while compound has advanced 10c. and is now quoted at \$2. Other grades are in proportion. It may be stated that all pork products are very high, heavy mess pork being quoted at \$20 per bbl., the highest figure for a long period.

## EGGS, BUTTER, CHEESE, ETC. CONSIGNMENTS SOLICITED.

Write us when you have Eggs and Butter to offer. Cases supplied.

The J. A. McLean Produce Co., Limited,  
77 Colborne St., TORONTO.

## SMOKED MEATS PURE LARD

Our "MAPLE LEAF" brand is unexcelled

We are large dealers in EGGS and  
BUTTER. WRITE US.

D. GUNN, BROTHERS & CO.

Pork Packers and Commission Merchants  
76-78-80 Front St. E. - - TORONTO





To hold the Best Trade  
you must sell the Best  
Goods.

REGISTERED  
*Bow Park*  
BRAND

## Sweet Pickles

Always Lead.

Your wholesaler will give you quotations, or write direct.

**Shuttleworth & Harris,**  
BRANTFORD, CANADA.

The demand for

REGISTERED  
*Bow Park*  
BRAND  
**HAMS**

is growing every day, and we  
think it will pay you to handle  
them.

Your customers will enjoy  
them and you will be pleased to  
sell them, as they are the best in  
any line of goods.

**The Brantford Packing Co.**  
BRANTFORD, ONT. LIMITED

## Sugar-Cured MEATS

are high and will be high in price during the  
summer. We can give you a good selling line  
of

### SHOULDERS

at reasonable prices. These are Sugar-Cured,  
Mild, and cut up well, in place of the higher-  
priced Hams.

**F. W. FEARMAN CO.**

Limited

Pork Packers, Lard Refiners,  
Butter and Cheese Dealers,

Hamilton, Ont.

**THE CANADIAN PACKING CO.**  
LONDON, ONT.



GUARANTEED CHOICE AND PURE.  
**GOLD MEDAL, PARIS 1900.**

Please order goods through your wholesale house.

## LIVERPOOL.

Reported by Anglo-Canadian Produce Co.,  
July 20.

**Cheese**—Firm, and a steady demand. Irregular old colored cheddars, 38s. 6d. to 42s.; finest new colored States, 45s. to 46s.; finest new white States, 45s. to 46s.; finest new Canadian, colored, 45s. to 46s.; finest new Canadian, white, 45s. to 46s.

**Butter**—Quiet demand. Danish—firkins, 106s. to 110s.; Russian and Siberian, 90s. to 92s.; Irish creameries, 100s. to 102s.; Irish factories, 90s. to 94s.; Canadian creamery—boxes, 96s. to 98s.; States, fine, 84s. to 86s.

**Eggs**—Sell slowly. Eggs, per 120: Irish hens, 6s. to 6s. 10d.; Canadian preserved (contracting), 6s. 10d. to 7s. 3d.; continental, 4s. 6d. to 6s.

**Bacon**—Firm. Waterford Irish sides, 66s. to 68s.; Danish sides, 61s. to 63s.; Canadian Wiltshire Sides, 58s. to 60s.; Canadian long rib, 53s. 6d. to 56s. 6d.; Canadian cumberland cut, 51s. to 53s.; American long clear, 46s. to 48s.; American short clear, 42s. 6d. to 43s.; American short rib, 48s. to 50s.; American cumberland cut, 42s. to 47s.; American stafford cut, 46s. to 46s. 6d.; American clear bellies, 51s. to 53s.; American short clear backs, 44s. 6d. to 46s.; American shoulders, N.Y., 39s. to 39s. 6d.; American shoulders, square cut, 38s. to 40s.; American shoulders, picnics, 38s. 6d. to 40s. 6d. **Hams**—Canadian cut, 53s. to 57s.; American long cut, 53s. to 58s.; American short cut, 52s. to 58s.; American skinless, 56s. to 60s. **Lard**—Tierces, prime, steam, 43s. 6d. to 44s.; lard refined, 28-lb. pails, 43s. 3d. to 44s.

## PROVISION TRADE NOTES.

The Palmerston, Ont., pork factory disposed of about 600 hogs last week.

The Ingersoll, Ont., pork packers' picnic was held on July 31 at Watterworth's grove. A large number of prizes were offered and the programme of games and sports was interesting. The Foresters' band and an orchestra furnished the music.

Earsman, Hardy & Co., wholesale provision merchants, Victoria and Vancouver, have changed their style to Earsman, Wilson Co., Limited, Biggerstaff Wilson, of Victoria, entering the firm. They have installed a cold storage plant.

The G. Smith Pork Packing Co., Limited, 6 and 8 Ontario street, Toronto, has recently been incorporated with capital stock of \$40,000. The directors are: Messrs. E. Burns, president; J. W. Lawrence, L. M. Vanstone, A. M. Smith, F. A. Smith, and R. Weir and Mr. C. L. Sivers is secretary-treasurer.

## Are you thinking about MEATS?

If you are looking for a

## LIVE LINE OF SELLERS

buy **CLARK'S.**

60 Varieties 60

THIS BRAND

ON **BACON**  
—AND—  
**HAMS**



guarantees the consumer an article perfectly cured, and prepared by the most improved process in the world.

**The Farmers' Co-Operative Packing Co.**  
of BRANTFORD, Limited.

Makers of Breakfast Bacon, Long Clear Bacon, Short Roll Bacon, Long Rib Bacon, Long Roll Bacon, Square Cut Shoulders, Back, or Windsor Bacon, Shoulder Butts, Wiltshire Bacon, Mess Pork, Cumberland Bacon.

## Our Brands Give Satisfaction.

**SUGAR-CURED HAMS,**  
**BONELESS BREAKFAST BACON,**  
**ROLL BACON, PURE LARD.**

## Hot Weather Specials

READY FOR LUNCHEON:

**BOILED PORK HAMS,**  
**LUNCH BEEF,**  
**BOLOGNA SAUSAGE,**

**BOILED BEEF HAMS,**  
**HAM, CHICKEN and TONGUE**  
**SAUSAGE.**

**The Park, Blackwell Co., Limited**  
**Packers and Exporters,** **TORONTO, CANADA.**

London Agents: Messrs. Miller Bros.  
16 Tooley St.

Liverpool Agents: Messrs. W. P. Sinclair & Co.  
12 North John St.



# LARD



Orders can be filled by any of the leading jobbers in Canada or direct.

No hog lard is as pure and wholesome as Fairbank's "Boar's Head" Standard Refined Lard Compound. This brand is the oldest on the market, commanding the preference of consumers everywhere.

Fairbank's "Boar's Head" Standard Refined Lard Compound commands a better price than hog lard at times when hog lard is cheap; at present out "Boar's Head" Brand is sold at 1½c. to 2c. per lb. less than hog lard.

Fairbank's "Boar's Head" Standard Refined Lard Compound is composed chiefly of vegetable oil, and on account of its purity and wholesome quality is preferred to hog lard by those who have tried it. It will go further in cooking than any hog lard.

Write for quotations on Fairbank's "Boar's Head" Standard Refined Lard Compound. It will give satisfaction to your trade and increase your profits. We guarantee the quality.

Fairbank's "Boar's Head" Standard Refined Lard Compound is packed in the following sizes:

|             |   |          |            |   |         |
|-------------|---|----------|------------|---|---------|
| Tierces     | - | 400 lbs. | Pails, tin | - | 10 lbs. |
| Boxes       | - | 50 lbs.  | " "        | - | 5 lbs.  |
| Pails, wood | - | 20 lbs.  | " "        | - | 3 lbs.  |
| " tin       | - | 20 lbs.  |            |   |         |

## THE N. K. FAIRBANK COMPANY

Wellington and Ann Sts., MONTREAL, QUE.



## PURNELL'S MALT VINEGARS

Brewery, Bristol, England.

—AGENTS:—

Charlottetown, P.E.I.—Horace Haszard, South Side Queen Sq.

Halifax, N.S.—J. Peters & Co., 47 Upper Water St.

St. John, N.B.—Robert Jardine.

Montreal—J. M. Kirk, 18 Hospital St.

Toronto—J. Westren & Co., 630 Ontario St.

Hamilton—Imperial Vinegar Co.

Winnipeg—A. Strang & Co., Portage Avenue.

Vancouver, B.C.—C. E. Jarvis & Co., 328 Holland Block.

### Do You Buy Fruit From Us?

#### LEMONS

Big demand during this hot weather.

Watermelons, Oranges, Bananas, Peanuts,  
California Peaches, Pears, Plums.

We handle everything in the line. Will be glad to serve you. Send name and address for price list, mailed each week.

### WHITE & CO., TORONTO



Mention this Paper.

#### Aluminum Coins and Due Bills.

Made in Colored Card and Board. Once used never discarded. Also made in Aluminum or Brass for Bakers and Milkmen.

Boon for Merchants,  
The Cranston Trade Due Bill.

Our Due Bill System simplifies trade, makes the produce business a source of pleasure, profit and a means of advertising that is most valuable. Farmers like the Due Bill Coin almost as much as cash. They make new customers for the merchants. Made in 1c, 5c, 10c, 25c, 50c and \$1.00 sizes. Send for price in Aluminum or Brass (assorted sizes) or different colored Card Board.



J. K. CRANSTON, Galt, Ont.



## HINTS FOR MEN WHO ADVERTISE.

### ADVERTISING FOR MAIL-ORDER BUSINESS

**D**OING business through the mails is reaching proportions in these days that makes valuable any suggestion as to better methods of management, remarks Business. It is not alone the houses that are known distinctively as "mail-order houses," but almost every merchant is striving in this age to reach beyond his local surroundings, and to a large number the mail order system proves the open door.

Advertising must necessarily play an important part in the expansion of mail-order business in whatever line. For this reason the following from a contemporary will prove of interest to the many concerned:

The element of persistency is the one essential to ultimate success in the mail-order business. There is little or no use in the new man in this field of action reaching down into his pocket and saying to himself: "Here's so much money; I will invest it in space to advertise my wares. All the results I obtain through the instrumentality of this ad. I will turn back into more advertising and gradually build up a business." A business cannot be established on this basis for the simple reason that one advertisement, even though it may be inserted in the strongest medium in the United States, will not bring in enough returns the first time to give sufficient capital to continue advertising upon a respectable basis. The reason for this is plain. Not one in one thousand of the readers of your ad. will investigate. It is simply read and left go over. In the next issue it is missing and the man you are after never thinks of it more, simply because the one reading has not fixed it upon his mind. You can safely count upon a large percentage of your money invested as lost on your first effort.

Start in, however, to make a success of the mail-order business by being prepared to spend a sum calculated to give you a lasting publicity. Make your advertisements pull by reason of the frequency with which they appear. Give your prospective customer some reasons for believing that you are a permanent fixture in the mail-order business by keeping before him persistently. Make him believe that you are doing a big business by reason of the stability of your advertisements; then if the articles you are selling have real merit and deserve public confidence, rest assured that you will have your returns a hundred fold increased.

A man (one of the "get rich quickly" stamp) once said: "I don't see how the numberless people advertising in the big mail-order monthlies ever stand the pace. I am sure they don't get returns for the amount they invest. I speak from a positive knowledge of facts, because I have tried the experiment."

"How much did you put up to prove this business a failure?" queried a friend.

"Well," he answered, "I blew \$20 in on a so called successful mail-order publication and I didn't get more than half my money back."

There is a fellow who would drill a quarter-inch hole in the rock of Gibraltar and try to blow the whole thing up with two ounces of gunpowder, and he would get mad if he were to be hit in the eye with a small piece of stone, and upon opening the other eye find the rest of the rock still standing.

The mail-order business, like every other legitimate one, requires a certain amount of cash capital back of it, coupled with an ordinary amount of brain power and a good medium. Given these three elements and success is sure.

### ADVERTISING AND SUCCESS.

Any good store will stand good advertising, no matter whether the store sells dry goods or liquors or cigars or drugs. No store can succeed without advertising of some kind. Do not misunderstand me. Advertising isn't necessarily printed in the paper. It isn't necessarily the distribution of circulars or the painting of signs or the posting of bills. The advertising may be done in the store itself, and this is the best of all advertising. If this kind of advertising isn't done all the other advertising is discounted. Advertising may be gained by the proprietor's large circle of acquaintances. When two men are introduced, the chances are that each will find out the business of the other before they part. If they do not, the friend who introduced them will be asked what business each is in. That is one of the first things a man wants to know about another. It seems easier to take a man's measure when you know what business he is in. You can classify him better.

I want to say again that no business can succeed without advertising of some sort, and the better the advertising the greater the success.—Chas. A. Bates.

### MEASLES IN ADVERTISING.

The advertiser's individuality is not often expressed in the design brought in by the artist who has "had an idea" and offers to

sell it for so much, says J. A. Richards in Profitable Advertising.

Designs are many these days. There's an epidemic of them. They are not fatal, but a man with the measles isn't worth much for business.

And an advertisement which is all broken out with an artistic design isn't very valuable for business purposes, either.

And when a lot of these sick-looking advertisements are grouped together in a magazine, why, the entire mass is speckled, spotted, ineffective.

But the advertiser isn't so much to blame for this epidemic as the artists and writers themselves, who have the disease chronically, and who run around and spread it among the unsuspecting.

The average advertiser is so constantly and almost abnormally looking for something to attract that when a man with a design comes along he doesn't see the measliness of it, and before he knows it he's caught the disease.

And this is the way it comes about. The design is attractive as it comes from the artist's hand.

It's more attractive when reproduced in quarter-page magazine size, as it stands all alone, an artist's proof, with a lot of white space all about it.

The next time you see it you know it's a case of measles ward of the magazine.

That is to say, there are scores more of such designs all around it, and instead of being good advertising it's good measles, that is, it's out all right.

You see, it isn't the single case of measles that disturbs the peace of the community, but the epidemic.

So it isn't the single design that offends in the advertising world; it's the multiplicity of such things which renders flat and ineffective the effort of the many.

We have been accustomed to hear of the great variety of talent displayed in the advertising section of the magazines, and it is true enough.

And yet, these epidemics do sweep over the community and paralyze for a time the effectiveness of the expenditure.

Perhaps there's nothing to be done but let the epidemic run its course, and perhaps, if it isn't measles, it's whooping cough or some other malady which simultaneously attacks the advertising community.

We certainly cannot quarantine the advertiser so afflicted. What then?

In the first place, if we were victims let's look at ourselves in the glass when the design disease is on us, and see how like the mischief and how unlike ourselves we look.

And then—

Well, we'll get over it.

If we haven't had the prevailing malady and don't want it, how shall we protect ourselves?

Why let's quarantine ourselves.

Let's not be affected by the prevailing craze for certain styles of advertising copy, but think deeply and clearly.

Write simply and concisely.

Illustrate appropriately.

And so we shall advertise in a healthy manner.

And yet, after all, it isn't every design that is measles. -





IF YOU ALREADY HAVE ONE OF OUR  
HANDSOME TEA-CANISTERS,  
WITH THREE BRASS TEA SCOOPS,  
DON'T READ THIS AD.,

but—read it if you have not—act on our suggestion and send for one of them. We have no hesitation in claiming you will be delighted with it. Every grocer selling tea requires a tea-canister, which is ornamental and useful—that is the reason you require one of ours. The **QUEEN ALEXANDRA TEA** which goes with it is of unusually high quality and pays the grocer a handsome profit.

“WRITE,”  
“WIRE,” or  
“TELEPHONE”  
for one

TO

THE “OZO” CO., Limited  
MONTREAL.

# MOLASSES

.....P.Q., May 9th, 1901

THE DOMINION MOLASSES CO.,  
Halifax, N.S.

Dear Sirs,—I beg to advise receipt of the car Molasses, which came to hand in good order and condition, and, as a proof I am satisfied with the quality, now offer same figures for two cars same grade.

This is an extract from a letter received a few days ago referring to a carload of Barbadoes shipped to one of the largest cities in the Province of Quebec.

We have some more of this grade to offer, and the price is low.

The Dominion Molasses Co.,  
Limited  
MOLASSES AND SYRUPS. HALIFAX, N.S.

## THE TIME TO INSURE IS NOW

While you are WELL, STRONG and INSURABLE.

## THE Confederation Life

ASSOCIATION issues policies on all approved plans of insurance, and is a prosperous and progressive Canadian Company.

PROTECTION FOR YOUR FAMILY.  
PROFITABLE INVESTMENT FOR YOURSELF.

Pamphlets and full information sent on application.

Hon. Sir W. P. Howland, K.C.M.G., C.B.,  
PRESIDENT.

W. H. Beatty, Esq., W. D. Matthews, Esq.,  
VICE-PRESIDENTS.

W. C. MACDONALD,  
ACTUARY.

J. K. MACDONALD,  
MANAGING DIRECTOR.

HEAD OFFICE, - TORONTO.

## BUSINESS CHANGES.

## DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

**V**LEBLANC & CO., general merchants, Hull, Que., have made an abandonment.

G. Poboin, general merchant, St. Gedeon, Que., has assigned.

Booth & Co., produce dealers, Trenton, Ont., have assigned to Geo. F. Hope.

J. R. Dufresne, cigar dealer, etc., Montreal, has assigned to Alex. Desmarteau.

The creditors of Henry Head, general storekeeper, Cloyne, Ont., met on August 2.

Joseph L. Smith, grocer, Greenwood, B.C., has assigned to Edmund T. Wickwire.

Honore Thauvette, general merchant, St. Lazare de Vaudreuil, Que., has assigned to Chartrand & Turgeon.

A statement of the affairs of Honore Thanvette, general merchant, St. Lazare de Vaudreuil, Que., is prepared.

V. E. Paradis has been appointed provisional guardian of Dionne & Co., general merchants, etc., St. Moise, Que.

## PARTNERSHIPS FORMED AND DISSOLVED.

Thos. Bournival & Co., grocers, Three Rivers, Que., have dissolved.

J. Hebert & Co., general merchants, Drummondville, Que., have dissolved.

Joseph Bourgeois & Cie., general merchants, St. Angele de Laval, Que., have dissolved.

R. G. Gilliland, general merchant, Carievale, Man., has admitted W. J. Gilliland into partnership.

Lauder & Whitley, confectioners, etc., Edmonton, N.W.T., have dissolved. Each continues separately.

H. S. Scott and Geo. O. Hankinson have registered partnership as H. S. Scott & Co., flour and feed dealers, Weymouth, N.S.

G. D. Campbell and G. D. Campbell, jr., have registered a partnership as G. D. Campbell & Co., general merchants, Weymouth Bridge, N.S.

## SALES MADE AND PENDING.

The stock of M. E. Boivin, grocers, etc., Ottawa, is for sale.

The assets of Rooney & Co., cigar dealers, etc., Montreal, have been sold.

Chambers & Co., confectioners, fruiterers, etc., Morden, Man., are selling out.

The stock of Albert Stevens, confectioner, Hamilton, Ont., has been sold by bailiff.

The assets of Venance Taillefer, general merchant, Hawkesbury, Ont., have been sold.

The assets of G. Rioux, general merchant, Trois Pistoles, Que., were sold on July 31.

The stock, etc., of Welch & Son, grocers,

St. Catharines, Ont., is advertised for sale by auction to-day (Friday).

The stock of J. Chaurette, general merchant, St. Marie de Blandford, Que., has been sold at 75 3/4 c. on the dollar.

## CHANGES.

J. A. Brunet & Cie have registered as grocers in Montreal.

Elizabeth Dauncey, grocer, Teeswater, Ont., is giving up business.

Dorothy Morris, grocer, Hamilton, has sold out to Fanny M. Eglin.

Bellefeuille & Giroux have registered as grocers in Three Rivers, Que.

V. Voisson, general merchant, Teeswater, Ont., is retiring from business.

John MacArt, confectioner, etc., Ottawa, has opened a branch at Hull, Que.

J. F. McBeath, general merchant, Underwood, Ont., is removing to Teeswater.

Jacob Brown, baker and confectioner, Colborne, Ont., has sold out to A. D. Martin.

P. A. McTaurin, general merchant, Vankleek Hill, Ont., has been succeeded by Geo. Chalmers.

Mrs. W. G. Murdock has registered as proprietress of W. G. Murdock & Co., confectioners, etc., Montreal.

Worden Bros., grocers, etc., Calgary, N.W.T., have sold their bakery and confectionery business to J. St. John.

Charles L. Reed, grocer, Sydney, N.S., has registered consent for his wife, Ellen M. Reed, to do business in her own name.

## FIRES.

Aime Bourassa, general merchant, Laprairie, Que., was burned out last week; partially insured.

The stock of P. C. Lemoine, grocer, etc., Sorel, Que., has been partially destroyed by smoke; insured.

The Magnon cheese factory at Pointe aux Trembles, Que., was totally burned down on July 25, with all its contents.

## DEATHS.

J. J. Melanson, general merchant, Bathurst, N.S., is dead.

James Byrne, of Byrne Bros., wholesale and retail liquor dealers, Charlottetown, P.E.I., is dead.

## EUROPEAN RAISIN CROP.

The United States Consul at Malaga, Spain, write: "Reports from reliable sources estimate this year's Turkish crop at about 410,000 cwts. of Sultanas and 107,000 cwts. of Elemes.

"The Denia raisin crop of last year amounted to 600,000 cwts.; this year, a still better crop is expected. Upon the whole, this year's European crop, if present prospects are realized, might be roughly estimated as follows:

|               | Cwts.   |
|---------------|---------|
| Sultanas..... | 410,000 |
| Elemes.....   | 107,000 |
| Denia.....    | 650,000 |
| Malaga.....   | 250,000 |

Total..... 1,417,000

"Last year the failure of the Greek currant crop had a marked effect upon the Malaga raisin market in creating an extraordinary demand at fancy prices for the so-called seedless raisins of Malaga. As a matter of fact, these are not seedless, and it was found that they could not serve the same uses as Greek currants. Late reports indicate that the Greek currant crop this year will amount to 140,000 tons."

POPULARITY

is the proof of merit, and no brand has ever achieved popularity so quickly as

EMPIRE

SMOKING TOBACCO

In 5 10 and 15c. Plugs.

EMPIRE costs you only 39 cents, and pays a good profit.

EMPIRE is well advertised.

EMPIRE is selling well in almost every store from Halifax to Dawson City.

EMPIRE is A BIG PLUG FOR LITTLE MONEY

Made by

THE EMPIRE TOBACCO CO.,  
LIMITED  
MONTREAL, QUE.



# GILLARD'S PICKLE

IS SOLD BY ALL WHOLESALE GROCERS IN CANADA.

Manufactured from the choicest vegetables and finest English pickling vinegar, it stands to-day THE FINEST PICKLE IN THE WORLD. 12 Gold Medals have been awarded for superior excellence.

## GILLARD'S PICKLE—Cases of 2 Dozen.

5-Case Lots and over - - \$3.20 Per Dozen.  
Less Quantity, - - - 3.30 "

## GILLARD'S SAUCE is a good sauce, none better for gravies, soups, etc.

5-Dozen Lots and over - - \$1.40 Per Dozen.  
Less Quantity - - - 1.50 "

GILLARD & CO., Limited, "The Vintry Works," Walthamstow, London, Eng.



## LICORICE..

We manufacture everything in the Licorice line carried by the Grocery, Drug and Confectionery trades. We might mention—Y. & S. Stick Licorice, plain and corrugated; Acme Licorice Pellets; Y. & S. Licorice Lozenges, in cans or glass jars; A B C Blocks; Purity & Dulce Brand one cent sticks; Bundled Licorice Root; Small Cigars, 300 to box, etc. In PLIABLE LICORICE, Triple Tunnel Tubes, Mint Puff-Straps, Navy Plugs and Golf-Sticks 100 to box; Blow Pipes 200 and 300 to box; Manhattan Wafers, 2½ lb. boxes; Curved Stem Pipes, 200 to box. Write for illustrated catalogue.

YOUNG & SMYLLIE

Established 1845.

BROOKLYN, N.Y.

## POTATOES and OATS

IN CAR LOTS.

If open to buy or sell, wire

R. W. HANNAH

Board of Trade, - - - TORONTO

## THE "GLENER"

KINGSTON, JAMAICA, B.W.I.

The Newspaper with the Largest Circulation in Jamaica and the West Indies.

Canadian manufacturers, merchants, etc., desiring to do business with this country and introduce their goods in this market, should put an advertisement in "THE GLEANER."

Write for scale of charges, etc., to

THE GLEANER CO.,

Limited

"Gleaner" Office, . . . KINGSTON, JA.

## "SUPERIOR GLUTEN FLOUR"

a life-giving portion to all suffering from Dyspepsia, Diabetes, Obesity, Constipation, etc., because it contains only the elements in the wheat that assist nature.

Samples and prices on application to

E. A. SHOEBOOTHAM

CANADIAN AGENT,

St. James' Park, LONDON, Canada.

Any Shape, all Processes, for any purpose, from 1 to 17 Colors.

## LABELS

STOCK LABELS for Maple Syrup, Preserves, Liquor, etc.

LEVY & CO., 19 Leader Lane. TORONTO.

## ROCK SALT FOR HORSES and CATTLE.



TORONTO SALT WORKS, Toronto, Ont.

## "Chief Keokuk"

Pickles and Condiments.

## "Montrose"

Tomatoes, Peas and Vegetables.

SOLD ON THEIR MERITS.

## KEOKUK PICKLE CO.

KEOKUK, IOWA, U.S.A.

## COWAN'S

Hygienic and

Perfection

## COCOA

Queen's Dessert, Royal Navy  
and Perfection - - -

## CHOCOLATE

COWAN'S ICINGS FOR CAKE.



# Curious!! Why?

It certainly is curious that your customers should be willing to buy an unknown brand of Mustard, when at practically the same price they can buy

## KEEN'S

KEEN'S MUSTARD, in the dining room, brings out the flavor of the meat.

KEEN'S MUSTARD, in the sick room, brings healing and comfort to the afflicted.

PEOPLE WHO WANT THE BEST

CANNOT AFFORD TO USE ANYTHING BUT THE BEST.

## Current Market Quotations for Proprietary Articles

August 1, 1901.

Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy. The editors do not supervise them. If a change is made, either an advance or decline, it is referred to in the market reports, as a matter of news, whether manufacturers request it or not.

### BAKING POWDER.

| Cook's Friend—                     |         |  |
|------------------------------------|---------|--|
| Size 1, in 2 and 4 doz. boxes..... | \$ 2 40 |  |
| " 10, in 4 doz. boxes.....         | 2 10    |  |
| " 2, in 6 ".....                   | 80      |  |
| " 3, in 4 ".....                   | 70      |  |
| " 12, in 4 ".....                  | 45      |  |
| Pound tins, 3 doz. in case.....    | 3 00    |  |
| 12oz. tins, 3 ".....               | 2 40    |  |
| 9oz. tins, 4 ".....                | 1 10    |  |
| 5lb. tins, 1/2 ".....              | 4 00    |  |

| Diamond—                        |          |      |
|---------------------------------|----------|------|
| 1 lb. tins, 2 doz. in case..... | per doz. | 2 00 |
| 1/2 lb. tins, 3 ".....          | "        | 1 25 |
| 1/4 lb. tins, 4 ".....          | "        | 0 75 |

### IMPERIAL BAKING POWDER.

| Cases Contain. | Sizes of Cans. | Per Doz. |
|----------------|----------------|----------|
| 4 doz.         | 10c.           | \$0 85   |
| 3 " "          | 6-oz.          | 1 75     |
| 2 and 3 doz.   | 12-oz.         | 3 40     |
| 2 and 13 doz.  | 16-oz.         | 4 35     |
| 1 doz.         | 2 1/2-lb.      | 10 40    |
| 1/2 and 1 doz. | 5-lb.          | 19 50    |

### MAGIC BAKING POWDER.

| Cases Contain. | Sizes of Cans. | Per Doz. |
|----------------|----------------|----------|
| 4 doz.         | 4-oz.          | \$0 65   |
| 4 " "          | 6-oz.          | 0 80     |
| 4 " "          | 8-oz.          | 1 00     |
| 4 " "          | 12-oz.         | 1 50     |
| 4 " "          | 16-oz.         | 1 80     |
| 1 " "          | 2 1/2-lb.      | 4 50     |
| 1 " "          | 5-lb.          | 7 75     |

### JERSEY CREAM BAKING POWDER.

|                               |      |
|-------------------------------|------|
| 1/8 size, 5 doz. in case..... | 40   |
| 1/4 size, 4 doz. in case..... | 75   |
| 1/2 " 3 " ".....              | 1 25 |
| 1 " 2 " ".....                | 2 25 |

### BLACKING.

| COONEY'S               |         |
|------------------------|---------|
| Boxes, each 4 doz..... | \$ 1 50 |

### SHOE POLISH.

| HENRI JONAS & Co.      |            |
|------------------------|------------|
|                        | Per gross. |
| Jonas'.....            | \$9 00     |
| Froments.....          | 7 50       |
| Military dressing..... | 24 00      |

### BLUE.

|                                                                                             |        |
|---------------------------------------------------------------------------------------------|--------|
| Keen's Oxford, per lb.....                                                                  | \$0 17 |
| In 10 box lots or case.....                                                                 | 0 16   |
| Reckitt's Square Blue 12-lb. box.....                                                       | 0 17   |
| Reckitt's Square Blue, 5 box lots.....                                                      | 0 16   |
| Nixey's "Cervus" in squares, 1 oz., in bags 1/2 and 1 oz. and in pepper boxes, 2c. and 10c. |        |
| Cooney's Royal Windsor, per gross.....                                                      | 4 80   |
| Universal, bag, per gross.....                                                              | 4 80   |

### BLACK LEAD.

|                                                                            |      |
|----------------------------------------------------------------------------|------|
| Reckitt's per box.....                                                     | 1 15 |
| Box contains either 1 gro., 1 oz. size; 1/2 gro., 2 oz. or 1/4 gro., 4 oz. |      |
| Nixey's Refined 1d. 2d. and 1c. pkts.                                      |      |
| " Silver Moonlight 5 and 1c. pkts.                                         |      |
| " Nixelene Paste 1d 2 1/2 d. 5d. size.                                     |      |
| Nixey's Jubilee, round in 1 and 2 oz. blocks.                              |      |
| Cooney's Universal, per gross.....                                         | 4 80 |

### CORN BROOMS

| BOECKH BROS & COMPANY             |          |
|-----------------------------------|----------|
|                                   | doz. net |
| Bamboo Handles, A, 4 strings..... | 4 35     |
| " " B, 4 strings.....             | 4 10     |
| " " C, 3 strings.....             | 3 85     |
| " " D, 3 strings.....             | 3 60     |
| " " E, 3 strings.....             | 3 35     |
| " " G, 3 strings.....             | 3 10     |
| " " I, 3 strings.....             | 2 85     |

### BISCUITS.

| PEEK, FREAN & CO.       |                           |
|-------------------------|---------------------------|
| Metropolitan mixed..... | 40 lb. tins 10s.          |
| Florence Wafers.....    | 8 lb. tins 36c.           |
| Venice Wafers.....      | 8 lb. tins 36c.           |
| Florence Wafers.....    | Small tins \$3.70 per doz |

### GARR & CO., LIMITED.

|                                                                                |          |
|--------------------------------------------------------------------------------|----------|
| Frank Magor & Co., Agents.                                                     |          |
| Cafe Noir.....                                                                 | 0 15     |
| Ensign.....                                                                    | 0 12 1/2 |
| Metropolitan mixed.....                                                        | 0 02     |
| Special price list of Fancy Tins for Xmas trade and other lines on application |          |

### CANNED GOODS.

#### MUSHROOMS.

| HENRI JONAS & Co.         |         |
|---------------------------|---------|
| Mushrooms, Rionel.....    | \$14 75 |
| " 1st choice Duthell..... | 17 50   |
| " 1st choice Lenoir.....  | 18 50   |
| " extra Lenoir.....       | 20 00   |
| Per case, 100 tins.       |         |

#### FRENCH PEAS—DELOREY'S

| HENRI JONAS & Co.   |        |
|---------------------|--------|
| Moyen's No. 2.....  | \$9 00 |
| " No. 1.....        | 10 50  |
| 1/2 Fins.....       | 12 50  |
| Fins.....           | 14 00  |
| Tres fins.....      | 15 00  |
| Extra fins.....     | 16 50  |
| Sur extra fins..... | 18 00  |

#### FRENCH SARDINES.

| HENRI JONAS & Co.     |        |
|-----------------------|--------|
| 1/2 Trefavennes.....  | \$9 00 |
| 1/2 Rolland.....      | 9 50   |
| 1/2 Delory.....       | 10 50  |
| 1/2 Club Alpines..... | 11 50  |

#### CHOCOLATES & COCOAS.

|                                            |          |
|--------------------------------------------|----------|
| Epps's cocoa, case of 14 lbs., per lb..... | 0 35     |
| Smaller quantities.....                    | 0 37 1/2 |

#### CADBURY'S.

|                                          |          |
|------------------------------------------|----------|
| Frank Magor & Co., Agents.....           | per doz. |
| Cocoa essence, 3 oz. packages.....       | \$1 65   |
| Mexican chocolate, 1/2 and 1/4 lb. pkgs. | 0 40     |
| Rook Chocolate, loose.....               | 0 40     |
| " 1-lb. tins.....                        | 0 42     |
| Nibs, 1-lb. tins.....                    | 0 35 1/2 |

| FRY'S                                |         |
|--------------------------------------|---------|
|                                      | per lb. |
| Chocolate—                           |         |
| Caracaras, 1/4's, 6-lb. boxes.....   | 0 42    |
| Vanilla, 1/4's.....                  | 0 42    |
| "Gold Medal" Sweet, 1/4's, 6 lb. bxs | 0 29    |
| Pure, unswartened, 1/4's, 6 lb. bxs. | 0 42    |
| Fry's "Diamond," 1/4's, 14 lb. bxs.  | 0 24    |
| Fry's "Monogram," 1/4's, 14 lb. bxs. | 0 24    |

| Cocoa—                                 |          |
|----------------------------------------|----------|
|                                        | per doz. |
| Concentrated, 1/4's 1 doz. in box..... | 2 40     |
| " 1/2's.....                           | 4 50     |
| " 1-lb. ".....                         | 8 25     |
| Homeopathic, 1/4's 14 lb. boxes.....   |          |
| " 1/2 lbs. 12 lb. boxes.....           |          |

#### JOHN P. MOTT & CO.'S.

|                                |             |
|--------------------------------|-------------|
| R. S. McIndoe, Agent, Toronto. |             |
| Mott's Broma.....              | per lb 0 30 |
| Mott's Prepared Cocoa.....     | 0 28        |

|                                            |        |
|--------------------------------------------|--------|
| Mott's Homeopathic Cocoa (1/4's)....       | 0 32   |
| Mott's Breakfast Cocoa (in tins)....       | 0 40   |
| Mott's No. 1 Chocolate.....                | 0 30   |
| Mott's Breakfast Chocolate.....            | 0 28   |
| Mott's Caracaras Chocolate.....            | 0 40   |
| Mott's Diamond Chocolate.....              | 0 23   |
| Mott's French-Can. Chocolate.....          | 0 18   |
| Mott's Navy or Cooking Chocolate.....      | 0 28   |
| Mott's Cocoa Nibs.....                     | 0 35   |
| Mott's Cocoa Shells.....                   | 0 05   |
| Vanilla Sticks, per gross.....             | 0 90   |
| Mott's Confectionery Chocolate 0 21        | 0 43   |
| Mott's Sweet Chocolate Lignors 0 19        | 0 30   |
| COWAN COCOA AND CHOCOLATE CO.              |        |
| Hygienic Cocoa, 1/4 lb. tins, per doz..... | \$3 75 |
| Cocoa Essence, 1/4 lb. tins, per doz.....  | 2 25   |
| Soluble Cocoa, No. 1 bulk, per lb.....     | 0 20   |
| Diamond Chocolate, 12 lb. boxes.....       | 0 25   |
| Royal Navy Chocolate, 12 lb. boxes.....    | 0 30   |
| Mexican Vanilla Chocolate, 12 lb. bxs      | 0 35   |

#### CHEESE.

|                                        |        |
|----------------------------------------|--------|
| Imperial—Large size jars, per doz..... | \$8 25 |
| Medium size jars.....                  | 4 50   |
| Small size jars.....                   | 2 40   |
| Individual size jars.....              | 1 00   |
| Imperial Holder—Large size.....        | 18 00  |
| Medium size.....                       | 15 00  |
| Small size.....                        | 12 00  |
| Roquefort—Large size, per doz.....     | 2 40   |
| Small size.....                        | 1 40   |
| Paragon—Large size, per doz.....       | 8 25   |
| Medium size.....                       | 4 50   |
| Small size.....                        | 2 40   |
| Individual size.....                   | 1 00   |

#### BAYLE'S POTTED.

|                                      |                       |
|--------------------------------------|-----------------------|
| Robert Greig & Co., Agents, Toronto. |                       |
| 1/4-lb. Jar.....                     | 5-lb. Jar.            |
| After Dinner.....                    | \$2 40 \$4 25 \$18 60 |
| Devised.....                         | 2 65 4 75             |

#### COFFEE

| JAMES TURNER & CO. |          |
|--------------------|----------|
|                    | per lb.  |
| Mexican.....       | 0 32     |
| Damascus.....      | 0 28     |
| Calro.....         | 0 20     |
| Sirdar.....        | 0 17     |
| Old Dutch Eto..... | 0 12 1/2 |

#### CLOTHES PINS

| BOECKH BROS. & CO.                                        |      |
|-----------------------------------------------------------|------|
| Clothes Pins (full count), 5 gross in case, per case..... | 0 55 |
| 4 doz. packages 12 to a case.....                         | 0 70 |
| 6 doz. packages (12 to a case).....                       | 0 90 |



# Edwardsburg Silver Gloss Starch.

Your idea may be that all starch is starch and that your customers won't detect even a slight difference in quality. You may think that because there is a cent or two extra profit on "Mushroom" brands (that come and go), you can retain the confidence of your trade—it doesn't pay to trifle with the confidence that a customer has in you and your goods.

Edwardsburg Silver Gloss Starch is as staple as flour. In the name there is the fame of nearly half a century. In the making there is the skill of long experience combined with honesty of purpose and unequalled manufacturing facilities. Edwardsburg Silver Gloss Starch represents the highest type of perfection there is or can be in starch. Kegs of 100-lbs.—handsome enamelled horse-shoe tins holding 6-lbs.—handsome 1-lb. packages that give a touch of life and color and "go" to a grocer's shelves.

## Edwardsburg Starch Co'y, Limited Established 1858.

164 St. James Street,  
Montreal.

Works,  
Cardinal, Ont.

53 Front Street East,  
Toronto.

# DUNN'S PURE MUSTARDS

GIVE UNBOUNDED SATISFACTION.

The reason is—They are profitable to dealers and satisfying to consumers.

### EXTRACTS.

| HENRI JONAS & Co.                     | Per gross. |
|---------------------------------------|------------|
| 1 oz. London Extracts                 | \$6 00     |
| 2 oz. " (no corkscrews)               | 5 50       |
| 1 oz. " "                             | 9 00       |
| 1 oz. Spruce essence                  | 6 00       |
| 2 oz. " "                             | 9 00       |
| 2 oz. Anchor extracts                 | 12 00      |
| 4 oz. " "                             | 21 00      |
| 8 oz. " "                             | 35 00      |
| 1 lb. " "                             | 70 00      |
| 1 oz. Flat                            | 9 00       |
| 2 oz. Flat, Anchor extracts           | 18 00      |
| 2 oz. Square                          | 21 00      |
| 4 oz. " (corked)                      | 36 00      |
| 8 oz. " "                             | 72 00      |
| 4 oz. " glass stop extracts           | 3 50       |
| 8 oz. " "                             | 7 00       |
| 2 1/2 oz. Round quintessence extracts | 2 00       |
| 4 oz. Jockey decanters                | 3 50       |

### FOOD.

| Robinson's Patent Barley | 1/2 lb. tins         | per doz. |
|--------------------------|----------------------|----------|
| " "                      | 1 lb. tins           | 1 25     |
| " "                      | 1 lb. tins           | 2 25     |
| " "                      | Groats, 1/2 lb. tins | 1 25     |
| " "                      | 1 lb. tins           | 2 25     |

### GILLET'S POWDERED LYE.

|                |        |
|----------------|--------|
| 4 doz. in case | \$3 50 |
|----------------|--------|

### JAMS AND JELLIES

| SOUTHWELL'S GOODS.         | per doz. |
|----------------------------|----------|
| Frank Magor & Co., Agents. |          |
| Orange Marmalade           | 1 50     |
| Clear Jelly Marmalade      | 1 80     |
| Strawberry W. F. Jam       | 2 00     |
| Raspberry " "              | 2 00     |
| Apricot " "                | 1 75     |
| Black Currant " "          | 1 85     |
| Other Jams, W. F.          | 1 55     |
| Red Currant Jelly          | 2 75     |

### Jams—

| T. UPTON & CO.                             |          |
|--------------------------------------------|----------|
| 1-lb. glass jars 2 doz. in case, per doz.  | \$1 00   |
| 5-lb. tin pails, 8 pails in crate, per lb. | 0 06 3/4 |
| 7-lb. wood pails, 6 " "                    | 0 06 3/4 |
| 14-lb. wood pails, per lb.                 | 0 06 3/4 |
| 30-lb. " " "                               | 0 06 3/4 |
| Jellies—                                   |          |
| 1-lb. glass jars, per doz.                 | \$1 00   |
| 7-lb. wood pails, per lb.                  | 0 06 3/4 |
| 14-lb. " " "                               | 0 06 3/4 |
| 30-lb. " " "                               | 0 06 3/4 |

### KNIFE POLISH.

|                                              |  |
|----------------------------------------------|--|
| Nixey's "Cervus" 6d. and 1s. tins            |  |
| For price list and sliding scale apply W. G. |  |
| Nixey 12 Soho Sq. London, Eng.               |  |

### LICORICE.

#### YOUNG & SMYLYE'S LIST.

|                                       |        |
|---------------------------------------|--------|
| 5-lb. boxes, wood or paper, per lb.   | \$0 40 |
| Fancy boxes (36 or 50 sticks) per box | 1 25   |
| "Ringed" 5 lb. boxes, per lb.         | 0 40   |
| "Acme" Pellets, 5 lb. cans, per can.  | 2 00   |
| "Acme" Pellets, fancy boxes (40)      |        |
| per box                               | 1 50   |
| Tar, Licorice and Tolu Wafers, 5 lb.  |        |
| cans, per can                         | 2 00   |
| Licorice Lozenges, 5 lb. glass jars   | 1 75   |
| " " 20 5 lb. cans                     | 1 50   |
| "Purity" Licorice 10 sticks           | 1 45   |
| " " 100 sticks                        | 0 73   |
| Dulse, large cent sticks, 100 in box. |        |

### MUSTARD.

#### COOLMAN'S OR KEEN'S.

|                                  |        |
|----------------------------------|--------|
| D. S. F., 1/2 lb. tins, per doz. | \$1 40 |
| " 1/2 lb. tins, " "              | 2 50   |
| " 1 lb. tins, " "                | 5 00   |

|                               |      |
|-------------------------------|------|
| Durham, 4 lb. jars, per jar   | 0 75 |
| " 1 lb. " "                   | 0 25 |
| F. D., 1/4 lb. tins, per doz. | 0 85 |
| " 1/2 lb. tins                | 1 45 |

### BAYLE'S PREPARED MUSTARDS.

| Robert Greig & Co., Toronto, Agents. |               |
|--------------------------------------|---------------|
| 1/2-lb. jars 1-lb. jars,             |               |
| Horseradish .....                    | \$1 75 \$2 50 |
| English Sandwich.....                | 1 75 2 50     |

### JONAS' FRENCH MUSTARDS

| HENRI JONAS & Co. Per gross. |        |
|------------------------------|--------|
| Pony size.....               | \$7 50 |
| Imperial, medium .....       | 9 00   |
| Imperial, large .....        | 12 00  |
| Tumblers .....               | 12 00  |
| Mugs .....                   | 13 20  |
| Pint jars .....              | 18 00  |
| Quart jars .....             | 24 00  |

### MATCHES.

|                                   |        |
|-----------------------------------|--------|
| Eddy's Telegraph, single cases    | \$4 00 |
| " five cases                      | 3 80   |
| Telephone, single cases           | 3 90   |
| " five cases                      | 3 70   |
| Eagle Parlors, single cases, 200s | 1 70   |
| " five cases, 200s                | 1 50   |
| " single cases, 100s              | 1 90   |
| " five cases, 100s                | 1 80   |
| Victoria Parlors, single cases    | 3 00   |
| " five cases                      | 2 90   |

### MINCE MEAT.

|                                     |         |
|-------------------------------------|---------|
| Wetthey's Condensed, per gross, net | \$12 00 |
| " per case of doz., net             | 3 00    |

### ORANGE MARMALADE.

| T. UPTON & CO.                    |        |
|-----------------------------------|--------|
| 1-lb. glass 2 doz. case, per doz. | \$1 00 |
| 7-lb. pails and 5 and 7 lb. tins  | 0 07   |

### PICKLES.

| STEPHENS'.                        |      |
|-----------------------------------|------|
| A. P. Tippet & Co., Agents.       |      |
| Patent stoppers (pints), per doz. | 2 30 |
| Corked pints, " "                 | 1 90 |

### BAYLE'S.

| Robert Greig & Co., Toronto, Agents.  |               |
|---------------------------------------|---------------|
| 1/2 Pint. Pints.                      |               |
| Pandora, per doz.                     | \$2 15 \$3 60 |
| Sliced Sweet .....                    | 1 75 2 85     |
| Hot Stuff .....                       | 1 75 2 85     |
| Tobasco Sauce, 2-oz. bottle, per doz. | \$4 25        |
| Tobasco Pods in vinegar, 1/2 pt. .... | 3 25          |

### SODA.—COW BRAND



|                                                                                           |  |
|-------------------------------------------------------------------------------------------|--|
| Case of 1 lbs. (containing 60 pkgs.)                                                      |  |
| per box, \$3.00                                                                           |  |
| Case of 1/2 lbs. (containing 120 pkgs.)                                                   |  |
| per box, \$3.00                                                                           |  |
| Case of lbs. and 1/2 lbs. (containing 30 1 lbs. and 60 1/2 lb. packages) per box, \$3.00. |  |
| Case of 50. pkgs (containing 96 pkgs) per box \$3.00.                                     |  |

### SOAP

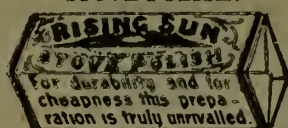


| A. P. TIPPET & CO., AGENTS  |         |
|-----------------------------|---------|
| Maypole Soap colors         |         |
| per grs. \$10.20.           |         |
| Maypole Soap, black         |         |
| per grs. \$15.30.           |         |
| Ororo Soap, per gross       | \$10.20 |
| Gloriola Soap, per gross    | 12 00   |
| Straw Hat Polish, per gross | 10 20   |

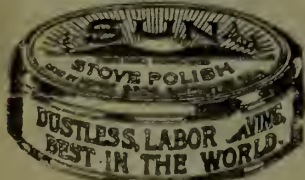
**RECKITT'S Blue and Black Lead** {ALWAYS GIVE YOUR CUSTOMERS SATISFACTION



## STOVE POLISH.



Per gross  
Rising Sun 6-oz. cakes, 1/2-gross boxes \$8 50  
Rising Sun, 3-oz. cakes, gross boxes 4 50  
Sun Paste, 10c. size, 1/2 gross boxes 10 00  
Sun Paste, 5c. size, 1/2 gross boxes 5 00



No 4-3 dozen in case, per gross 4 80  
" 6-3 dozen in case 8 40

## STARCH

EDWARDSBURG STARCH CO., LTD.

Laundry Starches— per lb.  
No. 1 White or Blue, 4-lb. cartons 0 06 1/2  
No. 1 " 3-lb. 0 06 1/2  
Canada Laundry 0 04 1/2  
Silver Gloss, 6-lb. draw-ld boxes 0 07 1/2  
Silver Gloss, 6-lb. tin canisters 0 07 1/2  
Edwards' Silver Gloss, 1-lb. pkg. 0 07 1/2  
Kegs Silver Gloss, large crystal 0 06 1/2  
Benson's Satin, 1-lb. cartons 0 06  
No. 1 White, bbls. and kegs 0 06  
Benson's Enamel, per box 5 00

Culinary Starch—  
Benson & Co.'s Prep. Corn..... 0 06 1/2  
Canada Pure Corn..... 0 05  
Rice Starch—  
Edwardsburg No. 1 white, 1-lb. cart 0 06 1/2  
Edwardsburg No. 1 White or Blue, 4-lb. lumps..... 0 08  
KINGFORDS OSWEGO STARCH



SILVER { 40-lb. boxes, 1-lb. pkgs. 0 06 1/2  
GLOSS { 6-lb. boxes, sliding cover  
(12-lb. boxes each crates) 0 08  
PURE { 40-lb. boxes 1-lb. pack... 0 07  
48-lb. 16 3-lb. boxes 0 07  
For puddings, custards, etc.

O. WEGO { 40-lb. boxes, 1-lb. packages 0 07 1/2  
CORN STARCH { 38-lb. to 45-lb. boxes, STARCH { 6 bundles ..... 0 06  
STARCH IN Silver Gloss ..... 0 07 1/2  
BARRELS { Pure ..... 0 06 1/2

## BEE STARCH.

Cases, 64 pkgs. 48's ..... \$5.00  
1/2 Cases, 32 pkgs. 24's ..... 2.50  
Packages 10c. each.

BRANTFORD STARCH WORKS, LIMITED.  
Ontario and Quebec.

## Laundry Starches—

Canada Laundry, boxes of 40 lbs. \$0 04 1/2

Acme Gloss Starch—

1-lb. cartons, boxes of 40 lbs. 0 05 1/2

Finest Quality White Laundry—

3-lb. Canisters, cases of 48 lbs. 0 05 1/2

4-lb. " " " " 0 05 1/2

Barrels, 175 lbs. 0 05

Kegs, 100 lbs. 0 05

Lily White Gloss—

1-lb. fancy cartons, cases 30 lbs. 0 07 1/2

6-lb. try trunks, 8 in case 0 07 1/2

6-lb. enamelled tin canisters, 8 in case 0 07 1/2

Kegs, ex. large crystals, 100 lbs. 0 06 1/2

Brantford Gloss—

1-lb. fancy boxes, cases 36 lbs. 0 08

Canadian Electric Starch—  
Boxes of 4) fancy pkgs, per case 3 00  
Celluloid Starch—  
Boxes of 45 cartons, per case .. 3 50  
Culinary Starches—  
Challenge Prepared Corn—  
1-lb. packages, boxes 40 lbs. .... 0 05  
No. 1 Brantford Prepared Corn—  
1-lb. packages, boxes 40 lbs. .... 0 06 1/2  
Crystal Maize Corn—  
1 lb. packages, boxes 40 lbs. .... 0 06 1/2



## TEAS.

SALADA CEYLON.

Wholesale, Retail

Brown Label, 1's ..... 0 20 0 25  
" 1/2's ..... 0 21 0 26  
Green Label, 1s and 1/2's ..... 0 22 0 30  
Blue Label, 1s, 1/2's, 1/4's and 1/8's. 0 30 0 40  
Red Label, 1s and 1/2's ..... 0 38 0 50  
Gold Label 1/2's ..... 0 44 0 60



Ceylon Tea, in 1 and 1/2 lb. lead packages. black or mixed.

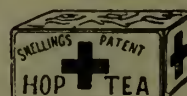
Black Label, 1-lb., retail at 25c. .... 0 19  
" 1/2-lb., " " " " 0 20  
Blue Label, retail at 30c. .... 0 22  
Green Label " 40c. .... 0 28  
Red Label " 50c. .... 0 35  
Orange Label, retail at 60c. .... 0 42  
Gold Label, " 80c. .... 0 55

## CROWN BRAND

Wholesale Retail

Red Label, 1-lb. and 1/2's ..... 0 35 0 50  
Blue Label, 1-lb. and 1/2's ..... 0 28 0 40  
Green Label, 1-lb. .... 0 19 0 25  
Green Label, 1/2's ..... 0 20 0 25  
Japan, 1's ..... 0 19 0 25

## "SNELLINGS PATENT"



English Breakfast Hopped Tea, 29c.; retail, 40c. A. Waddell & Co. agents, Toronto. Samples on application.



Cases each 60 1-lb. .... 0 35  
" " 30 1/2-lb. .... 0 35  
" " 120 1/4-lb. .... 0 36



LUDELLA CEYLON, 1's AND 1/2's PKGS.

Blue Label, 1' ..... 0 18 1/2 0 25  
Blue Label, 1/2's ..... 0 19 0 25  
Orange Label, 1's and 1/2's ..... 0 21 0 30  
Brown Label, 1's and 1/2's ..... 0 28 0 40  
Brown Label, 1/2's ..... 0 30 0 40  
Green Label, 1's and 1/2's ..... 0 35 0 50  
Red Label, 1/2's ..... 0 40 0 60

## TOBACCO.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 3/4's, 5s and 10s. .... 0 39  
Royal Oak, 2 x 3, Solace, 8s ..... 0 52  
Something Good, 7s ..... 0 48  
Chewing—Bobs, 5s and 10s ..... 0 36  
Currency, 13/4oz. bars, spaced 9s. .... 0 39  
Currency, 6s and 10s ..... 0 39  
Old Fox, Narrow 10s ..... 0 40  
Snowshoe, 10 1/2 oz. bars, spaced 6s ..... 0 44  
Snowshoe, pound bars, spaced 6s. .... 0 44  
Snowshoe, 2 1/2, 6s. .... 0 44  
Pay roll, 6s ..... 0 44

## WOODENWARE

BOEKH BROS. &amp; COMPANY.

Washboards Leader Globe ..... 1 55  
" Improved Globe ..... 1 65  
" Standard Globe ..... 1 60  
" Solid Back Globe ..... 1 90  
" Jubilee (perforated) ..... 2 10  
Crown ..... 1 45

P.o.b. Toronto.

Matches, Kodak, per case (200's) 9 boxes to packages, 40 packages to case. .... 3 30

## YEAST.

Royal yeast, 3 doz. 5c.-pkgs. in case. 1 00

Mediterranean Fruits  
Granulated and Raw Sugars  
Molasses and Syrups, Glucose, Etc.

Excelsior Macaroni  
White Castile Soap

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Montreal. Toronto.

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"IMPERIAL" and  
"SNOW"

Twin Cakes.

NOW IN STORE.

Perkins, Ince &amp; Co., - Toronto.

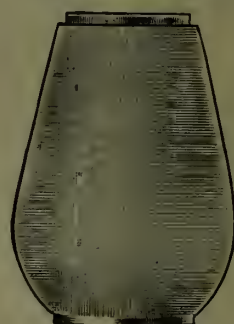


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Aetna or  
Quaker Flint  
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Sticky



Stop the fly in his mad career. Also catches the filthy  
and he is carrying, thus preventing the danger of contagion.

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AND MEASURE.

Highly commended by those who  
**KNOW.** (Ask for circular).

WALTER WOODS & CO.

HAMILTON.

## Shredded Whole Wheat Biscuit

For sale by all  
Wholesale Grocers.

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Do not be persuaded to buy any other kind, as the market is now flooded with vile rubbish, most of which contain no Herbs at all, and will not produce the same result. We guarantee ours to be  
**COMPOSED OF HERBS.**

## HIRES ROOTBEER

is a tonic as well  
as a beverage.

Be sure you sell **HIRES**.

Price may be a little high, but the  
best pays in the long run.

All Wholesalers keep it.

Here is our **PUSH**—it deserves  
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us your order for One Gross Hires  
Rootbeer Extract, giving your job-  
ber's name through whom you wish

it filled, and we will send you One Case (2 dozen bottles) Hires Carbonated Rootbeer, **FREE**.

Your gain, \$2.40 besides the freight on the extract.

#### PRICE TO DEALERS.

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the Thing on Which to  
Make or Extend a Busi-  
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The Best Grocers make  
a point of Keeping it  
always in Stock.

# Decorated Opal



We have just issued our new Catalogue for the coming season. It's a daisy, and yours for the asking.

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Write to us for illustrations or prices of anything you are needing in

White Granite and Printed Ware, Fruit Jars,  
Dinner, Toilet and Tea Sets, Decorated Opal and Fancy Goods,  
Fancy China of all kinds, Lamps and Lamp Goods,  
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Rich Pottery Vases, etc., Rockingham and Cane Ware,  
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TORONTO and WINNIPEG.

One feature in particular that has effected such a demand for . . .  
**Wethey's Condensed Mince Meat**  
is its

**DELIGHTFUL FLAVOR.**

Its Purity, Wholesomeness and Cleanliness follow.

No better mince meat made in Canada—that is the very reason I am selling such large quantities of it. I have customers in the WEST, EAST NORTH, SOUTH; in fact, in every section of Canada. I'm proud of that fact too.

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Sole  
Manufacturer,

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Manufacturers of ALL KINDS OF CANS  
for

Meats, Fish, Fruit, Vegetables,  
Spices, Syrups, etc.

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USING THE LATEST AND BEST SYSTEMS.

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on anything you  
require in our line.

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CHAS. F. CLARK, President.

JARED CHITTENDEN, Treasurer.

...ESTABLISHED 1849..

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ST. JOHN, N.B.  
WINNIPEG, MAN.

MONTREAL, QUE.  
TORONTO, ONT.

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The original and only Preparation for Clean Shaven Faces.  
6d. and 1s. Cans.

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MONTREAL



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AND  
GENERAL  
STOREKEEPER

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## CARR & CO.'S BISCUITS



Do you want a fancy line of Biscuits, something different from the  
**Man across the way ?**

We will bring you out an assorted case. State your requirements and we will give prices and terms.

**FRANK MAGOR & CO.,**

Agents for the Dominion.

16 St. John Street, MONTREAL

C. E. JARVIS & CO., Vancouver, Agents for B.C.

THE CANADIAN GROCER



# MILLAR'S PARAGON CHEESE

INCOMPARABLE, therefore  
MOST DESIRABLE.

# MILLAR'S PARAGON CHEESE

Manufactured by

**THE T. D. MILLAR PARAGON CHEESE CO.,**  
INGERSOLL, ONT.

AGENTS—W. H. Dunn & Co., Montreal. A. E. Richards & Co., Hamilton. Joseph Carwan, Winnipeg. Martin & Robertson, Vancouver and Victoria, B.C.

A popular name— **“ROBERTS”**

especially when connected with

**KHAKI BUTTER SCOTCH,** a first-class, old-fashioned toffee in new form and package. Sells well with fair profit.

**CANADIAN BUTTER NUTS** are made specially for the Canadian market.

Are pure and wholesome. Made from best materials. Attractive package.

Your customers who want **PURE, RELIABLE** confectionery will appreciate these goods.

**EBENEZER ROBERTS, LIMITED, LONDON, ENG.**

Canadian Agents: **C. E. COLSON & SON, MONTREAL.**

Rotary  
Smoked Beef Shaver  
with Patented  
Self-Sharpening Device



No. 125, 2 Blades, \$18.00  
No. 129, 1 Blade, 18.00

Self-Priming and  
Measuring Pump



No. 97, \$5.50

Auger for above Pump



No. 97, 60 cents

## “ENTERPRISE”

*Rapid Grinding and Pulverizing Mill*

*Fitted with General Electric Co's. 1/2 H. P. Motor*

The Machine is self-contained and is ready for connection to feed wire as shipped from factory

Will be furnished with Motor suitable for all conditions as to Current, Voltage, etc.

### GRINDING CAPACITY

#### FAST SPEED

Granulating 3 pounds of Coffee per minute

#### SLOW SPEED

Granulating 2 pounds of Coffee per minute

Pulverizing 1-2 pound of Coffee per minute

Can be regulated for Fine or Coarse Grinding while Mill is running

Pulverizing Grinders furnished only when so ordered

Illustrated Catalogue Mailed FREE. Order from your Jobber



No. 8712

Height, 30 inches. Width, 18 inches.  
Length, 22 inches. Weight, 250 lbs.

Capacity of Iron Hopper  
4 lbs. of Coffee

PRICE ON APPLICATION

*The Enterprise Manufacturing Co. of Pa.*

*Philadelphia, Pa., U. S. A.*



# Maypole Soap

## The Home Dye Pleases All Women.

"A pleased customer is your best advertisement"—that's an old but a very true saying yet. Please the women with Maypole Soap, the English Home Dye that comes in all colors and is quick, easy to use and clean. It makes dyeing at home a pleasure, not an irksome task, because it washes and dyes at one operation.

It retails for 10 cents (15 cents for black) and shows you a nice little profit, too. "Please the women, Mr. Grocer"—it pays.

---

A. P. TIPPET & CO., AGENTS,

8 Place Royale,  
Montreal.

23 Scott Street,  
Toronto.

All shrewd grocers know that the money they spend on Jonas' Flavoring Extracts is money well spent---because they create new and more business for them.

Jonas' Flavoring Extracts have secured the confidence of their users. Cooks and housewives know that when they buy Jonas' Flavoring Extracts they get what they pay for---they get full and honest value.

Jonas' Flavoring Extracts will please the most exacting cook in all Canada. They are the standard extracts of purity, richness, strength, and they have never been known to fail to yield satisfaction in its fullness.

You will hold your trade if you  
sell goods like these.

### **NOTE.**

We have just received per ss. Almerian the following goods of this season's pack : **Peas**, in glass; **Mushrooms**, in glass; **Haricots Verts**, in glass; **Macedoines**, in glass; **Fonds D'**  
**Artichauts**, **Asparagus**, **Anchovies**, in brine; **Capers**, in bottles and in kegs; **Chocolate**, in quarter and half pound cakes; **Fancy Chocolates**, **French Mustard**, **Sardines**, in bottles; **Truffles**, in tins; **Finest Salad Oils**, for table use; **Pates de Foies Gras**.

---

**Henri Jonas & Co., - Montreal.**



## Snug Little Profits.

It's the little things that count. The few cents profit you make on Cigars amounts to a snug little nest-egg in the course of a year. If you sell my "Pharaoh" 10 cent or my "Pebble" 5 cent Cigar, you will make a snug little profit year in and year out, *because they hold a man's trade!*

J. Bruce Payne, Cigar Mfr.,  
Granby, Que.

All through August there will  
be a large demand for

## "STERLING" BRAND

Lime Fruit Juice  
Lime Juice Cordial  
Raspberry Vinegar

On no account allow your stocks to run low, if you  
want to give satisfaction to the best class of shoppers.

**T. A. LYTLE & CO.**

124-128 Richmond St. W., TORONTO.

# REAPING THE HARVEST

Throughout the land the farmers are busy gathering the results of their sowing. Much of its success depended upon the wise selection of the seed and careful planting.

Suppose the farmer had reasoned something after this fashion—"Wheat is only wheat anyway—by buying this cheaper kind I will be saving something worth while."

If he did, he is likely reaping a harvest of barren regrets now.

So with the business man if he dreams for a moment that anything but the highest quality of goods is going to yield a profitable harvest—he is making the same serious blunder as the farmer.

**MOLINA ROLLED WHEAT** is at the head of its class and its fast increasing sales are the result of its superior quality. It is packed in barrels of 100 lb., and in kegs of 50 lb. and made only by

*Sow Quality if you wish to reap  
a rich harvest.*

THE TILLSON CO., Limited,

Tilsonburg, Ont.

Our new terms to the good paying merchants are becoming more popular every day. The other fellow has no use for them.

When mailing orders remember us. You get close quotations and liberal discounts.

A word about Jersey Cream Yeast Cakes: The trade is coming our way. In a short time you will have to keep it. Buy now and be one of the pioneers in the sale of CANADA'S GREATEST YEAST CAKE.

This is a Canadian House---every dollar made stays in Canada.

**OUR MOTTO** :—Canada First, England and her Colonies Second, and United States Third.

**Do not forget—**

**SOCIAL TEA.  
SOCIAL COCOA.**

**SOCIAL COFFEE.  
SOCIAL BAKING POWDER.**

**LUMSDEN BROS.**

 **HAMILTON and TORONTO**

## Not carrying samples



Our representatives are not out with samples this week—they have something else on hand.

You know what “all work and no play” does—so our men will be around as usual after the recess.

Don't let your stock run low in the meantime. If anything is wanted, drop us a line, or telephone or wire us at our expense.

What about

**Our New PICKLING SPICE**

Specially selected and re-cleaned?

**TODHUNTER, MITCHELL & CO.**

 **TORONTO.**



**LET OTHER GROCERS EXPERIMENT  
WITH INFERIOR TEAS IF THEY  
WANT TO---experience will teach them  
that it does not pay.**

## **AS FOR YOU**

Your customers want and should always be able to buy from you a natural leaf tea, in which no natural bouquet and vital essence is changed in process of fermentation. These are distinctive features found in

# **JAPAN TEA**

Because of the rich loamy soil of Japan, Japan Tea owes its delicious flavor and strength. The grocer who gets the business is the grocer who handles

## **JAPAN TEA**

JAPAN CENTRAL TEA TRADERS'  
ASSOCIATION.

Trafalgar Chambers, Sun Life Building  
Annex.

Tel. Main 4142. MONTREAL, CANADA.

# Ceylon and Indian Teas— Black or Green.

**The Black Teas** were introduced into Canada only a few years ago. Reflect how they have gained in popularity yearly and consider the present consumption.

**The Green Teas** are still quite a novelty, but have already made their mark and merit all success. They are made expressly to meet the tastes of those who do not drink Black Tea.

In addition to their unquestioned merits, remember how they are **advertised**—See the daily papers

Ceylon Greens are for sale in Montreal by—

Messrs. Carter, Galbraith & Co.

“ L. Chaput, Fils & Cie.

“ Laporte, Martin & Cie.

“ E. D. Marceau.

“ “Ozo” Tea Co.



# WARNING

Would-be competitors, who produce articles of inferior quality, seemingly find it necessary to misrepresent matters in order to make sales. One of their favorite schemes is to impress merchants with the idea that **"GILLETT'S GOODS"** are manufactured in the United States, whereas, the truth is, every article is made in our factory located in Toronto, where, on an average, 100 people are employed.

**BEWARE** of goods made by concerns who find it necessary to resort to such methods as above stated.

Also  
London, Eng.  
Chicago, Ill.

32 and 34 Front St. West,

TORONTO, ONT.

# IVORY GLOSS STARCH

**THERE  
IS  
GOOD  
PROFIT  
IN  
SELLING  
IVORY  
GLOSS  
STARCH.**

It is a business-builder and a business-holder.

—Manufactured by—

**St. Lawrence Starch Co.,**  
PORT CREDIT, ONT. Limited

# The Auer Gas Lamp

Money-Back Style.

EVERY store-keeper who wants a brightly lighted store should use this lamp—it is the only one giving 200 candle power.

IT makes its own gas automatically and is cheaper to run than a center-draft oil lamp.

THERE is no smoke or smell, of any kind, from it.

HUNDREDS of them are in use and every one is giving satisfaction.



No. 9

IF THE LAMP IS NOT ALL YOU HOPE IT TO BE WE WILL CHEERFULLY RETURN YOUR MONEY.

WRITE FOR OUR CATALOG AND DISCOUNTS.

AUER LIGHT CO., 1682 Notre Dame St., MONTREAL.

# Symington's

**"Edinburgh"  
Coffee  
Essence**

Is the Purest and therefore Best and Cheapest !

Refuse imitations said to be "just as good" as Symington's, and recollect that the careful process by which Symington's Essence is made eliminates all unpleasant properties.

ANYONE CAN DRINK IT.

**THOS. SYMINGTON & CO.,**  
EDINBURGH and LONDON.

Agents, W. B. Bayley & Co., Toronto

# AUGUST 17th

will be the last day of the travellers' holidays, and we respectfully ask a continuance of your valued mail orders, which will be looked after in the most careful and painstaking manner. Your best interests will be served in every particular. Travellers will get full credit, and goods, prices and prompt shipment we feel will please you.

## W. H. GILLARD & CO.,

Wholesale Grocers,

## Hamilton



### THE DOMINION BREWERY CO., LIMITED

Brewers and Maltsters

TORONTO

Manufacturers of the Celebrated

## WHITE LABEL ALE

ASK FOR IT AND SEE THAT OUR  
BRAND IS ON EVERY CORK.

Our Ales and Porters have been examined by the best Analysts, and they have declared them Pure and Free from any Deleterious Ingredients.

WM. ROSS, Manager.



## DOLLARS

are made  
by

selling . . .

## PATERSON'S SAUCE.



### Rose & Laflamme

Agents

MONTREAL



## Batty & Co.

ESTABLISHED 1894

LONDON.



OLIVES  
AND  
PURE  
OLIVE  
OILS.



Makers of High-class

INDIAN  
CURRIES  
AND  
CHUTNIES.

PICKLES  
OF  
ALL KINDS.

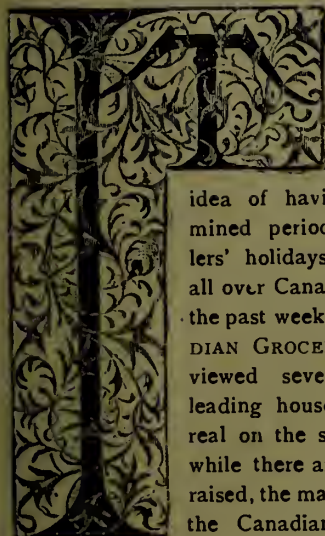


SAUCES  
OF  
ALL KINDS.



# AN ALL-CANADIAN TRAVELLERS' VACATION.

THE VIEWS OF MONTREAL WHOLESALERS.



IT SEEMS to be within the range of possibility that in time the idea of having a determined period for travellers' holidays will spread all over Canada. During the past week, THE CANADIAN GROCER has interviewed several of the leading houses in Montreal on the subject, and, while there are objections raised, the majority regard the Canadian holiday period of one or two weeks as an ideal worthy of attainment.

The subject has not yet been deeply considered, but the consensus of the first thoughts is decidedly favorable to the proposition, and several have expressed the opinion that it ought to be tested next year.

## WOULD LIKE TO SEE IT TRIED.

Ald. Laporte took a comprehensive view of the matter: "I believe it would be a decidedly good thing for the travellers and a convenience for the wholesalers, if such an all-Canadian rule would be adopted. So far as I am concerned, I would be in favor of combining with the Quebec and Toronto Grocers' Associations and have a travellers' holiday week determined. It is something, too, which the Travellers' Association ought to interest itself in. I would like to see it tried next year."

## NOT MUCH INTERFERENCE WITH BUSINESS.

Mr. L. E. Geoffrion, of L. Chaput, Fils & Cie, also expressed his approval of the proposal. "Our own firm," said Mr. Geoffrion, "gives its travellers holidays all at the same time now, and we would be willing, at least from a cursory view of the matter, to combine with the other firms to leave the territory open for 12 days."

"Do you find your trade much interrupted by the travellers' absence?"

"No, not a great deal. I suppose we do lose something, but our customers, as a general rule, send in mail orders, and if any of them are taken from us for the time being we regain them. Still, a few days' truce would make holidays safer and

more enjoyable. A first glance at the proposal would lead me to favor it."

## PREFER A FREE HAND.

Hudon, Hebert & Cie object to the proposition. Mr. Hebert said: "We prefer to be free in the allotment of holidays to our travellers. We want to fix the time that will best suit our travellers and ourselves. Consequently, we would rather not enter into a hard and fast rule."

"Do you find at the present time that the travellers leaving the road for a few days has injurious trade effects?"

"No. I suppose we do lose a little trade, but that does not bother us. We never lose our regular customers, even though we do leave the field open."

## DIFFICULTIES COULD BE OVERCOME.

Lockerby Bros. favored the scheme. "There may be some difficulties in carrying the scheme through, but," said Mr. Lockerby, "I believe these could be overcome, and that adoption of the idea would be productive of good results."

Mr. Carter, of Carter, Galbraith & Co., and president of the Wholesale Grocers' Association, also expressed his approval.

"There may be objections from some houses who do not now give holidays," he said, "but if they could be induced to do as the other houses do in this regard, I see no reason why the holidays should not be given all at the same time."

"Do you think the Wholesale Grocers' Association should consider the matter?"

"It could do so, if some member would bring it up."

## CHIEF DIFFICULTY TO UNIFORMITY.

E. D. Marceau was also approached with the question: "Do you consider this idea applicable to Montreal?"

"It couldn't be worked here."

"Why couldn't it?"

"You just try it and see."

"I can't try it."

"Well, the most serious difficulty I see is the fact that some houses do not give holidays. If these could be brought into line there might be some hope of success."

"Do you personally favor the idea?"

"I do."

## A GOOD IDEA.

Mr. Orsali, of Hudon & Orsali, was the next to be interrogated.

"I myself think it a good idea," said Mr. Orsali, "and if the Travellers' Association and the Grocers' Association interest themselves in this matter, I see no reason why we should not get a 'Travellers' Holiday Week.'"

## ALL RIGHT IF COULD BE ARRANGED.

S. H. Ewing & Sons are firm believers in giving holidays to travellers, and any proposal that has for its object the securing of a recreation for the Knights of the Grip will receive their endorsement. Mr. A. H. Ewing expressed himself thus: "If a hard and fast rule could be established, signed by all the wholesale grocery firms of Montreal, Toronto and Quebec, I believe that the plan would be eminently successful. It might be difficult however, to get all the important firms in." Mr. Ewing also explained how the present competitive system does not favor holidays, and said that some of their staff, like those of other houses, did not feel warranted in taking a vacation under existing conditions. If arrangements could be devised whereby this opportunity to take a rest could be improved, he would strongly favor it.

## AN EX-TRAVELLER'S OPINION.

Mr. Samuel James Mathewson, of J. A. Mathewson & Co., did not see why the combination should not be applicable to Montreal. "I was on the road eight years myself, and I am a firm believer in holidays for travellers. If this scheme will improve their chances of getting them, then let's have it. Our travellers all get two to three weeks now, whenever they wish them. It would be a good thing if you could get the retailers to holiday at the same time that the travellers do."

A Montreal Witness correspondent points out one of the causes of Canadian cheese arriving in Great Britain in poor condition. He saw 60 boxes of cheese the other day on a C. P. R. truck with no tarpaulin protection from the sun, which must have lowered its quality to some extent.

A shipment of small fruits from Grimsby to Ottawa in a Hanrahan refrigerator car has proved a success, the fruit arriving in the best of condition. An authority says that if these cars were used generally by the fruit-growers of Grimsby they would be a quarter of a million dollars richer.



**RISING SUN**  
STOVE POLISH and **SUN PASTE**  
STOVE POLISH  
**IN CAKES** **IN TINS**  
WELL KNOWN AND RELIABLE. DORABLE ECONOMICAL 3000 TONS SOLD YEARLY. DUSTLESS, LABOR SAVING, BEST IN THE WORLD. GUARANTEED TO THE TRADE

Our packages are larger and more attractive in style than any others.

The quality of our goods is superior to anything else on the market.

**MORSE BROS., Proprietors, Canton, Mass.**

For sale by all Wholesale Grocers; also the McClary Mfg. Co., London, Montreal, Winnipeg, Vancouver and Toronto.

### THE WORLD'S ALMOND CROP.

By the U.S. Consul at Malaga.

I HAVE been able to secure some figures concerning the world's almond crop, excepting the crop of the United States, which may be of interest just now to our dealers and growers.

The following table, carefully prepared from figures furnished by various statisticians and experts, shows the approximate productions of the various countries during the years 1899 and 1900, and the estimated production for 1901:

| Country.           | 1899.  | 1900.  | 1901.  |
|--------------------|--------|--------|--------|
|                    | Tons.* | Tons.* | Tons.* |
| Bari (Italy) ..... | 12,000 | 1,500  | 15,000 |
| Sicily .....       | 7,000  | 2,000  | 8,000  |
| Majorca .....      | 5,000  | 2,000  | 4,000  |
| Spain .....        | 5,000  | 1,500  | 4,000  |
| Provence .....     | 1,000  | 3,000  | 6,000  |
| Portugal .....     | 500    | 800    | 500    |
| Morocco .....      | 2,000  | 4,000  | 3,500  |
| Total .....        | 32,500 | 14,800 | 41,000 |

\*Of 2,204.6 pounds.

The new sweet Palma and Girgenti almonds have been offered from Messina at \$34.25 per 100 kilograms (220.46 lb.) gross weight, for October shipment. It will be seen that Bari (in the province of Apulia, Italy) is the principal almond market of Europe. Concerning the Bari crop, I have seen a letter from an authoritative source, saying that this year it will be the largest ever known—possibly as much as from 18,000 to 20,000 tons. This is due not only to the favorable season, but to the great increase in almond-bearing trees.

The most recent sales of Bari almonds, according to the reports received here, were at 85s. (\$21.90) per cwt. c.i.f.

The Malaga crop is now virtually assured and will, probably, be the largest in several years. This refers to all the almonds marketed here, the two varieties of which are commercially known as Jordans and Valencias.

The Jordan almonds are grown in the provinces of Malaga, Granada and Almeria, and are marketed exclusively at Malaga.

Nearly the whole crop, which is variously estimated at from 80,000 to 120,000 boxes of 25 and 28 lb. each, is exported to England and the United States. These are undoubtedly the finest almonds grown in Europe.

The almonds known commercially as Valencias are grown in the provinces of Malaga, Almeria, Jaen, Cordoba, Huelva, Cadiz, Murcia and Carthagenia, as well as in Morocco. The principal market is Malaga. The most recent sales of these almonds from last year's stock were at 22s. (\$5 36) per box of 28 lb.

### AN UNFORTUNATE MISHAP.

"J. M.," Nelson, B.C., writes: "Much sympathy is felt for our young firm here, McPherson & McCammon, grocers, and especially Mr. McCammon, the well-known grocery window-dresser, who had just finished his Dominion Day window, and, with pardonable pride, was giving it 'the last fond, lingering look,' when some of the flimsy material of which such windows are dressed caught the gas jet, and, in less than five minutes, what took a week to build up was a thing of the past. The firm's 'go-at-it' style was apparent the following Monday morning, when the card below appeared in the burned-out window:

Our decorations were so  
hot they went up in  
smoke on Friday  
night, but we  
SAVED THE KING.

The portrait of the King was part of the dressing."

A suggestion is made by The Winnipeg Telegram that the municipal laborers should be sent out to help harvest the crops of the neighboring country. Laborers will be short and it is considered to be to the city's interest that the cut be as large as possible.

### THE MAGIC OF SELF-CONFIDENCE.

A man's success in life is usually in proportion to his confidence in himself and the energy and persistency with which he pursues his aim. In this competing age there is little hope for the man who does not thoroughly believe in himself. The man who can easily be discouraged or turned aside from his purpose, the man who has no iron in his blood, will never win.

Half the giant's strength is in the conviction that he is a giant. The strength of a muscle is enhanced a hundredfold by the will-power. The same muscle, when removed from the giant's arm, when divorced from the force of the mighty will, can sustain but a fraction of the weight it did a moment before it was disconnected.

What miracles confidence has wrought! What impossible deeds it has helped to perform! It took Napoleon over the Alps in midwinter; it took Farragut and Dewey past the cannons, torpedoes and mines of the enemy; it led Nelson and Grant to victory; it has been the great tonic in the world of discovery, invention and art; it has helped to win the thousand triumphs in war and science which were deemed impossible.

The man without self-confidence and an iron will is the plaything of chance, the puppet of his environment, the slave of circumstances. With these he is king, ever master of the situation.—Success.

DUNN-MOONEY.

A happy event, and one of considerable interest to the grocery trade, was solemnized last Monday in Montreal, when Miss Ethyl Mae Mooney was married to Mr. Wm. H. Dunn, the popular manufacturers' agent. After the ceremony the bridal couple left on a honeymoon to be spent in New York, Boston and Old Orchard Beach. It gives THE CANADIAN GROCER pleasure to add our congratulations to those of his confreres in the trade.



P

URITY

Q

UALITY

When ordering goods next week don't forget your P's and Q's, also that the original

**QUICK SHIPPERS** are

**LUCAS, STEELE & BRISTOL, - - HAMILTON**

## An Enormous Difference.

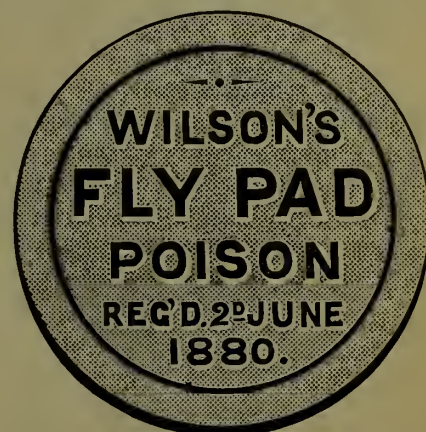
Where flies are very plentiful any dealer may prove for himself the statement that **WILSON'S FLY PADS** are 300 times cheaper than sticky paper.

**NO DEAD FLIES LEFT LYING ABOUT** when Wilson's Pads are used as directed.

Annual sales more than double those of all other Fly Poisons combined.

Avoid Trashy Imitations.

**Archdale Wilson, Hamilton, Ont.**



# IMPERIAL SOAPS

ARE THE BEST.

**Profitable  
Pure . . .  
Popular Prices**

**Snow, Imperial,  
Cameo,**

in 12-oz. cakes.

**Klondyke . . .**

in 2½ and 3 lb. bars.

ELEGANT GOODS FOR TOILET USE.

**Oatmeal, White Castile, Mottled Castile.**

**JAMES TURNER & CO.**

Wholesale Grocers.

HAMILTON, ONT.

August  
5th  
to  
17th  
1901.

# Travellers' Holidays

All letter and telephone orders will receive prompt attention. Telephone or telegraph at our expense. Travellers will receive credit. Long distance telephone equipment.

Thos. Kinnear & Co.,

Wholesale Grocers,  
49 Front St. East, Toronto.

## VISIBLE AND INVISIBLE PROFITS.

C. R. RUST.

It is admitted that we are all in business for the profit there is in it, and not for our health or pleasure. Some of us, no doubt, in our experience, have found competitors who were apparently doing business for fun, and we were unable for the life of us to see where there was anything else in it for them. The goods handled were exactly the same in quality and the salesmen were equally bright and competent, so far as we could see. The fault was this—the goods were not bought upon the same basis. There is more real art and judgment in buying goods than there is in selling them. When a line of goods is owned by a jobbing house at a less figure than his competitors, you may well figure that you have already made a profit on them, although the amount made in dollars and cents does not yet appear upon your ledger as such.

Another source of profit is lost by every jobber in business, or such is the case at least with every jobber in the Northwest, where fully one-third of their sales are provisions, flour, cereals, dried fruit and produce, which are bought for net cash and sold on 30 days' time less a discount of one

per cent. for cash in 10 days. It is not too much to say that hundreds of thousands if not millions of dollars are given away in this manner every year by the grocery jobber of this country. A change of system or business customs is needed to stop this leakage of profit. Either the discount of one per cent. and the time of 30 days should not be allowed the trade, or the provision trade, the cereal trade and others, should, by united effort on the part of the jobbers, be compelled to bill their goods on a per cent. and time basis. It would really inflict no hardship upon these several trades, for they would as soon sell flour at \$5.05 less one per cent. as to sell at \$5 net cash, or a barrel of pork for \$15.15 less one per cent. for cash as to sell at \$15 net, when the custom was once adopted. It would serve to raise the standard of cost and the invisible profit of cash discount would then materialize. To accomplish anything in this direction, united effort must be had.

Still another source of profit can be made by regulating the cash discount on teas. It has become customary with the jobbers to give 4 or 5 per cent. off for cash in 10 days on teas or four months' time, and upon about 50 per cent. of their sales to make an advance dating of from one to three months,

the sale in such cases being subject to cash discount within 10 days from the dating.

The jobber secures only 3 per cent. in cash discount from the importer or middleman, and not infrequently he must give his four months' acceptance at once in settlement of his tea purchase without reaping any advantage whatsoever of the discount. Yet he will foolishly giveaway 1 and sometimes 2 per cent. to the trade on these goods. This may be termed an invisible loss if allowed or an invisible profit if saved. We again need united effort of the jobbers to correct this evil.

Much, however, can be accomplished by the buyers at the head of the departments to gain this profit in purchasing. The terms and cash discount are often overlooked almost entirely by the buyer, as he knows from the manner most of the jobbers keep their books that the cash discount does not enter into the buyer's profits, but goes to discount account, which, by the way, ought to be one of the most-carefully-looked-after accounts on the ledger. No jobber can afford not to discount all his bills, even if the discount is only one-half of 1 per cent. It is his first visible and sure profit. Volume of business is well enough and desirable, but profit, whether visible or invisible, is the vertebræ of any business, and without it there is no life.



When making up your Fall order don't neglect to order a case of . . .

MacLAREN'S  
ROQUEFORT.

Large, \$2.40 doz. Small, \$1.40 doz.



# CANNED MEATS.

POTTED AND DEVILLED.

ALL KINDS.

## THE DAVIDSON & HAY, LIMITED

36 YONGE STREET - - TORONTO.

### BUSINESS CHANGES.

#### DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

A MEETING of the creditors of Alderic Lacombe, grocer, Montreal, was held on August 6

Pierre Desormiers, grocer, Montreal, has compromised.

G. McAlpine, general merchant, Gore Bay, Ont., has assigned.

Joseph Lachapelle, grocer, Montreal, has assigned to Wm. Renaud.

Wm. T. Fleming, general merchant, Melrose, Ont., has assigned to W. Gill.

M. G. Seaman, tobacconist, Lethbridge, N.W.T., has assigned to C. J. Atkinson.

L. J. Hould, general merchant, Gentilly, Que., has assigned to Lamarche & Benoit.

Robert Hockley, tobacconist, etc., Edmonton, N.W.T., has assigned to H. B. Spratt.

MacDonald & Co., confectioners, Rossland, B.C., have assigned to H. E. A. Courtenay.

#### PARTNERSHIPS FORMED AND DISSOLVED.

D. & O. Sproul, general merchants and fish dealers, Digby, N.S., have dissolved, and David Sproul continues under the old style.

#### SALES MADE AND PENDING.

T. W. Musson, grocer, Toronto, has sold out.

G. W. Andrews, general merchant, Middleton, N.S., has sold out.

The assets of J. R. Wright, grocer, Ottawa, are advertised for sale.

The business of James Hyslop, general merchant, Cromarty, Ont., is for sale.

The business of M. P. Shier, general merchant, Arkwright, Ont., is advertised for sale.

The assets of J. T. Cote, general merchant, Chicoutimi, Que., are to be sold on August 9.

The stock of the estate of F. C. Peck, general merchant, Jeannette's Creek, Ont., has been sold.

#### CHANGES

W. Fortune, grocer, Valleyfield, Que., is reported away.

Mrs. Barnes, grocer, London, Ont., has sold out to Robert Smith.

Viau & Richer, grocers, Ottawa, are adding furniture and stoves.

Nadeau & Cie have registered as dealers in teas, coffees, etc., Montreal.

Morrison & Bryenton, grocers, Rossland, N.B., are going out of business.

Mrs. Alex. McIntyre, general merchant,

Gabarus, N.S., has removed to Glace Bay, N.S.

A. B. Dalzell, general merchant, Kawende, Man., has sold out to Thomas Stait.

C. R. Langstaff, general merchant, Emo, Ont., has sold his Barwick branch to M. Cathcart.

Matthews & McCain, grocers, Fredericton, N.B., have been succeeded by V. L. Matthews.

W. H. Culbert, general merchant, Sussex, N.B., is opening a branch at Newton, N.B.

Mrs. Elzear Deschamps has registered as proprietress of E. Deschamps & Co., grocers, Montreal.

Rolph & Dingman, commission and produce dealers, Vancouver, have been succeeded by Dingman & Avey.

#### FIRES.

The factory of Hogg, Craig & Co., lobster packers, Pictou, N.S., has been destroyed by fire.

The master bakers, of Ottawa, are thinking of forming a co operative purchasing association, through which to do all their buying. They will also try to put down the credit system, as far as possible.



# Upton's

## Jams Jellies and Marmalade

will give you profit and your customers satisfaction.

PERFECT FLAVOR

HIGHEST QUALITY

A. F. MacLAREN IMPERIAL CHEESE CO., Limited

## THE COMMERCIAL CLUB OF WINNIPEG.

(From our own Correspondent.)

OUR correspondent had the pleasure a few days ago of being shown over the "Commercial Club," by the President, Mr. William Georgeson, and thinks a description of it will be of interest to business men throughout the Dominion, as an evidence of Western enterprise.

The building purchased happens to be the only brown stone front in the city, and was erected about eighteen years ago—for the Ontario Bank—and when that institution have up business was occupied by The Manitoba and Northwestern Railway as general offices up to the time of its absorption by the C. P. R. The location is an ideal one for club purposes, being on the west side of Main street, immediately opposite the Northern Pacific, now the Canadian Northern depot, and a little more than half-way between the C. P. R. depot and the Hudson's Bay buildings, which mark the southern limit of the business district. The building is 40 x 120 feet, with three storeys and basement.

As you enter, the first object on which the eye rests, is a fine copy of Dendy Sadler's "Chorus," and the social good fellowship of that picture bespeaks the spirit of the club. To the left of the entrance hall is the office and a small reception or waiting room, furnished with most comfortable lounging chairs. From this you pass into the "strangers' room," a splendid apartment—the largest in the club—being about 30 feet wide, over 60 feet long, and with ceilings 22 feet high. The walls are covered in soft, deep crimson, the curtains are of old gold velvet, lined with crimson, the furniture, golden oak upholstered in black leather. The floor is covered with a cork carpet. There are wide sofas against the walls and every kind of chair, specially designed for resting tired humanity, scattered about the room. The pictures had not been hung at the time of your correspondent's visit, but they will be in keeping with the room, and when they are in place it would be difficult to imagine a pleasanter spot for a man to take a friend for an hour's chat over business, or anything else for that matter.

In the rear of the strangers' room is a small board room, the walls a soft, delit-blue, an open grate with white marble mantel. Crimson curtains and a soft rug of shaded crimson on the floor relieve the solemnity of the board room table and chairs, while just over the president's seat hangs a charming pastoral picture of a flock of sheep winding their way down the mountain at eventide. This room may be used by any member for specially private conversation, the members of the house committee having first privilege.

Returning to the hall, you ascend a broad staircase, at the head of which, on a hand-

some oak base, is a beautiful oxidized figure of Aurora. The walls of the hall and stairway are papered in a mingling of soft crimson and sage green, a most effective background for the magnificent collection of heads which adorns them, and all of which are not even yet in place.

The first room you enter on the second floor is the "silence room," devoted to reading and writing, and it is ideal for the purpose. The woodwork, cream white, the paper a handsome tapestry, with crimson the predominant shade, a deep pile Turkish carpet in shaded crimson, rich tapestry curtains shading the windows, the chairs and couch dreams of upholstered luxury, in dark, green leather, while down the centre is a mahogany writing table of the latest and most convenient design. (It is whispered that this single article of furniture cost \$65.) The Auer and electric lights are so arranged that the light for reading is equally good in all parts of the room, while papers and magazines are arranged on convenient racks. The selection of pictures for this room is complete and they are in exquisite harmony with its air of quiet intellectual enjoyment, being fine copies of Sir F. Leighton's "Bath of Psyche"; Byam Shaw's "Love the Conqueror"; the "Roman Bath," and Alma Tadema's "A Reading from Homer," this last picture filling the space above the marble mantel.

On this floor also is the dining room, a spacious "L" shaped apartment with handsome oak grill and curtains, rendering the smaller portion semi-private if desired. The color scheme here is particularly happy, being a combination of old rose and moss green. The walls are done in ingrain, the shades of old-rose being deeper in the border above the moulding and in the ceiling. The velvet carpet shows the same shading, while the heavy velvet curtains on the windows and grill are moss green, lined with old-rose silk. A splendidly carved oak sideboard occupies the place of honor between the two open gates. The chairs and tables are all golden oak. The pictures are not yet complete, but such old favorites as "The Society of Friends," "His Last Acre" and "Beautiful Spring," are already in place. Coming from the glare of a July noon, the room, with its soft coloring, potted plants, snowy napery and glistening glass and silver, looked cool and restful, and yet one could easily imagine that with the lights ablaze over head and a ruddy glow from the open grates, the rose shades would give out a warmth of color equally charming, coming in from the crisp air of a Manitoba winter night.

From the dining room we went to the kitchen, which is a model of up-to-date convenience with its great coal and gas ranges, steam tables, sinks and patent tables.

The cold storage room is also a model with its separate division for each class of food.

The club have been particularly fortunate in securing the services of Mr. Paul Donath, a well-known New York chef, to take charge of the cuisine. Offices for the steward, linen and china closets, are also on this floor.

The third floor is devoted to the lounging rooms, billiard and card rooms. The lounging rooms occupy the entire front of the third floor, and there are three large rooms connected by archways. These archways are without curtains, but have especially handsome lambrequins. The walls are covered with a soft delit-blue ingrain with wild rose border, the wood-work is cream white, and the carpet a velvet pile in neutral tints; the curtains, rich tapestry. On either side of the building are open grates with handsome marble mantels, but the chairs are the special feature of these rooms. There are upholstered chairs, oak frames with leather seats and backs, rattan chairs with spring seats, but whatever the design and material they are the embodiment of comfort to lounge in these rooms, is to rest. The pictures here, also, are not complete, but a few were in place, among them "Highland Solitude," "Monarch of all I Survey," and "The Springtime of Love." From the windows of these rooms can be had charming glimpses of the river's "Long Red Chain" and historic St. Boniface.

Across the hall from the lounging rooms is the billiard room, running the entire width of the building, and is lighted from the ceiling. The walls of this room are done in a shade between salmon and buff, with borders shading almost to brown, the cork carpet of dull brown, the tints in the walls and the golden oak and green of the tables produce rather the effect of a beech wood in the shade of the glory of the autumn sunlight, with here and there a patch of vivid unchanged summer green. This effect will be somewhat lost when pictures are hung, but at present it is very pleasing, though somewhat novel. The billiard tables are the best English and American, one of each. Off the billiard room is a small but cosy card room. On this floor, also, is a comfortable bathroom. The electro and gasoliers are all of burnished brass, the designs being very graceful.

All the furniture, carpets, curtains and fixtures were specially designed for each room and in this way a most harmonious whole has been produced. Needless to say every article is the best of its kind that money could buy.

The basement, by the way, is entirely devoted to tiled and marbled lavatories.

Being a club of business men it is to be run strictly on business principles, and for the better carrying out of this, a very complete system of National cash registers is being installed in both buffet and dining room, the one in the buffet being arranged in such a way as to give the most absolute record of all the sales, charges and payments of the various departments.

The limit of membership is 400 and already that number is nearly reached. The house committee have spent \$16,000 on alterations, furniture and fixtures, and at the end of the present month, with the exception of a small mortgage on the building, the club will be out of debt and with a comfortable assured income ample to meet all needs. The club is to be purely social, all discussion of political and religious questions being strictly prohibited.

The cordial reception given the idea of such a club and the energy with which the plans have been carried forward argue the filling of a long-felt want, and the style of the club cannot fail to very favorably impress strangers from other places who may enjoy its hospitality. At present the club have under consideration the arranging of a regular "Ladies' Day" weekly, and should this be done it will unquestionably be very popular.



# A SPECIALTY

AS YOU KNOW, OUR TRAVELLERS ARE AWAY ON THEIR HOLIDAYS. WE SOLICIT YOUR ORDERS BY MAIL, OR BY TELEPHONE OR TELEGRAPH AT OUR EXPENSE. FILLING LETTER ORDERS OUR SPECIALTY. ORDERS SHIPPED SAME DAY AS RECEIVED.

THE **EBY, BLAIN CO., LIMITED**  
WHOLESALE GROCERS, ETC.

**TORONTO.**

## INDIAN AND CEYLON GREENS.

THE recent annual report of the General Committee of The Indian Tea Association contains an interesting reference to Indian and Ceylon green teas, which "The Canadian Grocer" deems worthy of reproducing. It reads in part as follows: "As mentioned in last year's report, a bonus of 1 1-2 annas per lb. was offered to planters who were prepared to manufacture green tea for the American market, but the committee regret to say that few applications were received for the same, and it is not, therefore, as yet definitely ascertained how far tea of this description can be made in India to take the place of the China and Japan greens, now so largely consumed in America. A misunderstanding also arose in Calcutta as to the terms on which the gardens applying for the bonus were entitled to receive it, and the proposed 200,000 lb. were not made. The offer of a bonus at the same rate has been renewed for the present year, and it is hoped that in view of the great importance which attaches to the securing of this outlet for Indian teas, more advantage will be taken of the offer.

"The terms of the committee's resolution on the subject were as follows:—

"That 1 1-2 annas per lb., up to a maximum of 200,000 lb. to be manufactured this season, be allowed out of the funds of the levy on shipments of green tea to the American market sent there direct from India, such funds to be distributed as a bounty at the discretion of the Calcutta Committee, the definition of the term 'green tea' for the receipt of the bounty being taken to be tea made from the ordinary leaf plucked on the gardens such as would ordinarily be made into black tea, but which in its altered manufactured state would not compete with the sale of black tea in America or elsewhere. The bounty to be paid on the same quantity as before sanctioned, viz., 200,000 lb., until it is seen what success is attained in the manufacture of green tea.

"The Association in Calcutta to be requested to notify the committee promptly if a larger quantity than 200,000 lb. is likely to be specially prepared for shipment to America."

"In a report furnished by Mr. William Mackenzie in connection with a recent visit to America, he says that of green teas and

partly fermented Oolongs and Formosas the imports are about as follows:—

|                          |                |
|--------------------------|----------------|
| Green Japans.....        | 36,000,000 lb. |
| Green China.....         | 15,000,000     |
|                          | 51,000,000     |
| Oolongs and Formosas.... | 17,000,000     |
|                          | 68,000,000 lb. |

"We have already got the market for 16,000,000 lb. out of an average consumption of 28,000,000 lb. of black teas. Not the taste of the consumer, but his indifference to quality of tea and the vested interests in the East of the old-established importers prevent us from rapidly acquiring the greatest part of the remaining 12,000,000 lb.

"Now, as to green teas and partly fermented teas, where the field is 68,000,000 lb. as against 28,000,000 lb. of blacks, I am more confident to-day of the ultimate success of Ceylon and Indian greens than I have ever been.

"I have had numerous mentions of its quality and merits from dealers able to judge. Of course, there are very strong obstacles—the strongest being the vested interests in China and Japan teas—of those who control the grocers as brewers do 'tied houses.'

"In New York I will only say that I was surprised by the favorable reception our green teas were receiving about the end of March, and I have had most encouraging news since I returned."

"To attain success, however, Mr. Mackenzie recommends a syndicate being formed in Calcutta and another in Colombo, to take over the green teas manufactured, and to blend and pack the same in uniform and attractive packages, making regular shipments to one or more firms in America, so as to insure continuous supplies of teas of standard qualities. The committee have advised that steps should be taken in Calcutta to carry out Mr. Mackenzie's recommendation."

## REMEDY FOR TEA OVER-PRODUCTION

Mr. A. Cooke, the well-known Chota Nagpur tea planter, has formulated the following scheme for the welfare of the tea industry, and which he is anxious should be adopted is briefly this:—Assuming the yield of Indian tea this season to be 187 million lb., let there be a Government tea cess of 2 pies per lb.; this will produce Rs. 19,18,958. The actual cost of plucking, manufacturing, packing, and forwarding to Calcutta of one pound of tea he estimates at 2 1-2 annas per lb., or Rs.12 per maund. Instead of making 10 million

pounds of tea less, as arranged for in the reduction of output scheme, make the full amount but sell the extra 10 million lb. to The Tea Distributing Agency at Rs.12 per maund for distributive and exploiting purposes in India and foreign markets. Instead of getting nothing, the growers will get Rs.15 lakhs (which will be the cost of 10 million lb. at Rs.12 per maund), and The Distributing Agency will have Rs.418,958, more or less, as a working capital. If this scheme is adopted, Mr. Cooke says that there can be no more over-production.—Planting Opinion.

## WON 12 GOLD MEDALS.

Gillard & Co., Limited, of the Vintny Works, Walthamstow, London, N.E., are makers of high-class household specialties, which include Gillard's sauce, Gillard's pickle walnuts, onions, tomato ketchup, tomato chutney, pure mushroom ketchup, horseradish mustard, pure condensed coffee, etc. This old-established firm has been awarded no less than 12 gold medals at various exhibitions throughout the world for the high quality of their goods. They have also just gained the highest award at the Universal Cookery and Food Exhibition held during last month at Knightsbridge. The firm was also honored by an order from His Royal Highness the Duke of Cornwall and York, K.G., etc., for a supply of Gillard's sauce and pickles for the use of the Duke and Duchess during the Royal colonial tour.

Messrs. Gillard's articles are of the finest quality, and they have established a system of fixed retail selling prices, which enables the retailer to obtain a profit of at least 25 per cent.—The Grocers' Assistant.

## ILLNESS OF MR. CHAPUT.

We regret to learn that Mr. L. Chaput, of Montreal, founder of the firm of L. Chaput, Fils & Cie, is very ill. The venerable gentleman is well up in years and his ailment must go hard with him. Mr. C. Chaput was summoned from Old Orchard Beach last week.

# What One Woman Says!

Windsor Salt doesn't cake. You don't have to run for the ice-pick and dig and scrape in the Salt box when a spoonful of Salt is needed. Windsor Salt is fine, dry and white—every particle of moisture has been removed from it.

## "Windsor Salt Is The Salt For Me,"

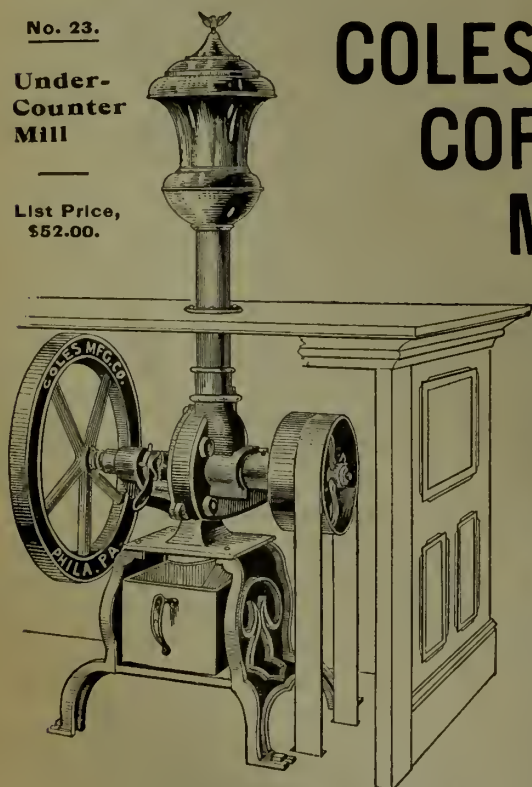
so says one wise, little woman—"it saves me time, trouble and patience. There's not a woman in the land but would be glad to do likewise—*save time, trouble, patience.* Ask them and see. Suggest Windsor Salt—the Salt that doesn't cake.

THE CANADIAN SALT CO., LIMITED  
Windsor, Ont.

No. 23.

Under-  
Counter  
Mill

List Price,  
\$52.00.



## COLES COFFEE MILLS

None better for  
Granulating or  
Pulverizing.

Our mills will  
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out heating Coffee.

Every Coles  
Coffee Mill has a  
Breaker that  
breaks the Coffee  
before it enters the  
grinders, thus re-  
ducing wear of  
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Our Grinders  
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Purity  
Freedom from Acid  
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TORONTO





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**WHEN WRITING ADVERTISERS  
PLEASE MENTION THAT YOU SAW  
THEIR ADVERTISEMENT IN THIS PAPER**

### BUSINESS LAWS AND BUSINESS MEN.

**W**ITH all our boasted pride in the sterling quality of the judges of our law courts, there is a regrettable weakness in the legal machinery for the collection of debts.

As the conditions are to day, it does not matter how good a case a man may have, he has little chance of getting justice. It is not that he has any insurmountable difficulty in getting judgment. But judgment does not by any means always carry with it justice, which, as Webster defines it, is the "rendering to everyone his due, right or desert." In consequence of this state of affairs, he who attempts through the courts to collect his account is looked upon as little better than foolish.

The weak points are the complex character of the law and the heavy costs entailed. And, on account of these things, many merchants prefer to lose their accounts than to run the risk of being mulcted for a sum in excess of that which they are trying to recover.

Paradoxical as it may seem, this all comes from the creation of our laws being

left so much in the hands of lawyers and other types of professional men.

Laws cannot be well constructed without the aid of lawyers to advise in regard to technical points. But, as far as the making of laws with a practical application to the requirements of the commercial community is concerned, they are perfectly at sea. At any rate, we know what they have given us, and one cannot ask for any better evidence than that. "By their works ye shall know them."

Business men's organizations of various kinds throughout the country have sought for reform, but what has come to them has come in homœopathic doses. And they are not without blame for this. The men who are in the House of Commons and in the Provincial Legislatures are the men they have helped to send there.

If the business men of this country would vote as they pray when sending up petitions for better and more business-like laws they would soon have a better and more practical class of men representing them. And more simple and practical laws would not be long in following in their wake.

### LIGHT PACK OF FRUITS.

Judging from present conditions the pack of fruits in Canada this year will be lighter than usual.

Canners in the Niagara district say that the peach crop is one-third less than last year, and that the factories are paying double as much as last year for their fruit.

Reports from both east and west of Toronto indicate a light apple crop in many districts. In consequence of this there has been some inquiry for canned apples of last year's pack, but very few are held in first hands. Quotations have also been sought on new pack for future delivery, but, in view of the condition of the pack, the packers are not disposed to quote.

The pack of cherries is light, and, as already pointed out, that of strawberries and raspberries is also smaller than usual.

### FEATURES OF THE TEA MARKET.

**L**ONDON has been making purchases of Indian and Ceylon teas in the United States as well as in Canada. A few days ago 500 packages of Pekoe Souchongs were taken in New York at about 9½c. per lb. in bond for shipment to the British

capital. We hear of no further transactions in Canada on British account.

The Indian and Ceylon tea market continues firm. At last week's auctions in London, teas for price were a trifle dearer, and in Ceylon teas the improvement noticed at the previous auction was fully maintained. Cable advices received from Calcutta reported that prices for low-grade teas were equal to 10c. per lb. higher, and that the shipments to date to the United Kingdom of low-grade teas were 5,000,000 lb. less than for the same period last year.

Samples of new season's Indian teas now arriving on the Canadian market show a full cent advance over the price ruling for similar teas of last season's growth now on spot.

### THE CANADIAN GROCER READ IN SPAIN.

**T**HE Export Number of THE CANADIAN GROCER seems to have found its way to the Seville, Spain, branch of Credit Lyonnaise, one of the largest banking institutions in the world, and one of the staff, O. G. T. Scarpa, is interested in Canadian trade and wishes to give up his position to represent some Canadian houses in Europe.

He says "that careful perusal of THE CANADIAN GROCER only confirms my faith in your country and strengthens my desire to work in connection with Canadian trade, a subject I became interested in during my stay in the London and Paris offices of this bank."

Mr. Scarpa is an Austrian, 24 years of age, knows six languages, learned in their respective countries, and he is thus conversant with almost the whole of Europe. He feels sure that in a comparatively short time he would master the difficulties of an eventual change of business and country.

### SINGAPORE PINEAPPLE HIGHER.

Private advices received this week report an advance of 6d. to 1s. in the price of Singapore canned pineapple.

The importation of Singapore canned pineapple has been relatively large of late on account of the price at which it was offered being below that quoted by the home packers.

With the price higher the home manufacturers are hoping to be able to do a little more business.



## MACHINATIONS OF A POLITICAL CLIQUE.

**A**LTHOUGH Lord Strathcona has denied any intention on his part of resigning his position as Canadian High Commissioner in London, there are still evidently friends of Sir Richard Cartwright who have not abandoned hope of his ultimately being appointed to that position.

There are none who recognize more than the friends of Sir Richard Cartwright, that he has been a failure as Minister of Trade and Commerce and that the sooner he gives place to a stronger man the better will it be for the Government, for a weak Minister is as undesirable as a weak link in a chain.

But, desirable and necessary as it is that Sir Richard Cartwright should vacate the portfolio of Trade and Commerce, it is equally necessary that Lord Strathcona should not vacate the High Commissioner-ship. And the position which THE CANADIAN GROCER has taken in regard to this matter has been endorsed by an influential part of the daily and weekly Liberal and Conservative press throughout the country. As far as we are aware there is not a newspaper in Canada which favors the proposal to send Sir Richard to London. But it does not follow because that is so that those who favor it may not succeed in their object when the opponents of it are not watchful.

Whichever political party is in power at Ottawa there is a sort of clique or ring among the politicians, who are always insidiously working schemes of various kinds. It is seldom in a hurry, but it is never idle. Now it is a Cabinet Minister that it is desired to remove or to elevate into a position of ease and comfort. At other times it may be a prominent official whom it may be desirable to remove in order that a vacancy may be created for someone else. Frequently the clique begins its operations by getting paragraphs worked into the columns of the daily press, whose purpose is merely to act as a feeler, whereby it may be guided in its further machinations. This clique now seems to be at work for Sir Richard Cartwright's benefit. No one, we think, will

for one moment claim it is for the country's benefit.

Lord Strathcona is easily the ablest man Canada ever sent to London as High Commissioner. And since Sir Richard Cartwright became Minister of Trade and Commerce he has done nothing to recommend him for the position much more to permit his comparison even on an equal footing with Lord Strathcona as High Commissioner. And yet in many respects Sir Richard's attainments are superior to those of Lord Strathcona. But whatever energy he had seems to have departed from him, while if the present High Commissioner is anything he is energetic, while for practical business commonsense he stands head and shoulders over the man whom a small clique are desirous of supplanting him by.

THE CANADIAN GROCER has had occasion several times to point out the defects of the High Commissioner's office. But it has not been on account of any defects in the man who occupies the position. It has been on account of the system which expects him to perform as well the duties that should appertain to a commercial agent. But, if the Government, in spite of the representations of the business men and of the press of the country, persist in maintaining the system, the last condition would be made infinitely worse than the first by supplanting Lord Strathcona by Sir Richard.

### INVITE ONTARIO AND QUEBEC MEN.

**T**HE officers of the Maritime Board of Trade, which holds its annual convention in Chatham, N.B., from the 21st to the 23rd of this month, should invite the boards of trade at such centres at least as Montreal and Toronto to send representatives. In 1899, when the board met at St. John, N.B., they did so, but because their request met with no response it is no reason why efforts should not be made again.

The question of insurance rates is becoming a live one in the Maritime Provinces, if one can judge from the character of the meeting that was held in Halifax a few days ago, at which delegates were

present from different parts of Nova Scotia. This subject can scarcely be ignored by the Maritime Board, and as it is a question in which the business men of every part of the country are interested, the more representative the gathering the greater will be the influence of the conclusions at which the board may arrive.

And then is it not possible that the presence of a few board of trade men from Quebec and Ontario may result in seed being sown from which shall spring up a Board of Trade for the Dominion?

But one thing at least would result from representatives being present from the Upper Provinces, and that would be the development of interest in the Maritime Provinces, one of the most beautiful and picturesque parts of the Dominion.

### THE SALMON PACK.

**T**HE outlook for the canned-salmon pack on the Fraser river has much improved during the last week or ten days.

British Columbian newspapers to hand report that the fish were beginning to run in large schools, and that, while some boats were only making small catches, others were making large ones. These papers bear the date of July 30. Since then, telegraphic advices say that the fishing has improved a great deal, and that the prospects are much better than they were a short time ago.

A steamer which arrived at Vancouver on July 30 brought the intelligence that each of the three canneries at Port Essington packed 800 cases on July 23. A letter to a prominent Vancouver cannery from the north stated that the northern canneries would put up from half to three-quarter pack. That the Rivers Inlet pack was a complete failure. On July 25, the Wau-nuck cannery had 4,245 cases packed, and Lowe Inlet cannery 1,200 cases on July 20. On the Skeena the Standard had 2,100 cases up on July 25, and the Cunningham 5,300 cases on July 24.

Even though the weather be hot it is necessary to keep cool in business.



## B. C. FRUITS IN WINNIPEG.

(From Our Own Correspondent.)

**M**R. R. N. PALMER, of Victoria, B.C., special commissioner for the British Columbia Government, was in Winnipeg a few days ago in connection with an inquiry regarding the status of British Columbian fruit on the market, and, in conversation with a representative of THE GROCER, said:

"I am here on behalf of the Government of British Columbia, and more especially the Department of Agriculture, to see what can be done in order to open up a more extensive and permanent market for British Columbian fruit in Manitoba. I would like to correct a mistake which was unintentionally conveyed by the report of the remarks of Mr. Boggs at the meeting of the Western Horticultural Society on Thursday, re the obtaining of lower freight rates on our fruits. As a matter of fact, we have no complaint about the rates. The rate on plums from British Columbia to Winnipeg is \$1 per cwt., while from Oregon and Washington, the States with which our fruit chiefly comes in competition, the rate is \$1.25, and there is the addition of duty, which, on plums, for instance, amounts to some 12c. per case. The transportation difficulties which I am really trying to straighten out are better refrigerator cars and more rapid transit. The time

taken in transit is one of the greatest difficulties we have to contend with, and, in this respect, our American cousins are far ahead of us. They can ship strawberries from Hood River to Winnipeg by fast freight in four days, while almost the best time our fruit has made is eight days, and this is a very serious drawback. Of course, we realize that our fruit export has hitherto been so small that the C.P.R. have probably not felt it of sufficient importance to make special efforts to favor it. However, I am in hopes that both the cars and the length of time will be remedied before long.

"I have had a meeting with your Fruit and Produce Exchange here, and found all of them most anxious to handle our fruit if it could only be guaranteed to reach here in good condition and capable of re-shipment to local points. Returning to the subject of rates for a moment, I would like to mention the very favorable express rates granted us by the Dominion Express Co.

There is a general blanket rate on fruit to Calgary and eastward as far as Winnipeg of \$2.40 per cwt., and on lots of 1,000 lb. and upwards \$2.25 per 100 lb. This rate is so satisfactory that any strawberries we ship to Manitoba will certainly come through by express."

Asked as to the growing of strawberries, Mr. Palmer stated that the chief points from which they would be shipped to Manitoba would be the Shuswap, Kamloop and Vancouver Island districts and certain points along the Fraser river. "You must remember," continued Mr. Palmer, "that British Columbia is 700 miles long, it is a country of mountains and valleys, and almost every valley has its own particular climate. This has been one of our diffi-

gather the fruit, how to grade and how to pack it. The cars will eventually be started from New Westminster, where the great cold storage plants make it particularly easy to handle goods of this nature. I might also say that we never expect to compete with California in the matter of peaches, for instance, as, although good peaches can be raised in some parts of the Province, there will never be a sufficient quantity for export trade. The fruits we hope to ship are plums, prunes, pears, crabs and apples, and, in small fruits, all the varieties. Roughly speaking, I think British Columbia will be in a position to ship some 10 carloads of plums this season.

"One very great want is more fruit-growers. The question of labor is a serious one, particularly in the matter of small fruits, and what we want is a population in the shape of families who will have within themselves necessary help to handle a small fruit farm."

## Encourage the Vacation Idea.



**F**ROM August 5 to August 17 a number of wholesale houses and manufacturers give their travelling staff a vacation. THE CANADIAN GROCER hopes that merchants everywhere will do all they can to make this plan a success. It has been a hot summer, and the work of travellers has been unusually hard. If you agree with us that these men deserve every consideration, then be sure to send your orders that you would have given to them to their houses by mail. It will be appreciated very much. Latest special announcements of nearly all of the houses will be found in this and next week's issue.

culties, in the past there has been no discrimination in the points from which shipments were made. Now there are districts in British Columbia where they raise excellent fruit, but it will never be fit for shipment, because the climate is very moist and the fruit too soft. There are other districts, however, where the climate is much drier and the soil quite different, exactly resembling that of Washington and Oregon. These districts produce fruit of the very best shipping quality, as has been amply proved by the condition in which small shipments have come through. I think I may say that the districts from which fruit will be chiefly shipped for the future will be the Okanagan country, Kamloops, the Ascroft district and the islands. This season the Fruit Growers' Association, which derives its income from a Government grant, is employing an expert fruit packer from California to visit the various districts, show the people when to

the influence that a combination of these houses could exert, the eventual adoption of this coin is entirely within the field of possibilities.

The bargain counter has come to be a feature of our end-of-the-century civilization. We do not think, however, that it is a particularly encouraging feature, and we believe that it will finally disappear. The present thirst for bargains is abnormal; the quest for bargains has been productive of physical and nervous debility; and the whole subject of bargains has become a monomania with hundreds of customers. The bargain is, indeed, one of the indications of a sort of temporary universal degeneracy that seems to pervade the human race, and changing conditions will crowd it out of existence. But in the meantime we may look for the arrival of the half-cent.

Some day, perhaps, we'll see this brief and tempting sign: "Price, only 98½, reduced from 99."

## THE POSSIBILITY OF THE HALF-CENT.

A possible result of the development of the bargain counter is the introduction of the half-cent into our currency, remarks a writer in Profitable Advertising. There is no doubt that the department store would like to get things down to a half-cent basis if only the Government would consent to make it practicable; and, considering



## APPLE INDUSTRY OF CANADA AND THE UNITED STATES.

ON Wednesday, Thursday and Friday this week, the National Apple Shippers' Association of America is holding its seventh annual convention in Toronto. About 150 delegates, representing the principal apple-producing centres of the United States and Canada, are in attendance.

The first session of the convention opened on Wednesday morning at 11 o'clock. Mayor Howland was present to extend the greetings of Toronto and of Canadian shippers, but as many of the delegates had not arrived, his address was deferred till the evening.

C. G. Richardson, of Leavenworth, Kansas, president of the association, then delivered his annual address. Canada and the United States, he declared, stood pre-eminent as the finest apple-producing countries in the world, and were strong in competition in the markets of the globe. The comparative worth of American apples had been abundantly attested at the Paris Exposition, where a continuous fruit exhibit had been made by both Canada and the United States, and a great number of orders and inquiries had been received from remote parts of the world.

The apple had become the king of fruits in America. Over 2,000 varieties had been developed, and the aggregate crop was worth fully \$300,000,000, or the same value as the cotton crop, and nearly as much as the wheat crop, which was valued at \$320,000,000. The magnitude of the industry was an urgent reason why every precaution should be taken for its protection and its development. The growers should bestow the utmost vigilance in their care of the trees, to keep the insect pests down, and to deal promptly with fungus growth. The cost of handling inferior apples was greater than the cost of handling the superior qualities. The continuance of the diffusion of horticultural knowledge by Governments was of great advantage. The association might do much to improve the condition of the industry by making a strong effort to secure more equitable railway rates.

Wednesday afternoon was devoted to papers, which were largely of a technical nature. Senator H. M. Dunlap, Savoy, Ill., read a paper on "Commercial Orchardling." He believed that the industry had reached the stage that success was only to be secured as a result of intelligent and scientific effort. He explained the necessity of spraying, saying that shrewd buyers passed by orchards that they knew had not been sprayed. In referring to the disposition of the crop, he

recommended sale by the barrel, which did away with guesswork and kept the price of good apples at a higher figure than the system of selling the crop outright on the trees.

Dr. James Mills, of the Ontario Agricultural College, read a paper on "Apple Growing and Shipping in the Dominion of Canada." He said that the apple was our most valuable fruit for household use. There was no other fruit in Canada to take its place. Apple growing was a profitable business when properly pursued. In the Annapolis Valley of Nova Scotia they would find a considerable number of the wealthiest farmers in that Province who did little else than grow apples, and all over this country, and especially this Province, apple-



Mr. L. E. Geoffrion.

growing is a strong buttress of grain-growing, stock-raising and dairying. He proceeded to quote statistics illustrating the proportions of the industry in Canada. The apples exported from the Dominion in the fiscal year ended June 30, 1901, amounted to 4,181,038 lb. of dried, valued at \$210,892, and 956,674 bbls. of green or ripe, valued at \$2,578,853. The apple trees in Ontario in 1900 were 9,948,718, being 6,518,048 of a bearing age, and 3,430,670 younger trees, about 180,000 more than in 1899.

The orchards of Ontario, Dr. Mills stated, were not scientifically managed, as a rule. There was not proper spraying, and manuring and pruning were not done thoroughly. An attempt had been made to remedy these defects by the Government, first, through the Farmers' Institutes, while a demonstrator also had been sent around to illustrate the best methods of spraying. Still, he

regretted to say that a very large proportion of our orchards were not sprayed. Apple shippers, he agreed with Senator Dunlap, should try to improve the quality of the fruit by their representations to the producer. The grower would always pay more attention to the buyers than to the paid lecturers of Government. There had been some pretty plain talking about Canadian packing in England lately. Improper packing did incalculable injury to our reputation in Europe. The Parliament of Canada, recognizing this, had passed a bill in order to crowd out dishonest dealers and packers, but the penalty for violation of its regulations was decidedly inadequate.

In the paper on "Methods," F. D. Cummings, Portland, Me., expressed strong condemnation of the methods of sale on the Liverpool market. Apples at that market could be inspected as often as desired, and were then graded and catalogued according to their condition and quality. But although all this was done, the buyer at auction had the option of rejection of barrels that he did not approve of. He thought that the auction sale should be final.

The discussion which followed Mr. Cummings' paper developed the fact that there was a strong feeling among the members against the Liverpool system. One delegate, Charles Forster, New York, believed that if the association took up the matter in earnest the desired change could be secured. By a large majority the meeting voted in favor of the association making an endeavor to secure a more satisfactory system in Liverpool.

On Wednesday evening, a reception was tendered the visiting delegates in the Pavilion. Mayor Howland welcomed them in his usual courtly way. In responding, Walter Snyder, Baltimore, Md., paid some fine compliments to the courtesy and open-heartedness of the Canadian people. During the evening, an excellent programme of music was rendered by the Grenadiers' Band, while the delegates enjoyed a prominence through the Pavilion and the adjoining conservatory, or sat down near the north entrance to partake of ice cream or other light refreshments.

### MR. L. E. GEOFFRION.

MR. L. E. GEOFFRION, a partner in the wholesale grocery firm of L. Chaput, Fils & Cie, of whose business he has the active management, is one of the leading public spirits of Montreal. Last week, he was unanimously elected to represent the *Chambre de Commerce* on the Harbor Board, a position reserved for business men of the highest standing. For two years he has been president of the *Chambre de Commerce*, and while he has occupied the chair the meetings of this French Canadian board of trade have always been fruitful. By his enterprise as much as by his ability he has earned his latest distinction.

Mr. Geoffrion has now been associated with the firm of L. Chaput, Fils & Cie for 25 years, rising from the ranks to his present position. Some time since, he was mentioned as one of the probable successors in the Senate to the late Senator Villeneuve.



# The Prize Essays on

The Buying, Selling and Handling of

## ==COFFEE==

will be published in **The Canadian Grocer** of September 6.

There will be a great demand for copies, so if you or your clerks wish to secure extra copies we would like to be advised early.

**SINGLE COPIES 10 CENTS.**

Advertisers should keep this number in mind as it offers a splendid medium for the special advertising of Coffee in the berry or roasted and ground—branded or otherwise. It wouldn't be a bad number for advertising Tea or Cocoa either.

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## ADAMS' TUTTI FRUTTI

Price, \$1.00 per Box, containing 36 5c. Bars.

It is always fresh.

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Defries St.,  
TORONTO.

# Another Packet Tea on the Market.

This is practically an announcement in every issue of *THE GROCER*. And still they go out on the retailer's shelves and lie there, and in six months nothing more is heard of the "great tea packet" that was going to accomplish such "wonderful things." By this time the retailer ought to have learned not to take up those packets which are only pushed by the owners for six months and then go the way of hundreds of others that have preceded them.

**"SALADA"** Ceylon Tea is the retailer's safeguard. He can return it and get his money back at any time if it is not the most satisfactory tea he ever sold.

**"SALADA"**--Toronto and Montreal.



## Steam Laundries

must have the finest quality of **STARCH** to obtain the desired finish on linen.

We supply three-fourths of the best Canadian Laundries with their Starch.

COMMENT IS UNNECESSARY.

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## FIG BAR

We are putting on the market the best Fig Bar Biscuit ever made. One 12-lb. box will prove what we say. Include this in your next order.

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Get our special quotations for "Long Keepers" for your Summer trade.

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We are now in a position to fill your orders for all grades of this popular fruit.

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Wholesale Fruit, Produce and Commission Merchants  
25 and 27 Church St., TORONTO, Can.  
Long Distance 'Phone Main 645.  
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Consignments Solicited.  
Highest Prices. Prompt Returns.

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... Limited.  
70 and 72 Front St. E., Toronto.

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In Tubs and Pails. Ship to us.

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## The DAWSON Commission Co., Limited

FRUIT, PRODUCE AND  
COMMISSION MERCHANTS.

Cor. Market and  
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**TORONTO****Canadian Produce Company, Toronto**

In no other way can General Store Keepers dispose of their chickens so profitably or with so little trouble as with us.

new pack of canned goods, strawberries, and raspberries are the best sellers. Salmon is very firm. The values of currants are receding from their high position of the past year as a result of quotations on new crop received from Greece. The import price of fine Amalias will be about 5½c. so that this year retailers will be asked to pay 6½ to 7c. The feature of the tea market is the advance in the price of India and Ceylons, amounting on the lower grades to 1d. per lb. Japans are steady to firm. Californian dried fruits, such as apricots, peaches and prunes are said to be somewhat excited in view of an over-estimation.

**SUGARS.**

There have been no new developments in the sugar market. Prices are stationary, both at home and abroad. Montreal refiners quote \$4.50 per 100 lb. for granulated and \$3.85 to \$4.45 per 100 lb. for yellows, according to quality. Naturally the demand is not light at this season, yet it is not as heavy as it is wont to be in August. Dealers, both wholesale and retail, are buying from hand to mouth.

**SYRUPS.**

Few orders have been received for syrups this week and this line is unactive. Cane syrup is worth 1½ to 2c. per lb. and corn syrup 3 to 3¼c., according to parcel.

**MOLASSES.**

The distributing trade is small, but there has been some business done between jobbers at much firmer prices. The supplies held here are calculated to be rather light in view of the low price this year. The ruling value in small lots is 29c. per gallon.

**CANNED GOODS.**

The feature of the canned goods market is the strong demand for new pack of strawberries and raspberries. The pack has been a light one, and every confidence is expressed in the prices. Strawberries are worth \$1.50 to arrive; raspberries, \$1.40; gooseberries, \$1.40; pears, \$1.55 for 2's and \$2 for 3's; Lombard plums, \$1.20; greengages, \$1.30; yellow peaches, \$1.70 for 2's and \$2.50 for 3's; sliced pineapple, \$2.30, and \$2.45 for grated; 3 lb. apples, 85c., and gallon apples, \$1.90, red pitted cherries, \$1.80 and whites, \$2. As for vegetables, there is not much improvement, in spite of the probable short crops of peas and corn and the probability of an advance by the syndicate. Some houses are still sacrificing their stocks, getting 80c. for tomatoes and 75c. for corn and peas. There are others, however, who are content to hold what goods they have, confident that they will prove good property when wholesale stocks are reduced. But little business is being done in futures; tomatoes

The following Brands manufactured by

# The AMERICAN TOBACCO CO.

OF CANADA, Limited.

Are sold by all the Leading Wholesale Houses

**CUT TOBACCO****OLD CHUM.****SEAL OF NORTH CAROLINA****OLD GOLD****CIGARETTES****RICHMOND STRAIGHT CUT.****SWEET CAPORAL.****ATHLETE.****DERBY****...EVERY...****COMMISSION MERCHANT**

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If you want to offer your goods in  
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**Winnipeg Fruit Merchants.****THE RUBLEE FRUIT CO.  
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WINNIPEG, CANADA**

are quoted at 82½c. and corn and peas at 80c. Salmon is stiff on spot at \$1.25 to \$1.30 for spring and \$1 to \$1.10 for pink. Sockeye is decidedly scarce, and unobtainable under \$6 per case. In regard to the new pack, the Skeena river had about one-fourth of its pack put up on July 24; it is certain to be very short. Rivers Inlet is still worse, the total estimated pack to July 24 being 17,000 cases. Up to that time, no fish had been put up on the Fraser river, but the run had just commenced, and a fair pack was expected.

## SPICES.

A sorting trade of fair proportions is being done at former prices. We quote as follows: Nutmegs, 35 to 65c. per lb., as to size; Penang mace, 45 to 50c. per lb., as to quality; pimento, ground, 12½ to 15c.; cloves, 15 to 25c.; pepper, ground, black, 17 to 20c., according to grade; white, 25 to 27c.; ginger, whole, Cochin, 15c.; Japan, 10c.; Jamaica, 20c.; ground, Japan, 15c.; Cochin, 20c.; Jamaica, 25c.

## RICE.

Prices are unchanged under a sorting demand. We quote in combine district: B rice, in bags, \$3.10; in ½ bags, \$3.15; in ¼ bags, \$3.20; in pockets, \$3.25. In 10-bag lots an allowance of 10c. is made. CC rice, \$3 in bags; \$3.05 in ½ bags; \$3.10 in ¼ bags; and \$3.15 in pockets. In the open territory prices are about 10c. less. Patna rice is worth 4¼c. per lb.

## TEAS.

Some sales are again reported this week, but the demand is not active. The samples of Japan tea that have been received lately show the quality of tea this year to be excellent, fully equal to, if not better, than last year. The wholesalers expect, however, to see lower prices, as agents are now in a position to make firm offers. Cables received this week from London, Calcutta and Colombo all report a firmer market for Indian and Ceylon teas, the advance amounting to 1d. per lb. The cause of the improvement is said to be a shortage of supplies. Virtually, no consignments are now coming to this market.

## FOREIGN DRIED FRUITS.

CURRENTS—The opening quotations on currants are 18s. for Provincials and 19s. for fine Filiatras. This means that spot prices must come down, although the light stocks do not warrant any immediate change. We understand that there has not been much business entered into yet as the ss. Escalona does not leave with the first shipments to this port for a month yet. Some goods will be brought in via New York previously. A very small trade is being done at 9½ to 10½c.

RAISINS—There is nothing new to report in raisins. Business is dull even at the low prices. Fine off-stalk is quoted at 5c., selected 5½c. and layers 6c.

PRUNES — Only a few boxes are selling. Late mails from California bring news to the effect that the Prune Association has sold all sizes on hand under 100. This has appreciably strengthened the market and the Association. Prices here are unchanged. Californian prunes are worth 5 to 5½c. for 90's to 100's; 6½ to 7½c. for 60's to 70's and 7½ to 8c. for 40's to 50's. French prunes are selling at 3 to 5c.

EVAPORATED FRUITS—At the Coast the market is strong and advancing in apricots and peaches. The stocks of apricots are said to be well concentrated and the supply over-estimated. Higher prices are looked for in peaches.

## GREEN FRUITS.

The market for green fruits is decidedly active, particularly in Californian fruits. Seven cars of this imported fruit were sold at good figures on Monday and three cars on Wednesday. Oranges are rather scarce, only a few late Californian Valencias being obtainable. Verdilli lemons are now on the market. Bananas are in good demand. We quote: Messina oranges, 200's, \$4 per box; California Valencias, \$4 per half box; Messina lemons, 300's, \$4.25 to \$4.50; 360's, \$3.75 to \$4.25 per box; Verdilli lemons, \$4.50 to \$5 per box; Californian apples, \$3.25 per box; pineapples, 20 to 30c.; tomatoes, 50 to 60c. per 12-quart basket; apples, 35 to 50c. per basket; Californian plums, \$1.75 to \$2.50 per box; peaches, \$1 to \$1.25; limes, \$1.50 per box; Ontario peaches, 50 to 60c. per basket; raspberries, 11 to 12c.; cocoanuts, \$3.25 per bag of 100; Bartlett pears, \$2.75 to \$3.10 per box; blackberries, 8 to 10c.; watermelons, 20c.; bananas, No: 1, \$1.75 to \$2.25, and eight hands, \$1.35 to \$1.50.

## LIQUORS.

## SCOTCH WHISKIES.

Per case of quarts.

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| Sheriff's One Star .....       | 10 25  | "    | "      | "       |
| " V.O. ....                    | 10 50  | "    | "      | "       |
| Kilmarnock .....               | 9 75   | "    | "      | "       |
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| Bulloch, Lade & Co.—           |        |      |        |         |
| Special blend .....            | 9 25   |      |        |         |
| Extra special .....            | 11 00  |      |        |         |
| John Dewar & Sons—             |        |      |        |         |
| Extra special .....            | 9 50   |      |        |         |
| Special liqueur .....          | 12 25  |      |        |         |
| Extra .....                    | 16 50  |      |        |         |
| James Ainslie & Co.—           |        |      |        |         |
| Highland Dew .....             | 6 75   |      |        |         |
| Glen Lion, extra special       | 12 50  |      |        |         |
| J. Brown & Co.—                |        |      |        |         |
| Duke of Cambridge ...          | 12 00  |      |        |         |
| Mitchell's—                    |        |      |        |         |
| Heather Dew .....              | 7 00   |      |        |         |
| Special Reserve .....          | 9 00   |      |        |         |
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A nice lot fine extracted clover honey in 60-lb. tins to offer. Choice white clover in comb in 12 to 13 oz. sections—one doz. per box. Beautiful clover honey in glass jars.

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California Peaches, Apricots, Plums. Foreign Nuts, Dates, Figs.

ALL AT LOWEST MARKET.

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It will pay you to notify me if you have it in stock, so that I may direct a good class of inquirers to you.





# TEAS For the Wholesale Trade

Japans, Congous, Indian, Ceylon, Oologs, Pingsuey, Gun-powders, China Greens.

WRITE FOR QUOTATIONS.

## S. H. EWING & SONS, 96 King St., MONTREAL

### NEW BRUNSWICK MARKETS.

OFFICE OF THE CANADIAN GROCER.

St. John, N.B., August 5, 1901.

**I**N spot business this is a rather quiet season. In the market there is considerable of interest. The general tendency is to higher prices. Sweets are rather an exception and so is fish. The chief interest of the week is in beans, prices having been advanced about \$2 per barrel. Oats, oatmeal and feed, and particularly cornmeal, are higher. There has been increased interest in new canned goods, the report that peas would be advanced and the firmer feeling in corn, affecting the market. New Brunswick apples are offered. In spices, ginger holds at the higher prices. Cream of tartar continues rather easy, but there is no change in local prices.

**OIL**—In burning oil the business is in future shipments. Prices being very low dealers place their orders freely. It is a safe business for them, for they are protected against decline. There is still quite a steady demand for paint oils. Prices continue quite firm. Lubricating oils are steady, and the market is quite firm. There is but a fair business. Wax is low. In cod oil receipts are more free, but prices hold, as market is bare. Prices will, however, be lower.

**SALT**—There is quite an active business and several small cargoes are about due. When possible, buyers take advantage of the lower prices which rule while the salt is landing. The market is steady. The quantity of Liverpool coarse salt used here is very large. The present demand is good.

There are fair stocks in store. In fine the demand is for Canadian. Trade in dairy salt has been particularly good. We quote: Liverpool coarse, 52 to 58c.; English factory-filled, 95c. to \$1; Canadian fine, \$1 per bag; cheese and butter salt, bulk, \$2.40 per bbl.; 5-lb. bags, \$2.85 to \$2.90 per bbl.; 10-lb. bags, \$2.70 to \$2.75 per bbl.; 20-lb. wood boxes, 22c. each; 10-lb. wood boxes, 14c. each; cartons, \$2 per case of 2 doz.; English bottled salt, \$1.25 to \$1.30 per doz.; mineral rock salt, 60c. per 100 lb. (selected lumps).

**CANNED GOODS**—There has been more interest in new vegetables during the past week, but still no large business has been done. The report that peas were to be advanced and that corn was particularly firm, was the cause. Stocks held are quite large, and some money may be made, but at present low prices ex-store are quoted. In fruits most of the orders have been placed. Prices are quite reasonable. The advance in beans has caused an advance in the price of American pork and beans and will no doubt affect Canadian prices if the market holds. In meats there is a steady business at even figures. In salmon, spot goods are scarce and holders are making a good, fair profit. New spring fish is daily expected when lower figures will be quoted. It is said the run of sockeye fish is large. Lobsters show quite a range in price, according to quality. The local demand is light.

**GREEN FRUITS**—Bananas are still the big interest. The market is well supplied. Californian pears have a large sale. Prices keep firm and quite high. Peaches are a good sale at fair figures, and the quality is

good. Plums are not large sellers. In apples, our own New Brunswick stock are on the market almost as early as Western. The price is quite high, and while it will be lower it will rule quite full, as offerings will not be large. Oranges are about out of the market. They had little inquiry at this season. Lemons are in a fair demand. Raspberries and blueberries are both a light crop. In cultivated raspberries prices have kept high. Nova Scotian cherries are about done. Melons have a fair sale at firm figures. Pines are about done.

**DRIED FRUITS**—In raisins, the reports from California are that spot seeded are higher. At the low prices sales are large, the more so as new goods will be much higher. It is now said loose will open at about the high figures of last season. Prices on foreign fruit will be watched for with interest. The local market is dull. In currants new prices continue to be received. They are away below last season's figures. Many will be bought as usual cleaned from New York. In dates, prices are low. Prunes are rather firmer. Spot business is light. Prices on evaporated apricots and peaches have been received, and the market is a very firm one. In evaporated apples prices are higher and firm. Dried are also higher. Stocks are light, American onions now supply the trade.

**DAIRY PRODUCE**—In cheese prices are rather higher. Owing to factories selling for export local dealers find it much more difficult to get stock. Twins have the demand for local business. Butter is firm. The supply of best stock is light. Such goods as are held move slowly. Good stock

*The best selling tea in Canada today is  
Blue Ribbon Ceylon  
 packed and sold by  
 Blue Ribbon Tea Co.  
 12 Front St. East - Toronto*



is in demand. Eggs are but a fair sale. The market is rather easy.

**SUGAR**—The market is rather dull. Prices are unchanged. Considerable foreign is still offered. The Guild regulations are expected to come into operation shortly. In return for the refineries holding up the price at which sugar shall be sold, the dealers agree not to buy other than Canadian sugars. It is said there is hardly a jobber outside the Guild.

**MOLASSES**—There is quite a stock of Porto Rico held here. It is largely in a few hands. They are not, however, agreed on trying to advance prices, but the price is kept down by the largest holders. Others hope for better things later. There is but little Barbados and Antigua molasses.

**FISH**—In dry cod, while prices are still high, lower figures are looked for. Later, stocks will arrive more freely. The present demand is not large. In pollock the market is unchanged and sales are light. Smoked herring are dull. No new goods are yet offered. In pickled herring, there is quite a range in prices. Sales are light. Alewives are hardly as high as last season. Some ten thousand barrels were packed. In fresh fish the market is light. Salmon is about done. Shad are so far a light catch. We quote as follows: Large and medium dry cod, \$3.95 to \$4.10; small, \$2.50 to \$2.65; haddies, 5 to 5 1-2c.; smoked herring, 12 to 13c.; fresh haddock and cod, 2 1-2c.; boneless fish, 4 to 5c.; pollock, \$1.60 to \$1.65 per 100 lb.; pickled herring, \$1.85 to \$1.95 per half bbl.; Canso herring, \$5 per bbl., \$2.75 halves; Shelburne, \$4.50 per bbl., \$2.25 halves; halibut, 10c., shad, 20 to 22c.

**FLOUR, FEED AND MEAL**—In flour, the market is rather dull. Some millers are inclined to ask rather higher prices. Oats are high and scarce. Oatmeal is dull, but firm at the higher figures. Cornmeal is higher than for years and is firmly held. Beans have sharply advanced, and stocks are not large. Feed is very scarce. Hay is a fair price. The export demand is still heavy. Split and round peas continue high and scarce. Yellow eye beans are very scarce. We quote: Manitoba flour, \$4.60 to \$4.70; best Ontario, \$3.70 to \$3.80; medium, \$3.60 to \$3.70; oatmeal, \$4 to \$4.10; cornmeal, \$2.90 to \$3.00; middlings, \$22 to \$23; oats, 48 to 50c.; H. P. beans, \$2.00 to \$2.15; primes, \$1.85 to \$1.90; yellow eye beans, \$2.40 to \$2.60; split peas, \$4.10 to \$4.15; barley, \$3.90 to \$4; hay, \$12 to \$14.

#### ST. JOHN NOTES.

The Wm. Davies Co. have landed quite a quantity of pure lard here during the past week.

Geo. E. Barbour and Bowman & Angeline have shipments of "Beaver" hops to hand.

Mr. Andrews, representing The Barataria Canning Co., has been in the city during the week and in company with the local representative, Mr. Fred. Tippet, called on the trade.

#### MANITOBA MARKETS.

WINNIPEG, August 5, 1901.

**T**HE fair has come and gone. It was one long week of gorgeous weather and great crowds, and much business was done; in fact, in reply to the query "Any change in prices this week?" the reply was: "No; we have been far too busy to change them." There is no doubt the volume of trade was greater than was expected. It is now felt that the grand crop is practically assured, and this no doubt led to the placing of orders that had been previously held in abeyance.

There is practically no market to report, cereals being the only article that has changed price. Rolled oats are still high and firm. Split peas are higher, being quoted at \$2.50 to \$2.60. Beans have advanced, and are now \$1.90 to \$2. Cornmeal still holds the high figure of \$1.65 to \$1.75.

The Japanese rice market is reported higher, but local quotations are unchanged.

**GREEN FRUITS**—Supplies continue somewhat short. The demand has been very active all week, with a rather short supply.

Cheese, butter and bacon are practically without change.

#### EARLY CLOSING ITEMS.

Practically all the grocers of St. John, N.B., now close at 7.30 p.m., Saturdays excepted, as do nearly all the merchants of that city except the clothiers and druggists.

As a result of a personal canvass, all the grocers in Fredericton, N.B., except two, have agreed to close their stores at 7.30 p.m., except on Saturdays, at least during August.

#### TRADE CHAT.

Mrs. Wm. Richardson has opened a grocery store on Manitoba street, St. Thomas, Ont.

Matthews & McCain, grocers, Fredericton, N.B., have dissolved and Vernon L. Matthews will continue the business in his own name.

The Montreal Biscuit Co. have entered an appeal in the Court of King's Bench against a judgment rendered in June by the Recorder's Court of Ste. Cunegonde, under which the Montreal Biscuit Co. was condemned to pay a fine of \$15 and costs for delivering goods to customers in that town without paying a license and obtaining permission from the municipality to drive the delivery wagon through the streets of Ste. Cunegonde. The appeal will come on for hearing at the September term.

Subscribers wanting goods or special quotations on anything anywhere in Canada at any time, can get them by mail or wire by corresponding with **THE CANADIAN GROCER**, Toronto or Montreal.

## "SUPERIOR GLUTEN FLOUR"

a life-giving portion to all suffering from Dyspepsia, Diabetes, Obesity, Constipation, etc., because it contains only the elements in the wheat that assist nature.

Samples and prices on application to

**E. A. SHOEBOOTHAM**

CANADIAN AGENT,

St. James' Park, LONDON, Canada.

## ROWAT'S PICKLES.

QUALITY,  
STYLE,  
PRICE.

Three reasons of the popularity of these goods in Canada.

You are neglecting a good line if you don't handle them.

◆◆◆◆

## BEE STARCH

Another line that gives satisfaction all round.

PRICE LISTS FROM THE AGENTS.

**SNOWDON & PATERSON**

449 t. Paul St., MONTREAL.



## TRADE IN COUNTRIES OTHER THAN OUR OWN.

**R**IO was a seller of coffee at prices at as low a basis as touched this season, including No. 7 at 5c. cost and freight, and No. 3 at 6½c.

Private mail advices report that the French and Portuguese sardine fisheries are still unfavorable, and full rates are demanded.

Private mail advices from the Coast report a continued firmness there in the views of holders of new crop apricots. Quotations up to 9 to 10c. on fancy Royals and 8½c. on choice f.o.b. the Coast in bags have been received.—New York Journal of Commerce.

## DULL SUGAR MARKET IN NEW YORK.

A dull market continued to be reported for refined sugar, and among many of the trade there appeared to be a growing impression that within the next two weeks prices will be lowered.—New York Journal of Commerce, August 7.

## SPICE STATISTICS.

J. W. Phyfe & Co. report the following telegraphic advice of exports from Singapore and Penang since January 1 :

|                   | To United States. |       |       | To Great Britain. |       |       |
|-------------------|-------------------|-------|-------|-------------------|-------|-------|
|                   | 1901.             | 1900. | 1899. | 1901.             | 1900. | 1899. |
|                   | Tons.             | Tons. | Tons. | Tons.             | Tons. | Tons. |
| Black pepper..... | 3,830             | 2,250 | 2,190 | 1,190             | 2,120 | 1,990 |
| Nutmegs.....      | 304               | 226   | 206   | .....             | ..... | ..... |
| Tapioca.....      | 5,170             | 3,430 | 3,760 | 7,180             | 5,340 | 6,515 |
|                   | To Continent      |       |       |                   |       |       |
|                   | 1901.             | 1900. | 1899. |                   |       |       |
|                   | Tons.             | Tons. | Tons. |                   |       |       |
| Black pepper..... | 1,870             | 1,760 | 1,420 |                   |       |       |
| Tapioca.....      | 5,245             | 3,430 | 3,520 |                   |       |       |

## RAISINS HIGHER IN NEW YORK.

An advance of ¼ to ½c. was noted in New York on Tuesday in spot 3-crown loose raisins, with the sale of two carloads noted at, it is stated, a shade under 6c. Two and 4-crown loose are said to be practically cleaned up on the spot. It is stated also that telegraphic advices from the Coast report a considerably stronger feeling among the purchasers of the balance of the association's holdings, and that the lot of 2 and 3-crown grade, reported offering for mince-meat purposes on the basis of 4½c. f.o.b., has been withdrawn.

## NEW YORK TEA MARKET.

Only a very limited amount of interest was shown in the market, and what little business there was transacted was strictly of a hand-to-mouth character. Prices ruling for new crop teas were 12½ to 13c. in bond up for spot Formosa and 11½c. do. to arrive; 10c. in bond for spot Congous and 8c. do. to arrive; 13c. in bond up for spot Ping-

sueys, and 27c. duty paid up for Japan. India and Ceylon were reported firmer for low grades, with 20c. duty paid quoted as inside figure for lines. The better grades were reported as meeting with a limited jobbing sale, but at low prices. At the close of last week London made an additional purchase of 500 packages Pekoe souchong at about 9½c.—N. Y. Journal of Commerce, August 7.

## AN AMUSING LETTER.

**M**R. CHARLES PICKFORD, of Pickford & Black, who is at present in Toronto, has in his possession an interesting and amusing letter which was handed to him just as he was stepping on board steamer at Antigua en route for Canada. It was written conjointly by two negroes who were desirous of securing a pass as they said to "New York or any of the environing cities." It reads as follows:

SANDY POINT, 24th June, 1901.

Dear Sir:

We the undersigned, have conjoindly purported by this applicative writ hereof tendered to lay before you in compended words the excessive diuturnity of our remotness from employment. Incredible as it may seem; yet, each does adjure to the fact, that we are, from the latter part of the past year seeking for work which has delphianly eloped from our reach. Our last voyage was from Roseau (Dominica) a couple months ago, where it's exceedingly dull. We thought of probation elsewhere, and so, pitched our tent in this land: but to our frustration, the 'trees' we have observed are searing daily: and in fine the entire place is equal to the prior named.

Adumbrating the perspective of our condition, we do kindly obtest you to intellectually view it;—think on it; and then, you may deem in what perplexity we now stand in a land like this. Why; the Cane Agriculture itself is canting, and the labourers are complaining and groaning of their exiguous hebdomadal stipend which has been reduced. O! it is truly grieving. Hereof, after consultation, we have both linked in the notion to venture another place where we deeply believe we will be able to reap a harvest.—This is New York or any of the environing cities. We are indeed fervent to get there: but O how pitiful it is to declare that we, through our own means, are unable to attain our desideratum: and conclude, kindly imploring you whom we have understood to have that power to favour, us with a grant passage to same place. We shall be very thankful Sir for this conference if it will favourably please you.

Yours Respectfully  
ROACH & GUMBS

## CATALOGUES, BOOKLETS, ETC.

LINES THAT PAY THE GROCER.

Under the above title, Landor, Shutes & Co., West India Dock Road, London, have issued a small booklet which every up-to-date grocer in Canada should get. The lines referred to include "Dervish" sauce, "Raslim" relish, "Special" Indian relish, "Club" sauce, Worcestershire sauce, tomato catsup, plumato sauce, chutney, essence of anchovies, flavoring essences, non-alcoholic wines, cordials, lemonade and fruit syrups. As this firm have earned an enviable reputation on account of the

quality of their goods, as the firm name is a prominent feature of all their labels, and as there is a liberal margin of profit to the retailer on their lines, it would pay the majority of grocers to send for a copy of this booklet, which will be sent postpaid to any dealer mentioning THE CANADIAN GROCER.

## PERSONAL MENTION.

Major Hebert, of Hudon, Hebert & Cie., left on Thursday for a week's holiday at Old Orchard Beach.

## CARD-PRICE SUGAR IN ST. JOHN.

Our St. John, N.B., correspondent, writes:

"The Wholesale Grocers' Guild have about completed their work of equalizing freight rates and expect soon to be selling sugar by card price. It might almost be said the movement has the support of the entire trade. It is expected to practically shut out foreign sugars, as those in the Guild agree not to handle them."

## AN INADVERTENCE.

Through some inadvertence the name of Mr. John Gilbert was omitted from the list of those who participated in the recent annual picnic of the Kingston Retail Grocers' Association. As Mr. Gilbert is the recognized father of both the association and the picnic, nothing but an inadvertence could account for the omission to couple the name of the parent with the offspring when the latter is abroad. The officers of the Kingston association are: W. H. Dyde, president; L. W. Murphy, vice-president; J. Gilbert, secretary; T. H. Johns, treasurer.

## AGENCY WANTED.

**A**DVERTISER, HAVING SOME MEANS, wishes to obtain samples from manufacturers or large importers, with which to do a jobbing business in Montreal and neighborhood. Address "Agent," care of The MacLean Publishing Co., 232 McGill Street, Montreal. (32)

# CLEMES BROS.

Just Address **TORONTO** Everybody Knows Us

Are you going to speculate in 10 or 25 boxes Summer-Keeping

## LEMONS ?

Write us about them.



# Probabilities are



That your vinegar trade will increase

## 100 %

in one season, if you handle

# IMPERIAL WHITE WINE

Only one quality—5 grades.

It's clear as crystal—fine, smooth, even flavor.

Full Government strength—**the best always.**



## THE WALKERVILLE MATCH CO., LIMITED

Manufacturers of the Celebrated

Maple Leaf, Crown,  
Knight and Imperial  
Parlor Matches



The well and favorably-known

Hero and Jumbo  
Sulphur Matches

**Our Leaders** that give the dealers a big profit: { Imperial Parlor, 1,000 matches, to retail for 5 cents.  
Jumbo Sulphur, 1,000 " " " 5 "

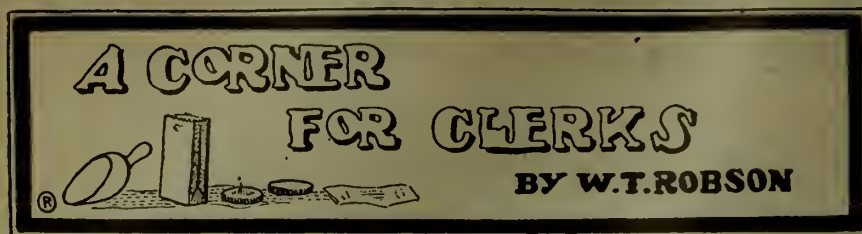
Our goods are put up in neat and attractive packages, and are for sale by all first-class grocers.

## CONVINCE YOURSELF

of the quality of our goods. Write us for a "Sample" Can and taste them. We have never failed to make sales where we could get a prospective customer to open a can and taste them. "The proof of the pudding, etc."

THE KENT CANNING CO., LIMITED

CHATHAM, ONT.



"E. R. M." says: We are adding green fruits and desire information pertaining to the buying and selling of fruit.

**T**HIS will be a profitable addition to your business if you buy carefully and only the best quality of fruit. Money may easily be lost in this line owing to the perishable nature of the stock. If you have local growers buy from them, even if you have to pay more, because the fruit will be fresher and will keep longer. In foreign fruits, buy only from respectable fruit merchants who are well known to the trade. It is dangerous to buy fruit from men of whose character you know nothing, for, like other businesses, there are always some unreliable men engaged in it. I can vouch for those whose advertisements you see in this "Grocer." I know most of them personally and assure you of fair, honest treatment from them. At the same time, if you should be forwarded that which is unsatisfactory, do not be backward in making a complaint. If your claim is reasonable the honest dealer is always ready to make good any loss from causes for which you have a right to expect redress. During the last hot spell much fruit came in an over-ripe condition for shipping, thus causing many complaints from retailers. One firm explained these conditions caused a very serious loss to both the wholesale fruit merchant and the retailer and that in an honest claim for allowance they always did the best they were able to make the loss to the retailer as light as possible; also that this season had been exceptionally bad in this respect. For a man in the fruit business a very essential thing to know is, the many different varieties of apples, grapes, plums, peaches and berries, so as to be able to tell their flavor and keeping qualities. This difference, as one becomes educated in fruits, is wonderful, and this knowledge is worth considerable money to the dealer, and a protection to him in buying. In a brief way, to make this branch profitable:

Buy good stock.

Don't overbuy—better too little, than too much.

When it will not keep, sell it for what it will bring. The first loss is always the best.

Place your fruit in the most attractive way, i.e., pick out any spoiled; it hurts the sale of the good.

Have a proper place to keep your fruit. When selling fruit don't forget your customer will probably want jam jars and sugar, etc. Always know what variety of fruit you are selling, and how long it will keep; then sell the variety that spoils quickest first; remember this in regard to apples—it saves loss.

In reply to a number of questions re organization I have not anything new to add. If the clerks desire to advance themselves as a class they can do so much more effectively in organization than individually. Of course, we can get along and

linger in the same old rut of indifference, but if there is a desire for betterment and advancement of our position, it can and will only be done by organization. That old saying, "United we stand; divided we fall," is very apropos and simply shows that nothing can be done without organization. In this way only can we keep abreast of the times. We have everything to gain and nothing to lose. Everywhere we hear of organization as the watchword of progress. Yet we sit idly by and let the other fellow do the progressing. This should not be. I am willing to do my part, will you do yours?

"A. F." wants to know how much vacation he is entitled to.

I cannot answer a question like the above. I do not know how long you have been employed in your present position. It may not be possible for your employer to give you any holidays. If you are well treated regarding salary and hours of labor you should not complain if circumstances are such you cannot have any vacation. This is a matter of generosity on the part of an employer. You are not "entitled" to any vacation. Most merchants endeavor to give their clerks, during the dull season, a holiday, believing it is beneficial to them, that they return with renewed vigor to their work and are refreshed thereby. But in most grocery stores in Ontario, I say "most," the clerks do not get any stated holiday other than the legal holidays. I believe it would be better for both merchant and clerk if the business were so arranged to permit each person connected with the store to have at least a week on our beautiful lakes, which travellers tell us are the finest in the world. I do not think the business would suffer, although I can understand how difficult it would be to get some of our merchants away from their stores for even a week. They would imagine things would go wrong, yet these are the very men who need a vacation most. I am glad our commercial traveller friends are having holidays and trust they will all enjoy them, returning to their work the better men for having spent even this short time with nature and their families. Now, if you are able to get a vacation, be thankful. If not, don't complain. I worked five years behind the counter without a holiday, other than the ordinary legal days.

"H. D." writes: Is there a Provincial law regulating the closing of grocery stores?

No; municipalities may pass a by-law regulating the hours of closing if petitioned by a two-thirds vote of those engaged in the business. I think if a law is required it should be a Provincial law as the present system is very unsatisfactory, although, as I said last week, the merchants now see the profitableness of early closing and in most cases this matter is satisfactorily arranged. If you read the papers you will be encouraged by noting the number of places where merchants agree among themselves to close at a reasonable

hour. The public are in sympathy with this movement. It is a sign of intelligence, and the merchant and clerk both derive increased health and vigor from its adoption. In every place this movement is retarded by merchants who are afraid of losing some business. Some of the boys feel strongly toward these men, but I would ask them to be patient until, by a process of education, they fall into line. It is only a question of time, whereas saying hard things never helped any cause. On the contrary it only makes bad feeling and embitters a man toward you and the cause you represent. This movement is doing well in Canada. Small villages are the last, as a rule, to fall into line, owing to the prevailing custom to keep the stores open late, often more as a social club than a place of business. But I know of many small village stores that now close early. I have inquired from the merchants, who tell me they have had no falling off in business, while the extra time spent in relaxation has improved their health.

### THE ORIGIN OF THE ROLLER MILL.

**A**T a recent meeting of The National Society of Agriculture of France, M. Lindet recalled the fact that last year a paper was presented to the society on the origin of grain mills. It then appeared that the history of roller mills, which have replaced millstones, is more or less obscure; and M. Lindet, without attempting to clear it up entirely, offered some facts that seemed to him to be of some importance.

According to him, the invention of the roller mill ought to be attributed to André Mechwart, an engineer of the Ganz establishment at Budapest, who, about the year 1875, conceived the idea of making rolls of a certain cast metal, hard enough to withstand the rapid wear and still soft enough to be fluted by a machine tool.

However, some inquiry has been made as to the predecessors of Mechwart; and it has been discovered that as early as in the eighteenth century certain inventors had conceived the grinding roll, but the metal used was too soft to be practical, being unable to withstand the wear.

About 1830 a miller of St. Denis, named Benoit, introduced into his mill grinding machines made of cylinders of millstone or other hard rock, with a face with furrows. A description of this mill appears in a treatise dated in 1862, by one Benoit (not the miller of that name, however), and in a treatise by Touaillon, fils, 1879, while a drawing of it appears in the album by Rollet in 1846.

MM. Regnault-Desrozières and Davilliers, millers of St. Denis, bethought themselves to make a search for the rolls in question in the old mill of Benoit at St. Denis, and fortunately recovered two of them. These they have offered for preservation in the collection of the National Agricultural Institute as relics of the first efforts in France toward an industry that is now of much importance. These stone "sabots" were, it appears, used in the construction of a wall protecting the water wheel of M. Davilliers' mill.—American Miller.

Some of the wheatfields about Ingersoll, Ont., are said to be in a poor condition, owing to the depredations of the Hessian fly. The hay crop is extra heavy, however, and is being stored in excellent condition.



# CURRENT MARKET QUOTATIONS

August 8, 1901.

This list is corrected every Thursday, and the quotations herein given are for the cities of Montreal, Toronto, St. John, N. B., and Halifax. The prices are solicited for publication, and are of such quantities and qualities as are usually ordered by retail dealers on the usual terms of credit. For Winnipeg market report and prices, see page 32.

Goods in large lots and for prompt pay are generally obtainable at lower prices. All quotations for staple products are under the direct control of the Editors, who call daily upon all the leading houses in the principal centres.

## BUTTER, CHEESE AND EGGS

|                                 | Montreal. |         | Toronto. |     | St. John, Halifax. |    |
|---------------------------------|-----------|---------|----------|-----|--------------------|----|
| Dairy, choice, large rolls, lb. | \$0 14    | \$0 14½ | \$       | \$  | \$                 | \$ |
| " " pound blocks.....           | 16        | 0 17    | 17       | 18  | 18                 | 19 |
| " " tubs, best.....             | 16        | 17      | 16       | 17  | 15                 | 17 |
| " " tubs, sec. grade.....       | 15        | 16      | 12       | 14  | 12                 | 14 |
| Creamery, boxes.....            | 19½       | 20      | 20       | 20½ | 18                 | 20 |
| " prints.....                   | 21        | 21      | 21       | 22  | 21                 | 22 |
| Cheese, new, per lb.....        | 9½        | 10      | 10       | 10½ | 11                 | 11 |
| Eggs, new laid, per doz.....    | 11        | 11½     | 12       | 10  | 12                 | 12 |

## CANNED GOODS

|                                 |      |       |      |      |      |      |
|---------------------------------|------|-------|------|------|------|------|
| Apples, 3's.....                | 90   | 0 90  | 0 75 | 0 90 | 1 00 | 1 10 |
| " " gallons.....                | 1 65 | 1 75  | 2 00 | 2 00 | 2 15 | 2 25 |
| Asparagus.....                  | 2 20 | 2 25  | 2 00 | 2 40 |      |      |
| Beets.....                      | 1 00 | 1 00  | 95   | 1 10 |      |      |
| Blackberries, 2's.....          | 1 00 | 1 30  | 1 40 | 1 70 | 1 50 | 1 80 |
| Blueberries, 2's.....           | 80   | 85    | 75   | 85   | 95   | 1 00 |
| Beans, 2's.....                 | 80   | 90    | 75   | 80   | 90   | 95   |
| Corn, 2's.....                  | 70   | 80    | 75   | 80   | 80   | 85   |
| Cherries, red, pitted, 2's..... | 2 15 | 2 20  | 2 10 | 2 25 | 2 30 | 2 40 |
| " " white.....                  | 2 00 | 2 15  | 2 00 | 2 25 |      |      |
| Peas, 2's.....                  | 70   | 80    | 80   | 80   |      |      |
| " " silted.....                 | 90   | 1 00  | 1 00 | 1 10 | 1 10 | 1 15 |
| " " extra silted.....           | 1 00 | 1 10  | 1 25 | 1 30 | 1 20 | 1 25 |
| Pears, Bartlett, 2's.....       | 1 40 | 1 60  | 1 50 | 1 75 | 1 80 |      |
| " " 3's.....                    | 1 90 | 2 00  | 2 00 | 2 40 | 2 25 | 2 50 |
| Pineapple, 2's.....             | 1 75 | 2 40  | 2 25 | 2 50 | 2 15 | 2 25 |
| " " 3's.....                    | 2 40 | 2 60  | 2 50 | 2 60 | 2 50 | 2 60 |
| Peaches, 2's.....               | 1 50 | 1 90  | 1 75 | 1 90 | 1 85 |      |
| " " 3's.....                    | 2 25 | 2 90  | 2 50 | 2 75 | 2 70 | 2 85 |
| Plums, green gages, 2's.....    | 1 25 | 1 35  | 1 10 | 1 25 | 1 30 | 1 60 |
| " " Lombard.....                | 1 00 | 1 25  | 1 00 | 1 10 | 1 30 | 1 50 |
| " " Damson, blue.....           | 1 00 | 1 25  | 1 00 | 1 10 | 1 10 | 1 30 |
| Pumpkins, 3's.....              | 85   |       | 85   | 85   | 1 00 | 1 25 |
| " " gallon.....                 | 2 10 | 2 25  | 2 10 | 2 25 |      |      |
| Raspberries, 2's.....           | 1 45 | 1 60  | 1 60 | 1 80 | 1 70 | 1 75 |
| Strawberries, 2's.....          | 1 70 | 1 85  | 1 80 | 1 90 | 1 75 | 1 80 |
| Succotash, 2's.....             | 1 00 | 1 25  | 1 15 | 1 10 | 1 10 | 1 15 |
| Tomatoes, 3's.....              | 75   | 80    | 75   | 85   | 90   | 95   |
| Lobster, tails.....             | 2 75 | 3 20  | 3 25 | 3 00 | 3 25 |      |
| " " 1-lb. flats.....            | 3 00 | 3 75  | 3 50 | 3 70 | 1 25 |      |
| " " ½-lb. flats.....            | 1 75 | 1 85  | 1 75 | 1 80 | 1 75 |      |
| Mackerel.....                   | 1 00 | 1 10  | 1 15 | 1 25 | 1 35 | 1 45 |
| Salmon, sockeye, Fraser.....    | 1 50 | 1 85  | 1 75 | 1 85 | 1 50 | 1 75 |
| " " Northern.....               |      |       | 1 60 | 1 65 | 1 50 | 1 60 |
| " " Horseshoe.....              |      |       |      |      |      |      |
| " " Coboes.....                 | 1 10 | 1 25  | 1 25 | 1 30 | 1 25 | 1 50 |
| Sardines, Albert, ½'s.....      | 12   | 12½   | 12½  | 13   | 14   | 15   |
| " " ½'s.....                    | 20   | 21    | 20   | 21   | 20   | 21   |
| " " Sportsman, ½'s.....         | 11½  | 12    | 12   | 12½  |      |      |
| " " ½'s.....                    | 19   | 20    | 20   | 21   | 20   | 21   |
| " " key opener, ½'s.....        | 9    | 11    | 10½  | 11   | 16   | 18   |
| " " ½'s.....                    | 18   | 18½   | 18½  | 23   | 10   | 11   |
| " " P. & C., ½'s.....           | 20   | 22½   | 23   | 25   | 23   | 25   |
| " " ½'s.....                    | 27½  | 30    | 33   | 36   | 33   | 36   |
| " " Domestic, ½'s.....          | 4    | 4½    | 4    | 4½   | 4    | 4½   |
| " " ½'s.....                    | 7    | 8     | 9    | 11   |      |      |
| " " Mustard, ½ size, cases..... | 7 50 | 11 00 | 8 50 | 9 00 | 8 00 | 9 00 |
| 50 tins, per 100.....           |      |       |      |      |      |      |
| Haddies.....                    | 1 00 | 1 00  | 1 10 | 1 15 | 1 00 | 1 10 |
| Kipper Herring.....             | 1 00 | 1 85  | 1 00 | 1 75 | 1 00 | 1 10 |
| Herring in Tomato Sauce.....    | 1 10 | 1 55  | 1 00 | 1 70 |      | 2 00 |

## CANDIED PEELS

|                    |    |  |    |    |    |    |
|--------------------|----|--|----|----|----|----|
| Lemon, per lb..... | 10 |  | 11 | 12 | 12 | 13 |
| Orange, ".....     | 11 |  | 12 | 13 | 12 | 13 |
| Citron, ".....     | 15 |  | 15 | 17 | 15 | 17 |

## GREEN FRUITS

|                                       |      |      |      |      |      |      |
|---------------------------------------|------|------|------|------|------|------|
| Oranges, Rhodi.....                   |      |      |      |      | 4 00 | 5 00 |
| " " Cal. late Valencias.....          |      |      | 6 00 | 6 50 |      |      |
| Lemons, Messina, per box.....         | 1 50 | 2 75 | 5 00 | 7 00 | 5 50 | 6 00 |
| Bananas, Firsts, per bunch.....       | 1 25 | 2 25 | 1 75 | 2 25 | 1 50 | 2 25 |
| Apples, per bbl.....                  | 4 00 | 5 00 |      |      | 4 00 | 4 50 |
| Cocoanuts, per 100.....               |      |      |      |      | 3 00 | 3 25 |
| Pine apples, Floridas, per crate..... |      |      | 3 25 | 3 75 | 18   | 20   |
| Cal. Peaches.....                     |      |      | 1 75 | 1 50 | 1 75 |      |
| " " Plums.....                        |      |      | 2 75 | 2 00 | 2 25 |      |
| " " Pears.....                        |      |      | 3 25 | 3 50 | 4 00 |      |
| Lawtonberries.....                    |      |      | 0 08 | 0 09 |      |      |
| Black Currants.....                   |      |      | 1 00 | 1 25 |      |      |

## SUGAR

|                                        |      |  |      |  |      |       |
|----------------------------------------|------|--|------|--|------|-------|
| Granulated St. Lawrence and Red.....   | 4 50 |  | 4 68 |  | 4 70 | 4 75  |
| Granulated, Acadia.....                | 4 45 |  | 4 63 |  | 4 60 |       |
| Paris lump, bbls. and 100-lb. bxs..... | 5 00 |  | 5 18 |  | 0 16 |       |
| " " in 50-lb. boxes.....               | 5 10 |  | 5 28 |  |      |       |
| Extra Ground Cane, bbls.....           | 5 00 |  | 5 45 |  |      |       |
| Powdered, bbls.....                    | 4 65 |  | 5 20 |  | 5 55 | 5 80  |
| Phoenix.....                           | 4 35 |  | 4 63 |  |      |       |
| Cream.....                             | 4 40 |  | 4 58 |  |      |       |
| Extra bright coffee.....               | 4 35 |  | 4 53 |  |      |       |
| Bright coffee.....                     | 4 25 |  | 4 43 |  | 3 75 | 4 00  |
| Bright coffee.....                     | 4 15 |  | 4 33 |  | 3 50 |       |
| No. 3 yellow.....                      | 4 05 |  | 4 23 |  | 3 80 | 3 92½ |
| No. 2 yellow.....                      | 4 10 |  | 4 18 |  |      |       |
| No. 1 yellow.....                      | 3 85 |  | 4 03 |  |      |       |

## HARDWARE PAINTS AND OILS

|                                     |      |  |       |  |      |
|-------------------------------------|------|--|-------|--|------|
| Wire nails, base.....               | 2 85 |  | 2 85  |  | 3 20 |
| Cut nails, base.....                | 2 35 |  | 2 35  |  | 2 85 |
| Barbed wire, per 100-lb.....        | 3 05 |  | 3 05  |  | 3 50 |
| Oiled and Annealed Wire.....        |      |  |       |  |      |
| No. 3.....                          | 2 80 |  | 2 80  |  |      |
| White lead, Pure.....               | 6 25 |  | 6 37½ |  | 6 80 |
| Linseed oil, 1 to 4 bbls., raw..... | 83   |  | 81    |  | 84   |
| " " " boiled.....                   | 86   |  | 84    |  | 87   |
| Turpentine, single bbls.....        | 55   |  | 55    |  | 57   |

## SYRUPS AND MOLASSES

|                                 |      |    |      |    |    |
|---------------------------------|------|----|------|----|----|
| Syrups.....                     |      |    |      |    |    |
| Dark.....                       | 1½   |    |      |    |    |
| Medium.....                     | 2½   | 30 | 32   |    |    |
| Bright.....                     | 2½   | 35 | 37   | 34 | 36 |
| Corn Syrup, barrel, per lb..... | 3    |    | 3    | 36 | 38 |
| " " ½ bbls. ".....              | 3½   |    | 3½   |    |    |
| " " " kegs ".....               | 3½   |    | 3½   |    |    |
| " " " 3 gal. pails, each.....   | 1 40 |    | 1 40 |    |    |
| " " " 2 gal. ".....             | 1 05 |    | 1 05 |    |    |
| Honey.....                      |      |    |      |    |    |
| " " 25-lb. pails.....           | 90   |    | 1 00 |    |    |
| " " 38-lb. pails.....           | 1 20 |    | 1 40 |    |    |
| Molasses.....                   |      |    |      |    |    |
| New Orleans.....                | 22   | 30 | 23   | 60 | 29 |
| Barbadoes.....                  | 29   |    |      |    | 24 |
| Porto Rico.....                 |      | 38 | 42   |    | 30 |
| Antigua.....                    |      |    |      |    | 28 |
| St. Croix.....                  |      |    |      |    | 34 |

## CANNED MEATS

|                                  |       |       |       |       |       |       |
|----------------------------------|-------|-------|-------|-------|-------|-------|
| Comp. corn beef, 1-lb. cans..... | 1 50  | 1 85  | 1 60  | 1 65  | 1 60  | 1 70  |
| " " 2-lb. cans.....              | 2 75  | 3 30  | 2 85  | 3 00  | 2 80  | 2 90  |
| " " 6-lb. cans.....              | 8 50  | 11 00 | 8 25  | 8 75  | 8 75  | 9 25  |
| " " 14-lb. cans.....             | 20 00 | 24 50 | 19 50 | 20 00 | 20 00 | 21 00 |
| Minced callops, 2-lb. can.....   |       | 2 75  |       | 2 60  | 2 50  | 2 80  |
| Lunch tongue, 1-lb. can.....     | 3 00  | 3 90  |       | 3 00  | 3 00  | 3 25  |
| " " 2-lb. can.....               | 6 00  | 7 90  |       | 7 00  | 5 80  | 6 00  |
| English brawn, 2-lb. can.....    | 2 40  | 2 75  |       | 2 45  | 2 75  | 2 80  |
| Camp sausage, 1-lb. can.....     |       |       |       | 2 50  | 2 50  |       |
| " " 2-lb. can.....               |       |       |       | 4 00  | 4 00  |       |
| Soups, assorted, 1-lb. can.....  | 1 15  | 1 50  |       | 1 50  | 1 40  |       |
| " " 2-lb. can.....               | 2 40  | 2 45  |       | 2 20  | 2 25  |       |
| Soups and Bouil, 2-lb. can.....  | 1 75  | 2 50  |       | 1 80  | 1 75  |       |
| " " 6-lb. can.....               | 3 50  | 5 85  |       | 4 50  | 4 25  | 4 50  |
| Sliced smoked beef, ½'s.....     | 1 65  | 1 70  | 1 65  | 1 70  |       | 2 00  |
| " " " 1's.....                   | 2 75  | 3 10  | 2 80  | 2 95  |       | 3 25  |

## FRUITS

|                                 |      |      |      |      |      |      |
|---------------------------------|------|------|------|------|------|------|
| Foreign.....                    |      |      |      |      |      |      |
| Currants, Provincials, bbl..... |      |      |      |      | 12   | 12½  |
| " " ½-bbls.....                 |      |      |      |      |      |      |
| " " Filigras, bbls.....         | 10   |      |      |      |      |      |
| " " ½-bbls.....                 | 10   |      |      |      |      |      |
| " " cases.....                  | 10   |      |      |      |      |      |
| " " ½-cases.....                | 10½  |      |      |      | 12½  | 12   |
| " " Patras, bbls.....           |      |      |      |      |      |      |
| " " ½-bbls.....                 |      |      |      |      |      |      |
| " " cases.....                  | 11   | 11   | 11½  |      |      |      |
| " " ½-cases.....                | 11   | 11   | 11½  |      |      |      |
| Vostizzas, cases.....           | 14   | 15   | 12   | 14   |      |      |
| Dates, Halloweens.....          | 3½   | 4    | 4½   |      | 3½   | 4    |
| " " Salts.....                  | 3    | 3½   | 4    |      |      |      |
| Figs, 10-lb. boxes.....         | 70   | 90   | 9½   | 12   | 10   | 12   |
| " " Mats, per lb.....           | 3½   | 3½   |      | 3½   |      |      |
| " " 7-cr., 28-lb. boxes.....    |      |      |      | 18   |      |      |
| " " 1-lb. glove boxes.....      |      |      |      | 12   |      |      |
| Prunes, California, 30's.....   | 8    | 8    | 8    | 10   | 12   |      |
| " " 40's.....                   | 7½   | 7½   | 8    | 8    | 9    |      |
| " " 50's.....                   | 7½   | 7    | 7½   | 7½   | 8    |      |
| " " 60's.....                   | 7    | 6    | 7    | 7    | 7½   |      |
| " " 70's.....                   | 6½   | 6    | 6½   | 6½   | 7    |      |
| " " 80's.....                   | 6    | 5½   | 6    | 6    | 6½   |      |
| " " 90's.....                   | 5    | 5    | 5½   | 5½   | 6    |      |
| " " 100's.....                  | 5    | 4½   | 5    | 5    | 5½   |      |
| " " Bosnia, A's.....            |      |      | 9    |      |      |      |
| " " " B's.....                  |      |      | 7½   |      |      |      |
| " " " U's.....                  |      | 5    | 6½   | 6    |      |      |
| " " French, 50's.....           |      |      |      |      |      |      |
| " " 110's.....                  | 3½   | 3½   | 3½   | 4    |      |      |
| Raisins, Fine off stalk.....    | 6    | 5½   |      | 8    | 8½   |      |
| " " Selected.....               | 5½   | 6    | 6    | 9    | 9½   |      |
| " " Selected layers.....        | 6    | 6½   | 6½   | 9    | 10   |      |
| " " Sultanias.....              | 8    | 10   | 9    | 12   | 10   | 12   |
| " " California, 2-crown.....    | 5    | 5½   |      | 9    | 9½   |      |
| " " " 3-crown.....              | 6    |      | 7½   | 8½   | 9    |      |
| " " " 4-crown.....              | 6    |      | 8½   | 9    | 9½   |      |
| " " seeded, 3-cr.....           | 9½   | 10   | 11   | 10   | 10½  |      |
| " " Malaga, Lon. layers.....    | 1 50 |      | 2 00 | 2 25 | 2 40 |      |
| " " Black baskets.....          |      |      | 2 25 | 2 50 | 2 75 |      |
| " " Blue baskets.....           |      |      |      | 2 80 | 3 00 |      |
| " " Debesa clusters.....        |      |      | 3 00 | 4 00 | 3 25 | 3 50 |
| " " Choice clusters.....        | 2 75 | 3 00 |      | 3 00 |      |      |

## PROVISIONS

|                                   |       |       |       |       |       |       |
|-----------------------------------|-------|-------|-------|-------|-------|-------|
| Dry Salted Meats.....             |       |       |       |       |       |       |
| Long clear bacon.....             |       | 10    | 11    | 11½   |       |       |
| Smoked meats.....                 |       |       |       |       |       |       |
| Breakfast bacon.....              |       | 14    |       | 14    |       |       |
| Rolls.....                        |       | 11    |       | 12    | 11    | 12    |
| Medium Hams.....                  | 13    | 14    | 13½   | 14    | 12    | 14    |
| Large Hams.....                   |       |       | 12½   | 13    |       |       |
| Shoulder hams.....                |       | 11    |       | 11½   | 8     | 9     |
| Backs.....                        |       |       |       | 15    |       |       |
| Meats out of pickle 1c. less..... |       |       |       |       |       |       |
| Barrel Pork.....                  |       |       |       |       |       |       |
| Canadian heavy mess.....          | 19 50 |       | 20 00 |       | 19 00 | 19 50 |
| " " short cut.....                | 20 00 |       | 21 00 |       | 19 00 | 20 50 |
| Plate beef.....                   | 12 50 | 13 50 | 12 50 | 14 00 | 14 00 | 14 50 |
| Lard, tierces, per lb.....        |       | 11    |       | 10½   | 10½   | 11    |
| " " Tubs.....                     |       | 11½   |       | 11    | 11    | 1½    |
| " " Pails.....                    |       | 11½   |       | 11½   | 11½   | 11½   |



# Silver Dust Soap Powder

(Made in Canada)

**PROFIT**  
Gives More **QUANTITY** Than Any  
♦♦ Other  
**SATISFACTION**

**SILVER DUST MFG. CO.,**  
**HAMILTON.**

**Seely's**  
Flavoring  
**Extracts**  
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on Earth

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**Geo. Stanway & Co.**

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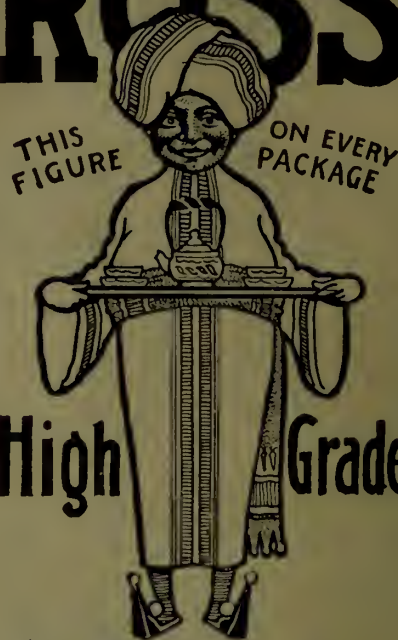
# JAPAN TEAS

New Season BUTTERFLY CHOP

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TORONTO.

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# High Grade

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Grocers who persist in mixing ever-varying teas, are unintentionally letting much of the tea trade slip through their fingers into the hands of bakers, butchers, druggists, peddlers and others offering brands of more uniform tea at popular prices.

The only way for grocers to effectually meet this competition is to recommend a brand of tea which they know to be pure and good.

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## COFFEE

| Green—                   | Montreal. | Toronto. | St. John,<br>Halifax. |
|--------------------------|-----------|----------|-----------------------|
| Mocha.....               | 24        | 23 28    | 25 80                 |
| Old Government Java..... | 27        | 22 30    | 25 80                 |
| Rio.....                 | 10        | 7 9 10   | 12 13                 |
| Santos.....              | .....     | 9 10     | .....                 |
| Plantation Ceylon.....   | 29        | 26 30    | 29 31                 |
| Porto Rico.....          | .....     | 22 25    | 24 28                 |
| Guatemala.....           | .....     | 22 26    | 24 28                 |
| Jamaica.....             | .....     | 15 20    | 18 22                 |
| Maracabo.....            | 13        | 13 18    | 13 15                 |

## NUTS

|                               |          |       |      |       |       |
|-------------------------------|----------|-------|------|-------|-------|
| Brazil.....                   | .....    | 15    | 16   | 8½    | 9     |
| Valencia shelled almonds..... | 81 13    | 30    | 35   | 22    | 25    |
| Tarragona almonds.....        | 11½ 12½  | 13    | 14   | 13    | 15    |
| Formegetta almonds.....       | .....    | ..... | 14½  | ..... | ..... |
| Jordan shelled almonds.....   | .....    | 40    | 43   | ..... | ..... |
| Peanuts (roasted).....        | 7½ 8     | 8     | 10   | 9     | 10    |
| " (green).....                | 6½ 7     | 7     | 9    | ..... | ..... |
| Cocoanuts, per sack.....      | 3 00     | ..... | 3 75 | 3 50  | 4 00  |
| " per doz.....                | .....    | ..... | 60   | 60    | 70    |
| Grenoble walnuts.....         | 9½ 10    | ..... | 12½  | 9     | 12    |
| Marbot walnuts.....           | ..... 9½ | ..... | 11½  | 9     | 10    |
| Bordeaux walnuts.....         | 7 8      | ..... | 9    | 9     | 10    |
| Sicily filberts.....          | 9 10     | 10    | 11½  | 9     | 10    |
| Naples filberts.....          | .....    | 10    | 11   | 10    | 11    |
| Pecans.....                   | 10 12    | 13    | 15   | 12    | 14    |
| Shelled Walnuts.....          | 19 20    | 20    | 25   | ..... | ..... |

## SODA

|                                |       |       |       |      |       |       |
|--------------------------------|-------|-------|-------|------|-------|-------|
| Bl-carb, standard, 112-lb. keg | 1 65  | 1 80  | 2 00  | 2 25 | 1 70  | 1 75  |
| Sal soda, per bbl.....         | 70    | 75    | 80    | 90   | 85    | 90    |
| Sal Soda, per keg.....         | 95    | 1 00  | ..... | 1 00 | 95    | 1 00  |
| Granulated Sal Soda, per lb... | ..... | ..... | ..... | 1    | ..... | ..... |

## SPICES

|                                |       |       |       |       |       |
|--------------------------------|-------|-------|-------|-------|-------|
| Pepper, black, ground, in kegs | 16    | 18    | 18    | 14    | 15    |
| palls, boxes.....              | 14    | 17    | ..... | 19    | 16    |
| in 5-lb. cans.....             | 15    | 17    | ..... | 19    | 15    |
| " whole.....                   | 14    | 17    | ..... | 19    | 12    |
| Pepper, white, ground, in kegs | 26    | 27    | 26    | 27    | 24    |
| palls, boxes.....              | 25    | 26    | 25    | 26    | 20    |
| 5-lb. cans.....                | 23    | 25    | 23    | 25    | 20    |
| " whole.....                   | 19    | 25    | 22    | 25    | 20    |
| Ginger, Jamaica.....           | 12    | 80    | 14    | 35    | 18    |
| Gloves, whole.....             | 25    | 28    | 35    | 30    | 25    |
| Furs, mixed spice.....         | 13    | 18    | 20    | 40    | 16    |
| Cassia.....                    | ..... | 25    | 24    | 25    | 22    |
| Cream tartar, French.....      | ..... | 28    | 25    | 30    | 25    |
| " best.....                    | 10    | 15    | 13    | 16    | 18    |
| Allspice.....                  | ..... | ..... | ..... | ..... | ..... |

## WOODENWARE

|                             |       |      |      |      |       |
|-----------------------------|-------|------|------|------|-------|
| Pails, No. 1, 2-hoop.....   | 90    |      | 160  |      | 190   |
| " " " " 3-hoop.....         | 2 05  |      | 175  |      | 2 05  |
| " " half, and covers.....   | 1 75  |      | 1 70 |      | 1 75  |
| " " quarter, jam and covers | 1 45  |      | 1 20 |      | 1 45  |
| " " candy, and covers.....  | 2 70  | 3 20 | 1 75 | 2 70 | 8 20  |
| Tubs No. 0.....             | 11 00 |      | 8 50 |      | 11 00 |
| " " 1.....                  | 9 00  |      | 0 00 |      | 9 00  |
| " " 2.....                  | 8 00  |      | 6 25 |      | 8 00  |
| " " 3.....                  | 7 00  |      | 5 35 |      | 7 00  |

# PETROLEUM

| PETROLEUM                      | Montreal. |     | Toronto. |     | St. John,<br>Halifax. |     |
|--------------------------------|-----------|-----|----------|-----|-----------------------|-----|
| Canadian water white. ....     | 14½       | 15½ | .....    | 17½ | 16                    | 16½ |
| Sarnia water white.....        | 16        | 17  | .....    | 18½ | 16                    | 16½ |
| Sarnia prime white.....        | .....     | 18  | .....    | 15½ | .....                 | 15½ |
| American water white.....      | .....     | 19  | .....    | 17½ | 17                    | 17½ |
| Pratt's Astral (barrels extra) | 18½       | 19  | .....    | 17½ | 18                    | 18½ |

Black— TEAS

|                                 |     |    |    |    |       |
|---------------------------------|-----|----|----|----|-------|
| Congon—Half-chests Kalsow,      |     |    |    |    |       |
| Monling, Peking .....           | 13  | 60 | 12 | 60 | 11 40 |
| Caddies Peking, Kalsow .....    | 17  | 40 | 18 | 50 | 15 40 |
| Indian—Darjeelings .....        | 35  | 55 | 35 | 55 | 30 50 |
| Assam Pekoes .....              | 40  | 20 | 40 | 40 | 18 40 |
| Pekoe Sonchong .....            | 18  | 25 | 18 | 25 | 17 24 |
| Ceylon—Broken Pekoes .....      | 35  | 42 | 35 | 42 | 34 40 |
| Pekoes .....                    | 20  | 30 | 20 | 30 | 20 30 |
| Pekoe Souchong .....            | 17½ | 40 | 17 | 35 | 17 35 |
| China Greens—                   |     |    |    |    |       |
| Gunpowder—Cases, extra first    | 42  | 50 | 42 | 50 | ..... |
| Half-chests, ordinary firsts    | 22  | 28 | 22 | 28 | ..... |
| Yong Hyson—Cases, sifted        |     |    |    |    |       |
| extra firsts .....              | 42  | 50 | 42 | 50 | ..... |
| Cases, small leaf, firsts ..... | 35  | 40 | 35 | 40 | ..... |
| Half-chests, ordinary firsts    | 22  | 38 | 22 | 38 | ..... |
| Half-chests, seconds .....      | 17  | 19 | 17 | 19 | ..... |
| " thirds .....                  | 15  | 17 | 15 | 17 | ..... |
| " common .....                  | 13  | 14 | 13 | 14 | ..... |
| Pingsueys—                      |     |    |    |    |       |
| Yong Hyson, ½ chests, firsts    | 28  | 32 | 38 | 32 | 80 40 |
| " " " seconds .....             | 16  | 19 | 16 | 19 | ..... |
| " " Half-boxes, firsts ..       | 28  | 32 | 28 | 32 | ..... |
| " " " seconds .....             | 16  | 19 | 16 | 19 | ..... |

**RICE, MACARONI,  
SAGO, TAPIOCA.**

|                                      |       |       |       |       |       |       |
|--------------------------------------|-------|-------|-------|-------|-------|-------|
| Rice—Standard B.....                 | 3 00  | 8 10  | ..... | 8%    | 8 25  | 3 40  |
| Patna, per lb.....                   | 4 25  | 4 50  | 4%    | 6     | 5     | 6     |
| Japan.....                           | 4 40  | 4 90  | 4%    | 5     | 5     | 6     |
| Imperial Seta.....                   | 4 40  | 4 90  | 4%    | 5     | 5     | 6     |
| Extra Burmah.....                    | ..... | ..... | 4%    | 4%    | 4     | 5     |
| Java, extra.....                     | ..... | 5%    | 6     | 6%    | 6     | 7     |
| Macaroni, dom'l c, per lb, bulk..... | 5     | 6     | 7%    | ..... | ..... | ..... |
| " Imp'd, 1-lb. pkg., French.....     | 8     | 12    | 9     | 1%    | ..... | ..... |
| " " Italian.....                     | 8     | 10    | 11    | 1%    | ..... | ..... |
| Sago.....                            | 3     | 4     | ..... | 4%    | 4%    | 5     |
| Tapioca.....                         | 3%    | 4     | 4%    | 4%    | 4%    | ..... |



## THE CASH CUSTOMER AT A DISCOUNT.

OLD Ben Franklin, who was once the highest authority on this side of the sea on domestic economy, was the author of this maxim: "A nimble sixpence is better than a slow shilling."

Dr. Franklin meant to express the doctrine that in business cash customers were better than credit sales, and, as he wrote in a time when the American States were British Colonies, and English money was then in vogue, he expressed his maxim in the terms of shillings and pence.

Times have changed since the days of "Poor Richard," which was the name over which Dr. Franklin's homely wisdom was given to the public, and, apparently, in great retail stores in cities the cash buyers are not particularly esteemed.

In an article on "Shopping in New York," in *The March Century Magazine*, by Lillie Hamilton French, the writer says:

Shopkeepers sometimes say that the "cash customer" is the profitable one, but fashion has already deserted those stores where cash payments are the rule. My corner grocer tells me that if each of his customers should insist on paying cash he would have to employ two extra men just to make the change. Certainly many of us could ill afford the time to wait for it. In the great retail stores women are sometimes detained 20 minutes until half as many cents in change can find a way back to them. There is, therefore, in large cities, where time has a value not attached to it in smaller places, a necessity for credits, for having bills and accounts, and a certain quixotic sense characterizes the conduct of those who declaim against the custom of accounts.

This statement seems to be true everywhere in cities. The cash customer receives no favors or special consideration when shopping, and is always looked upon as a stranger who would probably never be seen again in the establishment, while the shopper whose name goes on the books is well known and is an object of interest.

There is an old story to the effect that once a boat capsized in the river, throwing three persons into the water. A man on shore cried out in the most agonizing manner, begging the people to rescue the man with the red head. With difficulty the red-headed man was fished out of the water, while the other two were drowned. On being asked the cause of his intense interest in the party whose life was saved, the information was elicited that the red-headed man owed the other \$11, and if he drowned, leaving no estate behind, his death would make the debt a total loss. In this case the two cash customers were allowed to drown, while the man whose name was on the books saved his own life by being in debt.

Another disadvantage suffered by the cash customer is that he has less chance

than anybody else of getting credit. A person who has bought in the same place for 20 years and always paid money down, was, on one occasion when the purse had been accidentally left behind, refused credit for a trifling sum and was denied the benefit of a C.O.D. package, because the amount was too small for the trouble.

Nevertheless, the buying for cash has one advantage to the buyer. It saves peace of mind. By it the housekeeper escapes the sword of Damocles in the shape of debts hanging over her.

In the wholesale business, however, the cash buyer gets his innings. There is for him a premium on his cash, a discount which the credit buyer does not get. Here he is appreciated, and he is always the recipient of particular attention at the hands of the drummers and their employers. Cash in the wholesale business has not lost its attractions.—*New Orleans Picayune*.

## GROCERIES FOR CAMPING OUT.

The San Francisco Grocer presents the following list of grocery supplies for a camping party of four persons for 10 days, which might not be without some interest to grocers in Canada:

|                               |         |
|-------------------------------|---------|
| Coffee.....                   | \$1 00  |
| Condensed milk, 6 tins.....   | 90      |
| Cube sugar.....               | 50      |
| Tea, ¼ lb.....                | 30      |
| Ex. soda crackers, 1 box..... | 80      |
| Pork and beans, 5 tins.....   | 90      |
| Brown bread, 5 tins.....      | 1 00    |
| Black pepper, 1 tin.....      | 10      |
| Salt, 5-lb. sack.....         | 10      |
| Vinegar, 1 bottle.....        | 25      |
| Cracker meal, 4 lb.....       | 10      |
| Ham, 1.....                   | 2 00    |
| Bacon.....                    | 1 50    |
| Sardines, 6 tins, ¼'s.....    | 1 40    |
| Corned beef, 3 tins, 2's..... | 75      |
| Potatoes.....                 | 1 00    |
| Tomatoes, 3 tins.....         | 25      |
| Corn, 4 tins.....             | 50      |
| O. C. fruit, 5 tins.....      | 1 00    |
| Jelly or jam, 2 glasses.....  | 50      |
| Eggs, 4 doz.....              | 80      |
| Butter, 2 squares.....        | 80      |
| Lard, 3 lb.....               | 45      |
| Gherkins, 1 bottle.....       | 25      |
| Pepper sauce, 1 bottle.....   | 10      |
| Candles, 1 lb.....            | 20      |
| Cheese, 2 lb.....             | 30      |
| Soap, 1 bar.....              | 10      |
| Matches.....                  | 10      |
| Pancake flour, 2 pks.....     | 25      |
| Bar sugar.....                | 25      |
| Lunch tongue, 2 tins.....     | 70      |
| Deviled ham, 2 tins.....      | 50      |
| Rye bread, 2 loaves.....      | 20      |
| Ammonia, 1 pint bottle.....   | 15      |
| Total.....                    | \$20 00 |

Wm. Braid, of Braid & Co., wholesale grocers, Vancouver, B.C., is visiting Dawson, Yukon, where he is doing a big business with the local merchants.

## THE SULTANA RAISIN CROP.

Editor CANADIAN GROCER,—Permit me to communicate a few words respecting our Sultana crop, and which may prove of some interest to your numerous readers.

Importers of Sultanas in Canada will probably remember how last year's crop proved a failure owing to a severe attack of our vineyards by the peronospora disease. Our crop, originally estimated at 40,000 to 42,000 tons, was gradually reduced down to only 17,000 tons. But it is curious to note that right at the eve of the gathering epoch there were always optimists (whether sincere or otherwise, we cannot say), and numerous they were, who still spread reports of a crop of 25,000 to 27,000 tons.

Personally, and for our justification, we must state that we were the first amongst the few to gauge thoroughly the extent of damage caused by the disease, as proved by our circular of June 20, 1900, estimating the crop at 310,000 quintals, equal to about 17,000 tons. We have since found by official returns that the past crop did not really exceed 17,000 tons.

Now, coming to prospects for the coming Sultana crop, we have, so far, acquired the following facts and knowledge:

1. That the original yield is much smaller than last year's, previous to the peronospora attack.

2. That the peronospora disease was not properly and thoroughly combated last year with the sulphate of copper solutions, and that this neglect on the part of growers has caused a fresh outburst of the peronospora microbe. The evil was happily checked by adverse atmospheric conditions, but only after it had caused a certain amount of harm in various localities.

3. That on July 5, the thermometer marking nearly 40 deg. centigrade at the shade, a most rare occurrence in this country, the fruit unprotected by the leaves of the vine trees was in some parts completely killed. Damages on this account have since been more or less ascertained, and widely differ in percentage, according to the districts, the average damage being about 15 per cent. on the whole crop.

Taking into due consideration the preceding facts, we feel justified in estimating presently the coming crop as follows:

|                                 | Tons. |
|---------------------------------|-------|
| Magnesia and Menemen.....       | 4,150 |
| Cassaba.....                    | 3,900 |
| Soma, Axar, Alaschevi, etc..... | 2,475 |
| Nymphis, Parsa, Eren, etc.....  | 3,950 |
| Djumovassi, Tourbati, etc.....  | 2,500 |
| Cate and Kilizman.....          | 275   |
| Vourla and Sivrisar.....        | 1,200 |
| Chesone and Phocce.....         | 1,650 |
| Ca abournu.....                 | 1,100 |
| Smyrna and environs.....        | 800   |

Total, about..... 22,000

ANT. SOLARI.

Smyrna, July 20, 1901.



## THE PROVISION TRADE.

The Markets—Picnics of Pork Packers—Miscellaneous Notes.

### PICNICS OF PORK PACKERS.

THE seventh annual picnic of the employes of The Geo. Matthews Co., Limited, Peterboro', Ont., took place on Friday per steamer City of Peterborough to Jubilee Point. Over 300, employes, their families and friends, partook of the hospitality of The Matthews Co., and all were united in saying that the outing was the most pleasant and enjoyable of the seven.

The annual picnic of the employes of the Ingersoll Packing Co. was held on August 1 in the grove on the flats southwest of the pork factory. A procession was formed at the market square at 1 o'clock. The Foresters' band headed the procession and a large number of the pork packers marched in line, each wearing a wide-rimmed straw hat and a badge. There was a very large crowd present during the afternoon, and a still larger one in the evening. Dancing was indulged in till a late hour. It was the largest picnic ever held under the auspices of that institution.

### NEW BUILDINGS FOR THE INGERSOLL CO.

The frame hog barracks at the factory of The Ingersoll Pork Packing Co. have been removed, and a stone foundation is being laid for a new three-storey brick building to be used for the same purpose as the old one. It will be fitted up on a down-to-date plan with every convenience for receiving hogs from the cars and farmers' waggons, feeding and watering them, and passing them along to the killing-room.

### THE PROVISION MARKETS.

#### TORONTO.

Though the trade is small, as is usual during August, it is fully up to the average for this time of year. Prices are unchanged throughout. We quote: Dressed hogs, \$9.25 to \$9.50 per cwt.; mutton, \$6 to \$7 per cwt.; yearling lambs, \$7.50 to \$8.50 per cwt.; spring lambs, 10 to 11c. per lb.; beef carcasses, \$7.50 per cwt. for best and \$6 to \$7 for mediums; hind quarters, 8½ to 9½c. for best; fore quarters, 4½ to 5½c. for best; calves, \$7 to \$8 for best and \$6 to \$7 for mediums.

The brisk demand for pork products is well maintained, and prices have stiffened throughout. Smoked backs are ½c. per lb. higher. We quote as follows: Long clear bacon, 11½c. Smoked meats—Breakfast

bacon, 14 to 14½c.; rolls, 12c.; small hams, 13½ to 14c.; medium hams, 13½ to 14c.; large hams, 12½ to 13c.; shoulder hams, 11½c.; backs, 15c. Barrel pork — Canadian heavy mess, \$20; Canadian short cut, \$21; lard, tierces, 10¾c.; tubs, 11c.; pails, 11¼c.

#### MONTREAL.

Statistics for August 1, showing the stock of lard held at world's points, indicate that the supply has been more plentiful during the past month, the amount at the end being 229 029 tierces, against 207,127 a month previous. The increase seems to be due to the fact that a great many hogs have been sent into the markets because western farmers were not prepared to feed them, in view of the failure of the corn crop. A further increase may be shown during the present month, but the scarcity is expected to reveal itself again. Manufacturers are acting on this assumption. Price of pork is unchanged. Business is quiet. We quote: Heavy Canadian short cut mess pork, \$20.50 to \$21.50; selected heavy short cut mess pork, boneless, \$21.50 to \$22.50; family short cut back pork, \$20.50 to \$21.50; heavy short cut clear pork, \$20 to \$21.50; hams, 13c.; bacon, 14c.; lard, pure Canadian, \$2.30 per pail; refined lard compound (Fairbank's), \$1.92 for 1 to 24 pails; \$1.90 for 25 to 49 pails; \$1.88 for 50 pails and over; Snow White and Globe compound, \$1.65 per pail; Cottolene, 9½c. per lb. in tierces, and 10½c. in 26-lb. pails, and 10¼c. in 50-lb. boxes, for Quebec.

#### ST. JOHN, N.B.

The local market is dull. Pork is very high. Beef holds quite firm, but does not show high figures. There is little doing. Lard is still very high, and a fair stock is held. There is a fair sale. Compound has a steady sale. Smoked meats are scarce.

#### LIVERPOOL.

Reported by Anglo-Canadian Produce Co., Limited, Liverpool, July 27.

Cheese — A steady, hand-to-mouth demand, with values firming up. Irregular old colored cheddars, nearly cleared, 38s. to 42s.; fine new colored States, heated, 45s. to 46s.; fine new white States, 45s. to 46s.; finest new Canadian, colored, 46s. to

48s.; finest new Canadian, white, 46s. to 47s.

Butter—Slow trade, but more inquiry. Copenhagen up 2 kroners. Danish—firkins, 106s. to 110s.; Russian and Siberian, 90s. to 92s.; Irish creameries, 100s. to 104s.; Irish factories, 90s. to 94s.; Canadian creamery—boxes, 100s. to 102s.; States, fine, 84s. to 86s.

Eggs — Steady. Eggs, per 120: Irish hens', 6s. to 7s.; ducks', none; Canadian preserved (contracting), 6s. 10d. to 7s. 3d.; continental, 4s. 6d. to 6s.

Bacon — Easier on some cuts, especially Canadian. Waterford Irish sides, 62s. to 66s.; Danish sides, 56s. to 59s.; Canadian Wiltshire sides, 54s. to 56s.; Canadian long rib, 52s. to 54s.; Canadian Cumberland cut, 51s. 6d. to 53s.; American long clear, 46s. to 48s.; American short clear, 42s. 6d. to 43s.; American short rib, 48s. to 50s.; American Cumberland cut, 42s. to 47s.; American Stafford cut, 46s. to 47s.; American clear bellies, 51s. 6d. to 54s. 6d.; American short clear backs, 44s. 6d. to 46s.; American shoulders, N. Y., 39s. to 41s.; American shoulders, square cut, 38s. to 40s.; American shoulders, picnics, 38s. 6d. to 40s. 6d. Hams—Canadian cut, 53s. to 58s.; American long cut, 54s. to 58s.; American short cut, 54s. to 58s.; American skinless, 57s. to 60s. Lard — Tierces, prime, steam, 44s.; lard, refined, 28-lb. pails, 43s. 9d. to 44s. 6d.

The London Grocers' picnic to Sarnia was attended by about 300 grocers, their clerks and friends. A programme of sports, fishing, boating, etc., made the day enjoyable. The city travellers entertained the grocers at the Harrington House, Port Huron, in the afternoon.

## EGGS, BUTTER, CHEESE, ETC.

CONSIGNMENTS SOLICITED.

Write us when you have Eggs and Butter to offer. Cases supplied.

The J. A. McLean Produce Co., Limited,  
77 Colborne St., TORONTO.

## SMOKED MEATS PURE LARD

Our "MAPLE LEAF" brand is unexcelled

We are large dealers in EGGS and BUTTER. WRITE US.

D. GUNN, BROTHERS & CO.  
Pork Packers and Commission Merchants  
76-80 Front St. E. - - TORONTO.





To hold the Best Trade  
you must sell the Best  
Goods.

REGISTERED  
*Bow Park*  
BRAND

## Sweet Pickles

Always Lead.

Your wholesaler will give you quotations, or write direct.

**Shuttleworth & Harris,**  
BRANTFORD, CANADA.

The demand for

REGISTERED  
*Bow Park*  
BRAND  
**HAMS**

is growing every day, and we think it will pay you to handle them.

Your customers will enjoy them and you will be pleased to sell them, as they are the best in any line of goods.

**The Brantford Packing Co.**  
LIMITED  
BRANTFORD, ONT.

## Sugar-Cured MEATS

are high and will be high in price during the summer. We can give you a good selling line of

### SHOULDERS

at reasonable prices. These are Sugar-Cured, Mild, and cut up well, in place of the higher-priced Hams.

**F. W. FEARMAN CO.**

Limited

Pork Packers, Lard Refiners,  
Butter and Cheese Dealers,  
Hamilton, Ont.

**THE CANADIAN PACKING CO.**  
LONDON, ONT.



GUARANTEED CHOICE AND PURE.  
**GOLD MEDAL, PARIS 1900.**

Please order goods through your wholesale house.

## PRODUCE IMPORTS INTO LIVERPOOL.

According to the weekly circular of the Anglo Canadian Produce Co., Limited, the imports of dairy produce and provisions into Liverpool this year up to July 26 and for the corresponding period last year were as follows :

|                       | To July 26,<br>1901. | To July 25<br>1900. |
|-----------------------|----------------------|---------------------|
| Cheese, boxes .....   | 438,900              | 558,245             |
| Butter, packages..... | 198,391              | 54,250              |
| Bacon, boxes .....    | 323,315              | 351,441             |
| Hams, boxes .....     | 161,718              | 150,574             |
| Lard, tons.....       | 28,290               | 24,956              |

Stocks in Liverpool on the undermentioned dates were as follows :

|                             | June 29,<br>1901. | May 31,<br>1901. | June 30,<br>1900. |
|-----------------------------|-------------------|------------------|-------------------|
| Cheese, boxes .....         | 40,038            | 38,245           | 47,791            |
| Butter, packages.....       | 4,838             | 1,981            | 1,216             |
| Bacon, boxes.....           | 13,159            | 14,074           | 16,341            |
| Hams, boxes .....           | 4,916             | 6,204            | 6,706             |
| Shoulders, boxes.....       | 2,076             | 3,253            | 2,577             |
| Lard, prime steam, tierces. | 5,960             | 3,582            | 12,027            |
| " refined, " tons.....      | 2,122             | 1,718            | 1,261             |

## A PLACE FOR THE DRUMMER.

One of the early effects of industrial combinations was the elimination of the travelling salesman, says The Marine Review. He went the way of all useless appendages, for assuredly he was useless when the firm which employed him merged its interests with its competitor. Things move in cycles, however, and the era of the travelling salesman is about to dawn again. The domestic field is largely closed to him, as it has been for some years past, but the foreign field is opening. The United States are producing a surplus which must be disposed of. Foreign markets cannot be successfully cultivated by circulars alone. Circulars can herald the advance of the salesman, but they cannot always sell goods. The magnetic personality and persuasive tongue of the salesman is needed. The foreign market is a difficult field to handle, and the demand upon the talents of the travelling salesman is great. He must be versatile, gentlemanly and educated. He must speak the language of the country to which he is sent. He must be a diplomat who has devoted his attention to business. The oversea market is the market of the future. It is the one market whose possibilities cannot be measured. To all practical purposes it is infinite. With proper cultivation, no end of trade will come out of it. It is idle to think, however, that this trade can be secured without personal representation. It cannot. Contiguous countries have the natural advantage which can only be overcome by a representative on the spot with full power to act. The logical conclusion is that that army of workers which did so well to develop internal trade when there was need of them will, when transferred to Europe and the Orient, do the same thing for the foreign trade of the United States.

## Are you thinking about MEATS?

If you are looking for a

**LIVE LINE OF SELLERS**

buy **CLARK'S.**

**60 Varieties 60**

Once used and your  
customers will ask for OUR

**LARD**

not twice or three times, but **ALL THE TIME**

## Our Process of Rendering

Demands absolute cleanliness and purity.  
An Absolutely Pure Lard is the result.

**Every Grocer Should Have It**

FROM 3-LB. TINS UP.

**The Farmers' Co-Operative Packing Co.**  
of BRANTFORD, Limited.

## Our Brands Give Satisfaction.

**SUGAR-CURED HAMs,  
BONELESS BREAKFAST BACON,  
ROLL BACON, PURE LARD.**

## Hot Weather Specials

READY FOR LUNCHEON :

**BOILED PORK HAMs,  
LUNCH BEEF,  
BOLOGNA SAUSAGE,**

**BOILED BEEF HAMs,  
HAM, CHICKEN and TONGUE  
SAUSAGE.**

**The Park, Blackwell Co., Limited**  
Packers and Exporters, **TORONTO, CANADA.**

London Agents: Messrs. Miller Bros.  
16 Tooley St.

Liverpool Agents: Messrs. W. P. Sinclair & Co.  
12 North John St.



Shipping  
Packages.

Write  
for  
Prices to

Boeckh Bros.  
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The Wm. Cane & Sons Mfg. Co., Limited,  
Mfrs., Newmarket, Ont.



We expect—  
—your order  
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# VICTORINE

is now sold by all live, up-to-date grocers who have the interests of their customers at heart.

"A great Washing Compound."  
FREE SAMPLES.

**VICTORINE** (Incorporated)  
MONTREAL.



**THE MOUTH WATERS**

when reading our cook book, but to taste buns and pastry made with

**Dwight's Cow Brand Soda**

—that's the test!

Ask your customers about it.

**JOHN DWIGHT & CO., TORONTO**

**GRIMBLE'S** English Malt  
Six GOLD Medals **VINEGAR**  
**GRIMBLE & CO., Limited, London, N.W., Eng.**

Owing to the increased demands on us by the grocery trade, who recognize the worth and selling qualities of

**"Capstan" Brand**

grocery articles, we have been compelled to remove our manufacturing plant to larger premises and a better shipping centre.

We are now installed in our new factory at 50 Jarvis Street, Toronto, where we can meet your demands favorably.

**The Capstan Mfg. Co., formerly of Collingwood, Ont.**

# James "Dome" Lead.

This is the highest grade of lead in the world.

No dust. Hard finish. Brilliant.



# WILSON'S SCALES

ARE AS GOOD AS A GOVERNMENT BOND.

The grocer can get a Tea Scale that will turn with a postage stamp, or a Computing Scale that will count the money and show the weight of goods at the same time.

Highest Medal at Chicago, and Paris, France.

Easy terms of payment.

**C. WILSON & SON**

Get Prices.

69 Esplanade Street East, TORONTO, ONT.

## MOISTURE IN COLD STORAGE.

BY L. C. CORBETT.

**B**ESIDES the temperature in a cold storage room the degree of moisture is of considerable importance.

It is neither necessary nor desirable that the storage room should be absolutely dry; on the contrary, it may be too dry as well as it may be too damp. If the room is too dry it will favor the shrinkage and drying out of certain goods. If the room is too damp goods are liable to spoil and become mouldy, etc. For this reason the moisture should always be kept below the saturation point. This condition can be ascertained by the hygrometric methods described in the chapter treating on water and steam.

There is little danger that the rooms will ever be too dry; on the other hand, they are not required to be absolutely dry, and as to chemical dryers, such as chloride of calcium, oatmeal, etc., they are probably superfluous, with proper ventilation and refrigerating machinery properly applied.

Generally the artificial drying of air is considered superfluous in cold storage, as the air is kept sufficiently dry by the condensation that forms on the refrigerating pipes. In this way the moisture exhaled by fruits, etc., is also deposited. Special care, however, is to be taken to remove the ice from the coils from day to day as it forms, in which case it is readily used in storage houses refrigerated by artificial refrigeration. Freshly burnt lime is sometimes used in egg rooms.

In cold storage houses operated by natural ice, chemical or physical absorbents, such as oatmeal, slaked lime, chloride of calcium and chloride of magnesium are frequently used. The latter substance is the principal constituent of the waste bittern of salt works, which is sometimes used for drying air in the cold storage of fruit.

The waste bittern is spread out on the entire surface of the floor, and, if needed, on additional surfaces above it. One square foot of well exposed bittern, either in the dry state or state of inspissated brine, will be enough to take up the moisture arising from two to six bushels of fruit, varying according to its condition of greenness or ripeness. The floors of the preserving room should be level, so that the thick brine running from the dry chloride may not collect in basins, but spread over the largest surface. The moisture from the fruit taken up by the absorbent varies from about three to ten gallons for every 1,000 bushels of fruit weekly. The spent chlorides or the spent waste bittern may be revived by evaporation, by which they are boiled down to a solid mass again.

The waste bittern is also used as a crude hydrometer by dissolving one ounce of the same in two ounces of water and by balancing the shallow tin dish containing the mixture on a scale placed in the cold storage room. If the scale keeps balanced, it indicates the proper state of dryness, but if the weight of the mixture increases the moisture of the room is increasing and the means for keeping the air dry should be put in operation.

### DRY AIR FOR REFRIGERATING PURPOSES.

To produce a dry air by mechanical means, St. Clair considers the entire absence of any condensing or refrigerating surface in the space to be refrigerated absolutely necessary. The rapid circulation of the air in the room is also of vital

importance; and in such circulation no contact of the incoming cold air with the outgoing warm air to cause condensation is the result aimed at. To insure these conditions, he places the refrigerator at the highest point, and has communicating air shafts from the bottom of the same to the rooms to be cooled. Like shafts ascend from the top of the rooms cooled to top of refrigerator. The refrigerating coils in the refrigerator are kept at a temperature of zero to 15 degrees below, and a small stream of strong brine is allowed to drip over the coils to a pan underneath, being pumped back to the upper drips as fast as deposited. This brine will have a temperature ranging from zero to 4 degrees below. The action is said to be simple and effective; all moisture is either condensed or frozen instantly as it comes in contact with such low temperature, and absolutely dry air descends in the air shafts to the rooms to be cooled.

### COLD STORAGE TEMPERATURES

Generally speaking, the temperature of cold storage rooms is about 34 degrees F. For chilling the temperature of the room it is generally brought down to 30 degrees F., and in the case of freezing goods from 10 degrees F. to 0 degree F.

The temperature and other conditions best adapted for the cold storage of different articles of food, provisions, etc., have been compiled in the following paragraphs, which reflect the views of prominent and successful cold storage men.

### STORING FRUITS.

The temperatures for storing fruits are given in the following table:

| Fruits.               | Remarks.                 | Degrees F. |
|-----------------------|--------------------------|------------|
| Apples .....          |                          | 32-34      |
| Bananas .....         |                          | 34-36      |
| Berries, fresh..      | For 3 or 4 days..        | 34-36      |
| Cantaloupes..         | Carry about 3 weeks...   | 32         |
| Cranberries .....     |                          | 33-34      |
| Dates, figs, etc..... |                          | 31         |
| Fruits, dried .....   |                          | 35-40      |
| Grapes .....          |                          | 33-36      |
| Lemons .....          |                          | 34-40      |
| Oranges .....         |                          | 36         |
| Peaches .....         |                          | 35-45      |
| Pears .....           |                          | 33-36      |
| Watermelons..         | Carry about 3 weeks .... | 32         |

Apples when stored in barrels should not be stored on ends, but perfectly on their sides. A temperature of 32 degrees is considered most favorable.

In general, green fruits and vegetables should not be allowed to wither. Citrus fruits and vegetables should be kept dry until the skin loses its moisture, then the drying process should be immediately checked. For bananas no rule can be made. The exigencies of the market must govern the ripening process, which can be manipulated almost at will.

Fruits, especially tender fruits, should be placed in cold storage just when they are ripe. They will keep better than if put in when not fully ripe.

Pears will stand as low a temperature as 33 degrees. Sour fruit will not bear as much cold as sweet fruit. Catawba grapes will suffer no harm at 26 degrees, while 32 degrees will be as cold as is safe for a lemon.

The spoiling of fruit at a temperature below 40 degrees F. is due to moisture. In storing apples eight to ten cubic feet storage room space is allowed per barrel, and

twenty to twenty-five tons daily refrigerating capacity per 10,000 barrels.

### STORING VEGETABLES.

| Articles.         | Degrees F. |
|-------------------|------------|
| Asparagus .....   | 34         |
| Cabbage .....     | 32-34      |
| Carrots .....     | 32-34      |
| Celery .....      | 33-35      |
| Dried Beans ..... | 32-40      |
| Dried Corn .....  | 35         |
| Dried Peas .....  | 40         |
| Onions.....       | 32-34      |
| Parsnips .....    | 33-34      |
| Potatoes .....    | 34-36      |
| Sauerkraut .....  | 35-38      |

Asparagus, cabbage, carrots and celery are carried with little humidity; parsnips and salsify same as onions and potatoes, except that they may be frozen without detriment.

In Bulletin West Virginia Experimental Station.

## CONTRACT NOT TO ENGAGE IN BUSINESS.

The Court of Appeals of the District of Columbia held, in the case of *Love et al. vs. Stidham*, reported in *The Washington Law Reporter*, that where the contract executed by the two members of a partnership for the sale of a retail grocery business conducted by them contained a covenant that "the party of the first part" (the vendors) "shall not engage in the retail business for the period of five years within one mile of the store building located as herein set forth," a violation of such covenant by one of the former partners was a violation by both, for which both were liable; that in order to show a breach of the covenant it was not required to be shown that the defendant had a regular store, or that he retailed all the articles kept and retailed from the store sold the plaintiff, but that the retailing by the defendant within the prescribed limits of a material and substantial part of such articles would constitute such breach, provided it came within the definition of a retail grocery business; that the defendant was responsible if he served customers within the prescribed limits, although he might have no residence, shop or place of business within such limits, and that what constitutes a retail grocery business is largely a matter of fact to be determined by a jury under proper instructions by the court as to the meaning and construction of the contract.

## FILLING FOR NAIL HOLES.

The following method of filling up nail holes in wood is not only simple, but said to be effectual: Take fine sawdust and mix into a thick paste with glue, pound it into the hole, and when dry, it will make the wood as good as new. Frank Christin, jr., in *Stoves and Hardware*, says he has followed this for 30 years, with unvarying success in repairing bellows, which is the most severe test known. Often by frequent attachment of new leather to old bellows frames, the wood becomes so perforated that there is no space to drive the nails, and even if there were, the remaining holes would allow the air to escape. A treatment with glue and sawdust paste invariably does the work, while lead, putty, and other remedies always fail.



# BARBADOES MOLASSES.

A cargo of fine Barbadoes Molasses has just been received, and we are now delivering ex wharf all orders taken for July delivery.

We are ready to book orders (for Fall delivery) for canned goods of every description, all new pack, 1901.

We wish to advise the trade that there is a considerable quantity of last year's pack on the market.

Be sure when you order your winter's supply that you get 1901 goods, otherwise you may be served with old stock and displease your customers.

We offer nothing but fresh goods, and our prices are right.

The salmon canners' strike will not affect our trade. We are prepared to guarantee delivery of any orders we may accept, and hold contracts for large quantities of :

**"Clover Leaf" Salmon, tall and flat tins.**

**"Horse Shoe" Salmon, tall and flat tins.**

**"Victoria" Salmon, tall and flat tins.**

**"Owekayno" Salmon, tall tins.**

**"Red Cohoes" Salmon, tall tins.**

**"Princess" Pink Salmon, tall tins.**

We specially recommend the "Victoria" Brand as a very superior article.

"Pink" salmon should also be given a trial order. It will pay you, and is guaranteed to please your customers.

We respectfully invite our clients to send in their Fall orders for Richard's, Couturier's and Marionis Brandy before the 15th of August, in order to benefit by the direct steamship rates of freight.

Ship will sail about middle of September.

Don't forget that we are agents for Sir Thos. Lipton's famous Ceylon Teas.

We also keep in stock a full assortment of Japan Gunpowders and Black Teas which we can quote very low—try us.

---

## Laporte, Martin & Cie., Montreal.

## THE MAKING OF LAMP CHIMNEYS.

**A**N interesting article on the manufacture of lamp chimneys appeared in a recent issue of *The Scientific American*. After a few introductory words the writer of the article says:

"Perhaps the most important feature in the manufacture of lamp chimneys, or, indeed, of any form of glassware, is the mixing of the ingredients. As in the case of plate glass, the body of the mixture consists of a sand which is as nearly pure silica as can be obtained. The sand is quarried from silica rock, then thoroughly ground and sifted through a 40-mesh screen, the material being received at the works in the prepared condition. The second most important ingredient is litharge; while potash and soda are used as fluxes. When the above mixture is used for the best quality of lamp chimneys, about 50 per cent. of the total is silica. The sand is melted in what is known as the 'furnace,' a large conical structure which is fired by gas from beneath and contains some 14 to 16 large melting pots, which are molded from a very specially prepared and carefully kneaded pot-clay. The melting pots are generally 44 in. in their largest diameter and 50 in. in height. They are arranged in a circle within the furnace, each one opposite a door. It takes 24 hours to melt the contents of a pot of the size just described. Ordinarily the contents are made up of part of the prepared mixture and part 'cullett,' i.e., glass left over from previous days of operations.

"The blowing is done with a long iron tube, known as the blow-pipe, which has a mouth-piece at one end, and is swelled out and thickened into a bell-mouth form at the lower end. In the process of blowing, the operator dips the thickened end into the melting pot and twists it around until it has gathered up a ball of molten glass of the desired size. The blow-pipe is then withdrawn from the furnace and the ball of glass is rolled out to a conical shape on a plate and slightly inflated by blowing through the tube. The blow-pipe is then handed to the second operator, who completes the operation of blowing. The bubble, if we may so call it, of glass, is thicker and heavier at its lower end, and, to secure the elongated form necessary to lamp chimneys, the operator swings the blow-pipe to and fro, thus causing the bubble to stretch by its own weight. By thus alternately swinging and blowing he brings the bubble to the required length, and approximately to the required diameter, and then places it within a hinged mold, which is opened to receive it, either by himself or one of his assistants.

He then twists the pipe and blows at the same time, thus pressing the glass against the inner walls of the mold. The tube with the molded chimney attached is then withdrawn from the mold, and handed to another operator, who, with a pair of spring tongs, forms the flaring top of the lamp chimney and marks a sharp depression just outside its base where it is to be broken away from the blow pipe. Although a large amount of blowing is done by hand and mouth, increasing use is made of what is known as the Owens blowing machine, which substitutes mechanical for hand power. This consists of a vertical stand, at the base of which is a vertical table, carrying half a dozen of the hinged molds already referred to. After the first operator has blown and elongated the ball of glass to the desired shape, the blow-pipes are placed in the mold, with the upper ends of the tubes secured in a clamp near the top of the stand. To each of the tubes is connected a rubber hose, which is supplied with air from a small air-pump located on and forming a part of the machine. The table with its blow-pipes is rotated, and air pressure is applied through the hose, half a dozen chimneys being thus blown and molded at the same time.

"The chimneys are next carried to the annealing furnace. This is constructed with a metallic belt conveyer that passes through the furnace from end to end. The chimneys are piled up thickly upon this belt and carried through the furnace. The conveyer moves sufficiently slowly to subject

each chimney to the heat of the furnace for from 12 to 24 hours. After annealing, the chimney is cut down to length. This cutting is done by rotating the chimney horizontally above two fine transverse slits, through which a thin stream of hot air impinges on the glass at the point where it is to be cut through. The strain set up by this local heating is sufficient to enable the girl who attends the machine to break off the ends with a slight bending pressure. The chimney ends, after cutting, are sharp and rough, and it is necessary to give them the proper finish. The mouth of the chimney is smoothed by 'glazing,' which is done by exposing it to the blast of a small gas-fired furnace until fusion of the edge takes place, the result being the smooth, rounded edge which characterizes the lamp chimney. In the case of chimneys with crimped edges, the crimping is done in a special machine which slightly flares and crimps the edges at one operation. The base is squared and smoothed down by grinding it upon a circular, rotating, cast-iron table, whose surface is covered with sand and water. The lamp chimneys are stood on end in small pockets formed in smaller discs, answering to the 'runners' of a plate-glass grinding machine, and are loaded with weights to give the proper pressure. After they have been ground, they are taken to a stamping machine, where the maker's name is stamped on with a hydrofluoric acid preparation known as 'white acid.'

"The chimneys are then taken to the labelling and packing-room, where they are labelled, wrapped in paper, placed in separate cardboard boxes, and finally delivered to the packers. Such chimneys as are not shipped in boxes are packed loose with straw carefully worked around them."

# POPULARITY

is the proof of merit, and no brand has ever achieved popularity so quickly as

# EMPIRE

## SMOKING TOBACCO

In 5 10 and 15c. Plugs.

EMPIRE costs you only 39 cents, and pays a good profit.

EMPIRE is well advertised.

EMPIRE is selling well in almost every store from Halifax to Dawson City.

EMPIRE is A BIG PLUG FOR LITTLE MONEY

Made by

THE EMPIRE TOBACCO CO.,  
LIMITED  
MONTREAL, QUE.



# GILLARD'S PICKLE

IS SOLD BY ALL WHOLESALE GROCERS IN CANADA.

Manufactured from the choicest vegetables and finest English pickling vinegar, it stands to-day THE FINEST PICKLE IN THE WORLD. 12 Gold Medals have been awarded for superior excellence.

## GILLARD'S PICKLE—Cases of 2 Dozen.

5-Case Lots and over - - \$3.20 Per Dozen.  
Less Quantity, - - - 3.30 "

## GILLARD'S SAUCE is a good sauce, none better for gravies, soups, etc.

5-Dozen Lots and over - - \$1.40 Per Dozen.  
Less Quantity - - - 1.50 "

GILLARD & CO., Limited, "The Vintry Works," Walthamstow, London, Eng.



## LICORICE..

We manufacture everything in the Licorice line carried by the Grocery, Drug and Confectionery trades. We might mention—Y. & S. Stick Licorice, plain and corrugated; Acme Licorice Pellets; Y. & S. Licorice Lozenges, in cans or glass jars; A B C Blocks; Purity & Dulce Brand one cent sticks; Bundled Licorice Root; Small Cigars, 300 to box, etc. In PLI-ABLE LICORICE, Triple Tunnel Tubes, Mint Puff-Straps, Navy Plugs and Golf-Sticks 100 to box; Blow Pipes 200 and 300 to box; Manhattan Wafers, 2 1/2 lb. boxes; Curved Stem Pipes, 200 to box. Write for illustrated catalogue.

YOUNG & SMYLIE

Established 1845.

BROOKLYN, N.Y.

## POTATOES and OATS

IN CAR LOTS.

If open to buy or sell, wire

R. W. HANNAH

Board of Trade, - TORONTO

## THE "GLEANER"

KINGSTON, JAMAICA, B.W.I.

The Newspaper with the Largest Circulation in Jamaica and the West Indies.

Canadian manufacturers, merchants, etc., desiring to do business with this country and introduce their goods in this market, should put an advertisement in "THE GLEANER."

Write for scale of charges, etc., to

THE GLEANER CO.,

Limited

"Gleaner" Office, . . . KINGSTON, JA.

## BASKETS

We make them in all shapes and sizes. We have

Grain and Root Baskets,  
Satchel Lunch Baskets  
Clothes Baskets,  
Butcher Baskets,

In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

THE . . .

Oakville Basket Co.

Oakville, Ont.

## ROCK SALT FOR HORSES and CATTLE.



TORONTO SALT WORKS, Toronto, Ont.

## "Chief Keokuk"

Pickles and Condiments.

## "Montrose"

Tomatoes, Peas and Vegetables.

SOLD ON THEIR MERITS.

KEOKUK PICKLE CO.

KEOKUK, IOWA, U.S.A.

## COWAN'S

Hygienic and  
Perfection

## COCOA

Queen's Dessert, Royal Navy  
and Perfection - - -

## CHOCOLATE

COWAN'S ICINGS FOR CAKE.

# MOLASSES

..... P.Q., May 9th, 1901

THE DOMINION MOLASSES CO.,

Halifax, N.S.

Dear Sirs,—I beg to advise receipt of the car Molasses, which came to hand in good order and condition, and, as a proof I am satisfied with the quality, now offer same figures for two cars same grade.

This is an extract from a letter received a few days ago referring to a carload of Barbadoes shipped to one of the largest cities in the Province of Quebec.

We have some more of this grade to offer, and the price is low.

The Dominion Molasses Co.,

Limited

MOLASSES  
AND SYRUPS.

HALIFAX, N.S.

# SOUTHWELL

stands for all that  
is best in

## Jams, Jellies

and

## Marmalades.

You cannot get better than Southwell's, and most times you get poorer goods for the same money. Write us for Price List.



## FRANK MAGOR & CO.

16 St. John St., MONTREAL.

DOMINION AGENTS.

## Current Market Quotations for Proprietary Articles

August 8, 1901.

Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy. The editors do not supervise them. If a change is made, either an advance or decline, it is referred to in the market reports, as a matter of news, whether manufacturers request it or not.

### BAKING POWDER.

Cook's Friend—

|                                    |         |
|------------------------------------|---------|
| Size 1, in 2 and 4 doz. boxes..... | \$ 2 40 |
| " 10, in 4 doz. boxes.....         | 2 10    |
| " 2, in 6 ".....                   | 80      |
| " 12, in 6 ".....                  | 70      |
| " 3, in 4 ".....                   | 45      |
| Pound tins, 3 doz. in case.....    | 3 00    |
| 12 z. tins, 3 ".....               | 2 40    |
| 9 z. tins, 4 ".....                | 1 10    |
| 5 b. tins, 1/2 ".....              | 4 00    |

Diamond—

W. H. GILLARD & CO.

|                                 |               |
|---------------------------------|---------------|
| 1 lb. tins, 2 doz. in case..... | per doz. 2 00 |
| 1/2 lb. tins, 3 ".....          | 1 25          |
| 1/4 lb. tins, 4 ".....          | 0 75          |

### IMPERIAL BAKING POWDER.

| Cases Contain. | Sizes of Cans | Per Doz. |
|----------------|---------------|----------|
| 4 doz.         | 1-oz.         | \$0 85   |
| 3 "            | 6-oz.         | 1 75     |
| 2 and 3 doz.   | 12-oz.        | 3 40     |
| 2 and 3 doz.   | 16-oz.        | 4 35     |
| 1 doz.         | 2 1/2-lb.     | 10 40    |
| 1/2 and 1 doz. | 5-lb.         | 19 50    |

### MAGIC BAKING POWDER.

| Cases Contain. | Sizes of Cans. | Per Doz. |
|----------------|----------------|----------|
| 4 doz.         | 4-oz.          | \$0 65   |
| 4 "            | 6-oz.          | 0 80     |
| 4 "            | 8-oz.          | 1 00     |
| 4 "            | 12-oz.         | 1 50     |
| 4 "            | 16-oz.         | 1 80     |
| 1 "            | 2 1/2-lb.      | 4 50     |
| 1 "            | 5-lb.          | 7 75     |

### JERSEY CREAM BAKING POWDER.

|                               |      |
|-------------------------------|------|
| 1/2 size, 5 doz. in case..... | 40   |
| 1/4 size, 4 doz. in case..... | 75   |
| 1/2 " 3 ".....                | 1 25 |
| 1 " 2 ".....                  | 2 25 |

### BLACKING.

COONEY'S

Boxes, each 4 doz..... \$1 50

### SHOE POLISH.

HENRI JONAS & CO. Per gross.

|                        |        |
|------------------------|--------|
| Jonas'.....            | \$9 00 |
| Froments.....          | 7 50   |
| Military dressing..... | 24 00  |

### BLUE.

|                                                                                               |        |
|-----------------------------------------------------------------------------------------------|--------|
| Keen's Oxford, per lb.....                                                                    | \$0 17 |
| in 10 box lots or case.....                                                                   | 0 16   |
| Reckitt's Square Blue 12-lb. box.....                                                         | 0 17   |
| Reckitt's Square Blue 5 box lot.....                                                          | 0 16   |
| Nixey's "Cerulean" in squares, 1 oz., in bags 1/2 and 1 oz. and in pepper boxes, 2c. and 10c. |        |
| Cooney's Royal Windsor, per gross.....                                                        | 4 80   |
| " Universal, bag, per gross.....                                                              | 4 80   |

### BLACK LEAD.

|                                                                           |      |
|---------------------------------------------------------------------------|------|
| Reckitt's per box.....                                                    | 1 15 |
| Box contains either 1 gro., 1 oz. size; 1/2 gro., 2 oz. or 1/4 gro. 4 oz. |      |
| Nixey's Refined 1d. 2d. and 1c. pkts.                                     |      |
| " Silver Moonlight 5 and 1c. pkts.                                        |      |
| " Nixelene Paste 1d. 2 1/2d. 5d. size.                                    |      |
| Nixey's Jubilee, round in 1 and 2 oz. blocks.                             |      |
| Cooney's Universal, per gross.....                                        | 4 80 |

### CORN BROOMS

BOECKH BROS & COMPANY doz. net

|                                   |      |
|-----------------------------------|------|
| Bamboo Handles, A, 4 strings..... | 4 35 |
| " " B, 4 strings.....             | 4 10 |
| " " C, 3 strings.....             | 3 85 |
| " " D, 3 strings.....             | 3 60 |
| " " E, 3 strings.....             | 3 35 |
| " " G, 3 strings.....             | 3 10 |
| " " I, 3 strings.....             | 2 85 |

### BISCUITS.

FREEK, FREAN & CO.

|                         |                           |
|-------------------------|---------------------------|
| Metropolitan mixed..... | 40 lb. tins 10c.          |
| Florence Wafers.....    | 8 lb. tins 35c.           |
| Venice Wafers.....      | 8 lb. tins 35c.           |
| Florence Wafers.....    | Small tins \$3.70 per doz |

CARR & CO., LIMITED.

|                                                                                |          |
|--------------------------------------------------------------------------------|----------|
| Frank Magor & Co., Agents.                                                     |          |
| Cafe Noir.....                                                                 | 0 15     |
| Ensign.....                                                                    | 0 12 1/2 |
| Metropolitan mixed.....                                                        | 0 09     |
| Special price list of Fancy Tins for Xmas trade and other lines on application |          |

### CANNED GOODS.

#### MUSHROOMS.

|                           |         |
|---------------------------|---------|
| HENRI JONAS & CO.         |         |
| Mushrooms, Rionel.....    | \$14 75 |
| " 1st choice Duthell..... | 17 50   |
| " 1st choice Lenoir.....  | 18 50   |
| " extra Lenoir.....       | 20 00   |
| Per case, 100 tins.       |         |

#### FRENCH PEAS—DELOREY'S

|                     |        |
|---------------------|--------|
| HENRI JONAS & CO.   |        |
| Moyen's No. 2.....  | \$9 00 |
| " No. 1.....        | 10 50  |
| 1/2 Fins.....       | 12 50  |
| Fins.....           | 14 00  |
| Trees fins.....     | 15 00  |
| Extra fins.....     | 16 50  |
| Sur extra fins..... | 18 00  |

#### FRENCH SARDINES.

|                       |        |
|-----------------------|--------|
| HENRI JONAS & CO.     |        |
| 1/2 Trefavennes.....  | \$9 00 |
| 1/2 Rolland.....      | 9 50   |
| 1/2 Delory.....       | 10 50  |
| 1/2 Club Alpines..... | 11 50  |

#### CHOCOLATES & COCOAS.

|                                            |          |
|--------------------------------------------|----------|
| Eppe's cocoa, case of 14 lbs., per lb..... | 0 35     |
| Smaller quantities.....                    | 0 37 1/2 |

#### CADBURRY'S.

|                                         |          |
|-----------------------------------------|----------|
| Frank Magor & Co., Agents               | per doz. |
| Cocoa essence, 3 oz. packages.....      | \$1 65   |
| Mexican chocolate, 1/2 and 1/4 lb. pks. | 0 40     |
| Rock Chocolate, loose.....              | 0 40     |
| " 1-lb. tins.....                       | 0 42     |
| Nibs, 11-lb. tins.....                  | 0 35 1/2 |

|                                          |         |
|------------------------------------------|---------|
| Chocolate—                               | per lb. |
| Caracaras 1/2, 5-lb. boxes.....          | 0 42    |
| Vanilla 1/2, 5-lb. boxes.....            | 0 42    |
| "Gold Medal" Sweet 1/2, 5-lb. boxes..... | 0 29    |
| Pure, unsweetened 1/2, 5-lb. boxes.....  | 0 42    |
| Fry's "Diamond," 1/2, 14 lb. boxes.....  | 0 24    |
| Fry's "Monogram," 1/2, 14 lb. boxes..... | 0 24    |

|                                       |          |
|---------------------------------------|----------|
| Cocoa—                                | per doz. |
| Concentrated, 1/2, 1 doz. in box..... | 2 40     |
| " 1-lb. ".....                        | 4 50     |
| " 1-lb. ".....                        | 8 25     |

#### Homeopathic, 1/2, 14 lb. boxes.....

|                                |             |
|--------------------------------|-------------|
| " 1/2 lbs. 12 lb. boxes.....   |             |
| JOHN P. MOTT & CO.'S.          |             |
| R. S. McIndoe, Agent, Toronto. |             |
| Mott's Broma.....              | per lb 0 30 |
| Mott's Prepared Cocoa.....     | 0 28        |

|                                       |      |
|---------------------------------------|------|
| Mott's Homeopathic Cocoa (1/2).....   | 0 32 |
| Mott's Breakfast Cocoa (in ins).....  | 0 40 |
| Mott's No. 1 Chocolate.....           | 0 30 |
| Mott's Breakfast Chocolate.....       | 0 28 |
| Mott's Caracaras Chocolate.....       | 0 40 |
| Mott's Diamond Chocolate.....         | 0 23 |
| Mott's French-Can. Chocolate.....     | 0 18 |
| Mott's Navy or Cooking Chocolate..... | 0 28 |
| Mott's Cocoa Nibs.....                | 0 35 |
| Mott's Cocoa Shells.....              | 0 05 |
| Vanilla Sticks, per gross.....        | 0 90 |
| Mott's Confectionery Chocolate 0 21   | 0 43 |
| Mott's Sweet Chocolate Liquors 0 12   | 0 50 |

#### COWAN COCOA AND CHOCOLATE CO.

|                                              |        |
|----------------------------------------------|--------|
| Hygienic Cocoa, 1/2 lb. tins, per doz.....   | \$3 75 |
| Cocoa Essence, 1/2 lb. tins, per doz.....    | 2 25   |
| Soluble Cocoa, No. 1 bulk, per lb.....       | 0 20   |
| Diamond Chocolate, 12 lb. boxes.....         | 0 25   |
| Royal Navy Chocolate, 12 lb. boxes.....      | 0 30   |
| Mexican Vanilla Chocolate, 12 lb. boxes..... | 0 35   |

#### CHEESE.

|                                        |        |
|----------------------------------------|--------|
| Imperial—Large size jars, per doz..... | \$8 25 |
| Medium size jars.....                  | 4 50   |
| Small size jars.....                   | 2 40   |
| Individual size jars.....              | 1 00   |
| Imperial Holder—Large size.....        | 18 00  |
| Medium size.....                       | 15 00  |
| Small size.....                        | 12 00  |
| Roquefort—Large size, per doz.....     | 2 40   |
| Small size.....                        | 1 40   |
| Paragon—Large size, per doz.....       | 8 25   |
| Medium size.....                       | 4 50   |
| Small size.....                        | 2 40   |
| Individual size.....                   | 1 00   |

#### BAYLE'S POTTED.

|                                      |        |        |         |
|--------------------------------------|--------|--------|---------|
| Robert Greig & Co., Agents, Toronto. |        |        |         |
|                                      | ½-lb.  | 1-lb.  | 5-lb.   |
|                                      | Jar.   | Jar.   | Jar.    |
| After Dinner .....                   | \$2 40 | \$4 25 | \$18 60 |
| Devilled.....                        | 2 65   | 4 75   | ...     |

#### COFFEE

|                      |          |
|----------------------|----------|
| JAMES TURNER & CO.   | per lb.  |
| Mocha.....           | 0 32     |
| Damascus.....        | 0 28     |
| Calro.....           | 0 20     |
| Sirdar.....          | 0 17     |
| Old Dutch Blend..... | 0 12 1/2 |

#### CLOTHES PINS

|                                                           |      |
|-----------------------------------------------------------|------|
| BOECKH BROS. & CO.                                        |      |
| Clothes Pins (full count), 5 gross in case, per case..... | 0 55 |
| 4 doz. packages (12 to a case).....                       | 0 70 |
| 6 doz. packages (12 to a case).....                       | 0 70 |



# Edwardsburg Silver Gloss Starch.

Your idea may be that all starch is starch and that your customers won't detect even a slight difference in quality. You may think that because there is a cent or two extra profit on "Mushroom" brands (that come and go), you can retain the confidence of your trade—it doesn't pay to trifle with the confidence that a customer has in you and your goods.

Edwardsburg Silver Gloss Starch is as staple as flour. In the name there is the fame of nearly half a century. In the making there is the skill of long experience combined with honesty of purpose and unequalled manufacturing facilities. Edwardsburg Silver Gloss Starch represents the highest type of perfection there is or can be in starch. Kegs of 100-lbs.—handsome enamelled horse-shoe tins holding 6-lbs.—handsome 1-lb. packages that give a touch of life and color and "go" to a grocer's shelves.

## Edwardsburg Starch Co'y, Limited

Established 1858.

164 St. James Street,  
Montreal.

Works,  
Cardinal, Ont.

53 Front Street East,  
Toronto.

# DUNN'S PURE MUSTARDS

GIVE UNBOUNDED SATISFACTION.

The reason is—They are profitable to dealers and satisfying to consumers.

### EXTRACTS.

|                                       | HENRI JONAS & Co. | Per gross. |
|---------------------------------------|-------------------|------------|
| 1 oz. London Extracts                 | .....             | \$6 00     |
| 1 oz. " " (no corkscrews)             | .....             | 5 50       |
| 2 oz. " " " " " "                     | .....             | 9 00       |
| 1 oz. Spruce essence                  | .....             | 6 00       |
| 2 oz. " " " " " "                     | .....             | 9 00       |
| 2 oz. Anchor extracts                 | .....             | 12 00      |
| 4 oz. " " " " " "                     | .....             | 21 00      |
| 8 oz. " " " " " "                     | .....             | 36 00      |
| 1 lb. " " " " " "                     | .....             | 70 00      |
| 1 oz. Flat, Anchor extracts           | .....             | 18 00      |
| 2 oz. " " " " " "                     | .....             | 21 00      |
| 4 oz. " " " " " "                     | .....             | 36 00      |
| 8 oz. " " " " " "                     | .....             | 72 00      |
| 4 oz. " glass stop extracts           | .....             | 3 50       |
| 8 oz. " " " " " "                     | .....             | 7 00       |
| 2 1/2 oz. Round quintessence extracts | .....             | 2 00       |
| 3 oz. Jockey decanters                | .....             | 3 50       |

### FOOD.

|                                       | per doz. |
|---------------------------------------|----------|
| Robinson's Patent Barley 1/2 lb. tins | 1 25     |
| " " " " 1 lb. tins                    | 2 25     |
| " " " " Groats, 1/2 lb. tins          | 1 25     |
| " " " " " " 1 lb. tins                | 2 25     |

### GILLET'S POWDERED LYE.

|                |       |        |
|----------------|-------|--------|
| 4 doz. in case | ..... | \$3 60 |
|----------------|-------|--------|

### JAMS AND JELLIES

|                       | per doz. | Frank Magor & Co., Agents. |
|-----------------------|----------|----------------------------|
| Orange Marmalade      | .....    | 1 50                       |
| Clear Jelly Marmalade | .....    | 1 80                       |
| Strawberry W. F. Jam  | .....    | 2 00                       |
| Raspberry " " "       | .....    | 2 00                       |
| Apricot " " "         | .....    | 1 75                       |
| Black Currant " " "   | .....    | 1 85                       |
| Other Jams, W. F.     | .....    | 1 55                       |
| Red Currant Jelly     | .....    | 2 75                       |

### Jams—T. UPTON & CO.

|                                           |          |
|-------------------------------------------|----------|
| 1-lb. glass jars 2 doz, in case, per doz  | \$1 00   |
| 5-lb. tin pails, 8 pails in crate, per lb | 0 06 1/2 |
| 7-lb. wood pails, 6 " " "                 | 0 06 1/2 |
| 14-lb. wood pails, per lb                 | 0 06 1/2 |
| 30-lb. " " " "                            | 0 06 1/2 |
| Jellies—                                  |          |
| 1-lb. glass jars, per doz                 | \$1 00   |
| 7-lb. wood pails, per lb                  | 0 06 1/2 |
| 14-lb. " " " "                            | 0 06 1/2 |
| 30-lb. " " " "                            | 0 06 1/2 |

### KNIFE POLISH.

|                                              |  |
|----------------------------------------------|--|
| Nixey's "Cervus" 6d. and 1s. tins            |  |
| For price list and sliding scale apply W. G. |  |
| Nixey 12 Soho Sq. London, Eng.               |  |

### LICORICE.

#### YOUNG & SMYLYE'S LIST.

|                                                    |        |
|----------------------------------------------------|--------|
| 5-lb. boxes, wood or paper, per lb.                | \$0 40 |
| Fancy boxes (36 or 50 sticks) per box              | 1 25   |
| " Ringed" 5 lb. boxes, per lb.                     | 0 40   |
| "Aome" Pellets, 5 lb. cans, per can                | 2 00   |
| "Aome" Pellets, fancy boxes (40) per box           | 1 50   |
| Tar, Licorice and Tolu Wafers, 5 lb. cans, per can | 2 00   |
| Licorice Lozenges, 5 lb. glass jars                | 1 75   |
| " " 20 5 lb. cans                                  | 1 50   |
| "Purity" Licorice 10 sticks                        | 1 45   |
| " " 100 sticks                                     | 0 73   |
| Dulce, large cent sticks, 100 in box.              |        |

### MUSTARD.

#### COLMAN'S OR KEEN'S.

|                                 |        |
|---------------------------------|--------|
| D. S. F. 1/4 lb. tins, per doz. | \$1 40 |
| " " 1 lb. tins, " "             | 2 50   |
| " " 1 lb. tins, " "             | 5 00   |

|                              |      |
|------------------------------|------|
| Durham, 4 lb. jars, per jar  | 0 75 |
| " " 1 lb. " "                | 0 25 |
| F. D. 1/4 lb. tins, per doz. | 0 85 |
| " " 1/2 lb. tins             | 1 45 |

### BAYLE'S PREPARED MUSTARDS

|                                      |           |
|--------------------------------------|-----------|
| Robert Greig & Co., Toronto, Agents. |           |
| 1/2-lb. jars 1-lb. jars,             |           |
| Horseradish per doz., \$1 75 \$2 50  |           |
| English Sandwich....                 | 1 75 2 50 |

### JONAS' FRENCH MUSTARDS

|                  | HENRI JONAS & Co. | Per gross. |
|------------------|-------------------|------------|
| Pony size        | .....             | \$7 50     |
| Imperial, medium | .....             | 9 00       |
| Imperial, large  | .....             | 12 00      |
| Tumblers         | .....             | 12 00      |
| Mugs             | .....             | 13 20      |
| Pint jars        | .....             | 18 00      |
| Quart jars       | .....             | 24 00      |

### MATCHES.

|                                |        |
|--------------------------------|--------|
| Eddy's Telegraph, single cases | \$1 00 |
| " " five cases                 | 3 80   |
| Telephone, single cases        | 3 30   |
| " " five cases                 | 3 70   |
| Eagle Parlors, single cases    | 1 70   |
| " " five cases, 200s           | 1 60   |
| " " single cases, 100s         | 1 90   |
| " " five cases, 100s           | 1 80   |
| Victoria Parlors, single cases | 3 00   |
| " " five cases                 | 2 90   |

### MINCE MEAT.

|                                    |         |
|------------------------------------|---------|
| Wathey's Condensed, per gross, net | \$12 00 |
| " " per case of doz., net          | 3 00    |

### ORANGE MARMALADE.

|                                   | TUFTON & CO. |
|-----------------------------------|--------------|
| 1-lb. glass 2 doz. case, per doz. | \$1 00       |
| 7-lb. pails and 5 and 7 lb. tins  | 0 07         |

### PICKLES.

|                                   |      |
|-----------------------------------|------|
| STEPHENS'.                        |      |
| A. P. Tippet & Co., Agents.       |      |
| Patent stoppers (pints), per doz. | 2 30 |
| Corked " " "                      | 1 90 |

### BAYLE'S.

|                                       |               |
|---------------------------------------|---------------|
| Robert Greig & Co., Toronto, Agents.  |               |
| 1/2 Pints. Pints.                     |               |
| Pandora, per doz.                     | \$2 15 \$3 60 |
| Sliced Sweet                          | 1 75 2 85     |
| Hot Stuff                             | 1 75 2 85     |
| Tobasco Sauce, 2-oz. bottle, per doz. | \$1 25        |
| Tobasco Pods in vinegar, 1/2 pt.      | 3 25          |

### SODA—COW BRAND



|                                                                                          |                 |
|------------------------------------------------------------------------------------------|-----------------|
| Case of 1 lbs. (containing 60 pkgs.)                                                     | per box, \$3.00 |
| Case of 1/2 lbs. (containing 120 pkgs.)                                                  | per box, \$3.00 |
| Case of 1 lb. and 1/2 lbs. (containing 30 lbs. and 60 1/2 lb. packages) per box, \$3.00. |                 |
| Case of 50. pkgs (containing 96 pkgs) per box                                            | \$3.00.         |

### SOAP



|                             |       |
|-----------------------------|-------|
| Gloria Soap, per gross      | 12 00 |
| Straw Hat Polish, per gross | 10 20 |

A. P. TIPPET & CO., AGENTS  
Maypole Soap, colors per grs., \$10.20.  
Maypole Soap, black per grs., \$15.30.  
Oricle Soap, per gross \$10.20







**TANGLEFOOT** Sealed  
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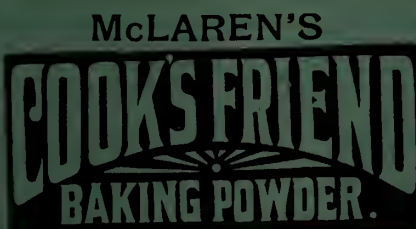
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| White Granite and Printed Ware, | Fruit Jars,                     |
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## New Season's Candied Peels

LEMON, ORANGE, CITRON, MIXED (O. L. and C.)

In 7-lb. Tins, 7-lb. or 10-lb. Wood Boxes, and 1-lb. Cartons.

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**SALT**

"Educate your customers in regard to quality."

This is especially true with regard to Salt. You want your customers to buy Salt that will bring them in a good return—by producing the finest butter and cheese. You likewise desire to sell Salt to housekeepers that will not set hard in the salt cellar or dredger, and that possesses the pure, sparkling, white color that first-class Salt alone can have.

Educate them thoroughly by advising them to buy Coleman's or Rice's Salt, and the results will give them confidence in your judgment forever after. **These Salts are pure—they do not cake—certain to please.**

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**She  
Found  
You  
Out!**

That woman who asked you for Stower's Lime Juice found out afterward that the reason you advised her to buy some other brand was because you made more money out of it. And now she's trading at your competitor's, across the street. Worse still, *she told five friends of hers just what you had done!* It pays to get what a woman asks for even if you don't happen to have it in stock. *She'll find you out if you try to substitute!*

**Stower's  
Lime Juice.**

**DON'T SUBSTITUTE!**

You can substitute some other brand of Macaroni for Codou's, if you want to, but when you do it you are not "fair to yourself"—*you cheat yourself out of a woman's confidence.* There *is* no Macaroni quite as good as Codou's—quite as white, tender and delicate. "Be fair to yourself" next time when a woman asks for Codou's, and if you don't happen to have it on hand it will pay you far better to get it than to try to convince a woman that

**Codou's  
Macaroni.**

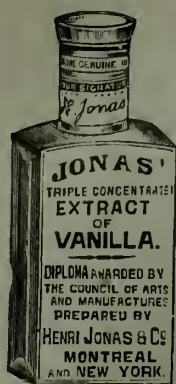
something else is just as good, because "She'll find you out."

**Be  
Fair  
To Your-  
self!**

**A. P. TIPPET & CO., AGENTS,**

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The woman is the buyer and the spender. It is to her tastes and requirements you cater in order to effectively play for her patronage.



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## JONAS' FLAVORING EXTRACTS

BECAUSE THEY ARE THE ONLY KIND THAT SATISFY  
THEIR CUSTOMERS IN THE ABOVE MENTIONED RESPECTS.

To hit a woman's purse, aim deliberately—sell her extracts that you feel confident will prove satisfactory enough to insure their being asked for again—sell her

## JONAS' FLAVORING EXTRACTS

and that sale will go a long way towards paving the way for continuous patronage. They are "Silent salesmen" that favorably impress their users.

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## Payne's "Pebble"

A Cigar you can sell for five cents and make a nice little profit on. A Cigar whose future is assured by its increased monthly sales of the past. A five-cent Cigar of superior quality, for the price you pay.

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**5c.  
Cigar.**

J. BRUCE PAYNE, Mfr.,  
The "Pharaoh" for  
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## THE FAMOUS "STERLING" BRAND PICKLES.

Without a rival—made of best grown Canadian vegetables by those who are experts and skilled in the manufacture of pickles—made in Canada's largest pickle factory.

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MOLINA ROLLED WHEAT has is right in the barrel, or, better still, in the breakfast dish.

No grocer who is alert to his own or to his customers' interests, can afford to ignore the claims of MOLINA—it is an honest breakfast food—is honest all through—don't make any absurd claims, but lives up to its high reputation as an easy-to-digest, wholesome wheat food, made by people who are graduates in the breakfast food business.

Without a word of brag, we believe that there is no better breakfast food offered to the people than

**MOLINA ROLLED WHEAT.**

**THE TILLSON CO., Limited.**  
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**WITH FIRST  
PURCHASE OF  
Queen Alexandra Blend Tea  
100 lbs. net**

you not only get a hundred pounds of the most excellently blended tea on the market—a blend that your customers can rely upon always.

**BUT, ADDED TO THIS,**

we present you with a set of handsome brass tea scoops and a stock canister. Our object in doing this is to get the blend well introduced. **Queen Alexandra** blend costs you 30c. per lb. delivered.

Samples sent on receipt of post card

Already we have received orders from every direction, but there are a number of grocers we have yet to hear from. Are you one of them? If so, write for samples at once.

**THE "OZO" TEA CO., Limited**  
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**80 % Profit**

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**ADAMS'  
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Price, \$1.00 per Box, containing 36 5c. Bars.

It is always fresh.

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It is dependable because of its high quality.  
It is honestly made from the very best materials.

The recollection of its quality makes an impression upon the mind of the user.

ALL WHOLESALERS HANDLE IT.

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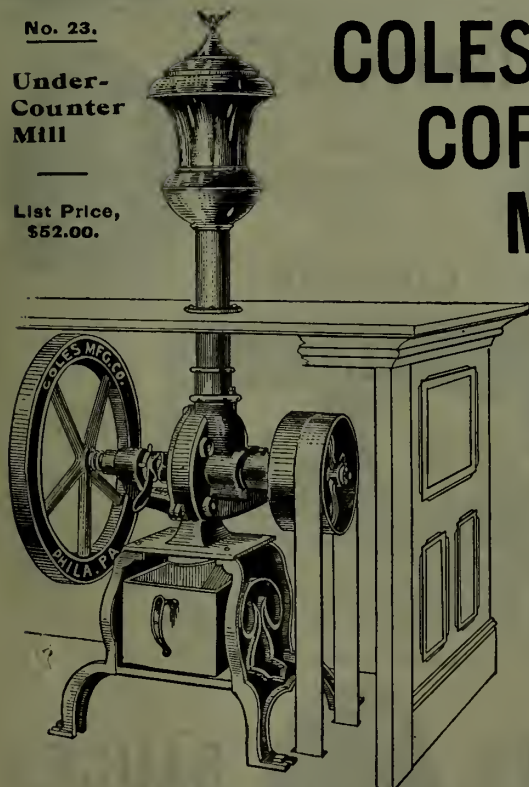
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Under-  
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List Price,  
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None better for  
Granulating or  
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Our mills will  
Pulverize with-  
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Every Coles  
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Breaker that  
breaks the Coffee  
before it enters the  
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ducing wear of  
grinders.

A GREAT  
LABOR-SAVER.

Our Grinders  
wear longest.

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The "Court Circular" says of the Chocolates:

"Unexcelled for purity, delicacy of flavor, and  
daintiness. They compete with, if not surpass,  
the finest French chocolates made."

"Grocery" says:

"One thing in which Messrs. Rowntree & Co.  
excel is undoubtedly their Gums. The secret  
lies in the quality of the Gum, the excellence of  
the flavoring, and the carefulness in manufac-  
turing."

Two excellent lines of confections made by  
the manufacturers of


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MR. CHAS. GYDE, 20 St Francois Xavier St., MONTREAL.  
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WE OFFER THE TRADE :

**New Spring Sockeye Salmon, of Fine Quality.**

Brand  at \$1.30 per doz.

**Finest Selected Valencia Raisins, at 5 1/2 c. per lb.**

LINES THAT WILL SHOW YOU A HANDSOME MARGIN.

**W. H. GILLARD & CO.,**

Wholesale Grocers,

**Hamilton**



THE DOMINION BREWERY CO., LIMITED  
Brewers and Maltsters  
TORONTO

Manufacturers of the Celebrated

**WHITE LABEL ALE**

ASK FOR IT AND SEE THAT OUR  
BRAND IS ON EVERY CORK.

Our Ales and Porters have been examined by the best Analysts, and they have declared them Pure and Free from any Deleterious Ingredients.

WM. ROSS, Manager.



THERE MAY BE OTHERS

But for quality, there is none so good as

**PATERSON'S  
CAMP  
COFFEE  
ESSENCE**



**Rose & Laflamme**

Agents

MONTREAL

**Batty & Co.**

ESTABLISHED 1894

LONDON.



OLIVES  
AND  
PURE  
OLIVE  
OILS.



Makers of High-class

INDIAN  
CURRIES  
AND  
CHUTNIES.

**PICKLES**  
OF  
ALL KINDS.



**SAUCES**  
OF  
ALL KINDS.



## COMPARATIVE VALUES OF ONTARIO WHEATS FOR BREAD-MAKING PURPOSES.

By R. Harcourt, B.S.A., Associate Professor of Chemistry at Guelph Agricultural College.

**D**URING the last few years, there have been many complaints from both farmers and millers regarding the poor quality of flour that is made from Ontario-grown wheat. Farmers say that it is impossible to make as good bread from flour ground out of their wheat as they made a number of years ago. Millers declare that, where formerly the flour from home-grown wheat was in great demand, it is now a drug on the market and that they can sell only by underbidding their competitors. This deterioration in strength of flour is, no doubt, largely due to the depletion of the soil in nitrogen, and to the extensive growing of larger yielding but weaker varieties of wheat. It is undoubtedly desirable that those varieties of wheat should be grown which will give the largest returns to the grower. These may or may not be the varieties that give the greatest number of bushels per acre. It is true that at present, while some varieties are shunned by the buyer, practically the only difference made in the price is that of buying according to the weight per bushel. As the heavier wheats are usually the best, this is to some extent paying according to quality. But, beyond all this, has not the extensive growing of some of the weaker and larger-yielding varieties lowered the general price of wheat in the Province? Considerable attention has been given to the question of yields per acre; but it is almost equally important that we have definite knowledge regarding the quantity and quality of the flour the different varieties will produce; for, other things being equal, it is the quality of the flour that determines the value of the wheat.

Recognizing the importance of such information, we have during the last three years given some attention to this subject. Prior to the fall of 1900, the work done was with varieties grown on the College farm and experimental plots. It was then thought that similar trials should be made with the same varieties of wheat grown in a number of different sections. Accordingly, letters were sent out to a number of millers in the western part of the Province, asking them to collect ten-bushel lots of the following varieties: Michigan Amber, Genesee Giant, Early Red Clawson, Dawson's Golden Chaff, and, where at all possible, the Scott and the Treadwell. In the eastern part of the Province, the Fife, White Russian, Colorado, and Thickest were asked for. The instructions were that the samples sent should be pure, true to name, and each a fair representative of the variety as grown in that particular district. In many cases the ten-bushel samples were not taken from one load, but gathered, two bushels at a time, from different wagons, as wheat was delivered at the mill. In some sections where these varieties are grown in considerable quantities, no samples were sent, because they could not be got pure, while a few were received which are not mentioned in the list. Altogether 37 ten-bushel lots were gathered, all of which were harvested in 1900 in Ontario, with the ex-

ception of one lot of Turkey Red, which was imported from Kansas.

The samples collected were ground during the latter part of November and December in a regular roller process mill, by the same millers and under as uniform conditions as possible. No attempt was made to obtain large yields of flour; for it was ground fairly high to give all the strength possible to the flour. Less than two per cent. of low-grade flour was removed. Hence it was practically what is known as a "straight."

By using ten-bushel lots of wheat, and saving the flour from the last part of the run for the subsequent tests, the miller was confident that perfectly accurate samples were obtained from the different lots ground; but it was found to be impossible, with small quantities of wheat, to get any defin-

gluten," after which it was dried to constant weight in a water oven and weighed as "dry gluten." The per cent. of "water absorption" was determined by taking a definite weight of flour and measuring the amount of water required to make a dough of a standard consistency. The figures represent the per cent. of water the flour will absorb. In the determination of the yield of bread, principally ten and fifteen-pound lots of flour were baked independently by two of the most experienced bakers in Guelph. When their results did not agree closely, a third trial was made. The bread was then scored on the basis of 100 points for ideal bread.

The results of this work will be found in the following table, where the different lots of wheat tested are arranged according to the variety:

TABLE SHOWING QUALITY OF FLOUR.

| FALL VARIETIES,           | Wheat.                   | Flour.                            |                                    |                   |                   |                                  |                                         |                                          |
|---------------------------|--------------------------|-----------------------------------|------------------------------------|-------------------|-------------------|----------------------------------|-----------------------------------------|------------------------------------------|
|                           | Locality<br>Where Grown. | Weight per<br>Measured<br>Bushel. | Proteids,<br>N x 6.25<br>per cent. | Crude Gluten.     |                   | Water Absorp-<br>tion, per cent. | Yield of Bread<br>per 100 lb.<br>Flour. | Quality of<br>Bread, 100 as<br>Standard. |
|                           |                          |                                   |                                    | Wet.<br>Per cent. | Dry.<br>Per cent. |                                  |                                         |                                          |
| 1. Turkey Red             | Waterloo                 | 63.0                              | 10.80                              | 40.68             | 12.60             | 60.0                             | 158.5                                   | 95                                       |
| 2. " "                    | " "                      | 63.0                              | 10.73                              | 39.09             | 12.12             | 62.5                             | 157.7                                   | 95                                       |
| 3. " "                    | Kansas                   | 62.5                              | 10.80                              | 40.60             | 12.33             | 62.5                             | 156.8                                   | 95                                       |
| 4. Michigan Amber         | Guelph                   | 64.0                              | 0.56                               | 35.62             | 12.92             | 61.5                             | 151.0                                   | 90                                       |
| 5. " "                    | Clinton                  | 63.0                              | 9.39                               | 33.93             | 11.62             | 60.0                             | 145.5                                   | 90                                       |
| 6. " "                    | Newmarket                | 61.0                              | 9.45                               | 32.32             | 10.93             | 60.0                             | 146.5                                   | 88                                       |
| 7. " "                    | Guelph                   | 62.7                              | 10.46                              | 33.28             | 11.20             | 60.0                             | 149.9                                   | 85                                       |
| 8. " "                    | Chatham                  | 60.0                              | 9.61                               | 33.57             | 11.43             | 59.0                             | 146.6                                   | 90                                       |
| 9. Genesee Giant          | Guelph                   | 62.5                              | 9.89                               | 34.04             | 10.92             | 60.0                             | 148.0                                   | 85                                       |
| 10. " "                   | Clinton                  | 62.0                              | 9.47                               | 33.64             | 11.57             | 59.0                             | 143.8                                   | 84                                       |
| 11. " "                   | Tavistock                | 62.0                              | 10.31                              | 33.88             | 11.09             | 60.0                             | 148.2                                   | 84                                       |
| 12. " "                   | Guelph                   | 61.0                              | 9.30                               | 32.65             | 11.20             | 60.0                             | 146.6                                   | 80                                       |
| 13. " "                   | Chatham                  | 60.5                              | 9.67                               | 33.93             | 11.28             | 60.0                             | 150.7                                   | 90                                       |
| 14. Dawson's Golden Chaff | Guelph                   | 60.0                              | 9.20                               | 29.51             | 9.55              | 57.0                             | 140.4                                   | 80                                       |
| 15. " "                   | Clinton                  | 60.7                              | 9.24                               | 28.95             | 10.64             | 57.0                             | 139.2                                   | 85                                       |
| 16. " "                   | Tavistock                | 60.0                              | 9.73                               | 30.31             | 11.28             | 57.0                             | 141.2                                   | 82                                       |
| 17. " "                   | Guelph                   | 60.0                              | 8.74                               | 28.66             | 10.85             | 57.0                             | 141.1                                   | 75                                       |
| 18. " "                   | St. Thomas               | 59.5                              | 8.86                               | 30.01             | 10.37             | 58.0                             | 144.8                                   | 90                                       |
| 19. " "                   | Guelph                   | 60.0                              | 8.64                               | 28.27             | 10.58             | 56.5                             | 139.7                                   | 80                                       |
| 20. " "                   | Chatham                  | 59.5                              | 9.79                               | 30.24             | 10.55             | 58.0                             | 144.5                                   | 80                                       |
| 21. Early Red Clawson     | Guelph                   | 61.0                              | 8.68                               | 24.25             | 9.08              | 56.0                             | 111.9                                   | 75                                       |
| 22. " "                   | Clinton                  | 59.0                              | 8.26                               | 26.39             | 9.30              | 57.0                             | 143.0                                   | 75                                       |
| 23. " "                   | Guelph                   | 60.0                              | 9.49                               | 30.48             | 11.22             | 58.0                             | 144.7                                   | 75                                       |
| 24. Manchester            | St. Thomas               | 61.0                              | 10.42                              | 31.13             | 11.00             | 58.0                             | 144.5                                   | 85                                       |
| 25. Scott                 | Clinton                  | 63.5                              | 10.18                              | 35.63             | 12.49             | 60.0                             | 148.2                                   | 90                                       |
| 26. Walker's Reliable     | Tavistock                | 62.0                              | 10.07                              | 32.14             | 11.58             | 59.0                             | 145.7                                   | 80                                       |
| 27. Jones' Winter Fife    | Newmarket                | 61.0                              | 9.38                               | 31.69             | 11.09             | 60.0                             | 146.1                                   | 85                                       |
| 28. Diamond Grit          | Guelph                   | 64.0                              | 9.43                               | 29.85             | 10.62             | 59.0                             | 145.1                                   | 75                                       |
| SPRING VARIETIES.         |                          |                                   |                                    |                   |                   |                                  |                                         |                                          |
| 29. Fife                  | Bowmanville              | 61.0                              | 11.82                              | 43.35             | 13.98             | 60.0                             | 154.2                                   | 100                                      |
| 30. Herison Bearded       | "                        | 43.0                              | 9.44                               | 28.58             | 10.13             | 57.0                             | 140.5                                   | 80                                       |
| 31. White Russian         | "                        | 60.0                              | 10.27                              | 36.60             | 12.38             | 58.0                             | 146.5                                   | 85                                       |
| 32. " "                   | Lindsay                  | 61.0                              | 9.48                               | 34.56             | 11.95             | 58.0                             | 143.3                                   | 82                                       |
| 33. " "                   | Beaverton                | 61.0                              | 9.21                               | 31.30             | 11.13             | 59.0                             | 147.0                                   | 82                                       |
| 34. Thickset              | Lindsay                  | 63.0                              | 10.19                              | 29.01             | 10.72             | 57.5                             | 140.3                                   | 80                                       |
| 35. " "                   | Bowmanville              | 62.0                              | 9.24                               | 31.07             | 10.48             | 57.5                             | 141.0                                   | 75                                       |
| 36. Colorado              | Lindsay                  | 62.5                              | 9.38                               | 33.13             | 11.18             | 57.0                             | 140.0                                   | 75                                       |
| 37. " "                   | Bowmanville              | 60.0                              | 9.29                               | 30.26             | 10.53             | 57.0                             | 140.1                                   | 75                                       |

ite figures regarding the yield of flour in any particular case.

In the study of the quality of the flour, the figures given in the table were obtained as follows: The nitrogen was determined by the regular Gunning method and multiplied by 6.25 to give proteids, or flesh-forming constituents, of the flour, fully 90 per cent. of which is gluten. The gluten was obtained by doughing up ten grams of flour and allowing it to stand for one hour, when it was washed in a small stream of water over a fine copper sieve until free from starch, care being taken to recover all the gluten. It was then dried as much as possible in the hand and weighed as "wet

### HEAVY VERSUS LIGHT WHEAT.

It will be noticed that the heavier the wheat per measured bushel, the better the quality of the flour. Yet there are some marked exceptions, as in Nos. 22, 28 and 34. A heavy wheat usually contains a high per cent. of nitrogenous matter, and has a dark, gluey, translucent appearance, which becomes more apparent when the kernel is cut through. Such a wheat contains a large proportion of gluten of a good quality. A light wheat, that is light weight per measured bushel, usually has a characteristic "weak" color, and a cross section of the grain presents a white, starchy appearance, and lacks the gluey-



**RISING SUN**  
STOVE POLISH and **SUN PASTE**  
STOVE POLISH

**CAKES**  
WELL KNOWN AND RELIABLE.

**IN TINS**  
GUARANTEED TO THE TRADE

DORABLE ECONOMICAL  
3000 TONS SOLD YEARLY

DUSTLESS, LABOR SAVING,  
BEST IN THE WORLD.

Our packages are larger and more attractive in style than any others.

The quality of our goods is superior to anything else on the market.

**MORSE BROS., Proprietors, Canton, Mass.**

For sale by all Wholesale Grocers; also the McClary Mfg. Co., London, Montreal, Winnipeg, Vancouver and Toronto.

ness which is seen in a "strong" wheat. Of course, some varieties are naturally heavier and "stronger" than others; but soil and season have a very marked influence on the weight per bushel, and also on the quality of the flour that can be made from any given variety.

#### GLUTEN.

It is gluten which gives strength to flour. Many are familiar with it in the form of gum made by chewing wheat. It is of an elastic nature, capable of being strung out very thin. In the baking of bread, the gases, formed through the action of yeast, in rising up through the dough, come in contact with this elastic substance, which spreads out and retains the gases in small cavities, thus causing the bread to rise. Other things being equal, the more gluten there is in flour, the better the bread rises and the larger the yield. The preceding table shows that the amount of water absorbed by a flour varies somewhat with the per cent. of gluten, yet there are indications that quality in gluten is a factor as well as quantity. Some glutes are firm and elastic, others are soft and sticky; the former absorb more water than the latter, and consequently give a larger yield of bread. In the table, quality of gluten is indicated by the difference between the wet and dry gluten. The gluten of Turkey Red wheat is of better quality than that of the Michigan Amber, and the Dawson's Golden Chaff better than Early Red Clawson.

#### YIELD AND QUALITY OF BREAD.

The final test of the quality of the different flours is the yield and quality of bread they produce. For the sake of clearer comparison on this point, the average yield of bread from one hundred pounds of flour and the average quality, as indicated by the number of points given to each, have been placed in the following table:

| FALL WHEATS.              | Yield of Bread per 100 lb. of flour. | Average quality possible, 100. |
|---------------------------|--------------------------------------|--------------------------------|
| Turkey Red .....          | 117.6                                | 95                             |
| *Scott .....              | 118.2                                | 90                             |
| Michigan Amber .....      | 147.9                                | 88.6                           |
| Genesee Giant .....       | 147.4                                | 84                             |
| *Jones' Winter Fif .....  | 146.1                                | 85                             |
| *Walker's Reliable .....  | 145.7                                | 80                             |
| *Diamond Grit .....       | 145.1                                | 75                             |
| *Manchester .....         | 144.5                                | 85                             |
| Early Red Clawson .....   | 143.2                                | 75                             |
| Dawson's Golden Chaff. .. | 141.6                                | 81.1                           |
| SPRING WHEATS.            |                                      |                                |
| *Fife .....               | 154.2                                | 100                            |
| White Russian .....       | 145.6                                | 82.3                           |
| Thicket .....             | 140.6                                | 77.5                           |
| *Herisen Bearded .....    | 140.5                                | 80                             |
| Colorado .....            | 110.1                                | 75                             |

\*Only one lot of wheat was ground.

The Turkey Red gave the largest yield of bread; that from the Fife was, however, superior in quality, it being the only one

among all the varieties which received the maximum number of marks for quality. The Turkey Red made a well-raised loaf, the crumb of which was flaky and had a rich cream color; the crust was soft and thin and had the glossy, brown appearance that is so much desired in a good loaf of bread. It was a little inferior to the Fife in texture. Both the crust and the crumb of the bread from the Genesee Giant were very light in color; otherwise the bread was good. The Dawson's Golden Chaff gave 16 lb. less bread from a hundredweight of flour than the Turkey Red, the lowest yield among the fall wheats, but it was not the lowest in quality. It rose fairly well in the pan and the crust was good, but the crumb was somewhat open in texture and dark in color. The flour from Early Red Clawson wheat made a decidedly inferior loaf in every respect. It did not rise well and lacked color in both crust and crumb. In the latter respect it resembled the Genesee Giant; the crust, however, was thicker and much harder and always broke across the top during the baking. The Diamond Grit, Colorado and Thicket all made bread which was very thick in the crust and coarse-grained.

#### QUALITY AFFECTED BY BAKING.

A marked difference was apparent in the fermentation in the various doughs. Some "worked" much faster than others; and if not taken at the proper time for the different steps in the process of bread-making, a poor loaf of bread was invariably the result. One of the fastest, if not the fastest, working flour among those tested was the Dawson's Golden Chaff. It was found that with care a good loaf of bread could be made from this flour; but if abused in any way, it always yielded a flat, coarse-grained, dark-colored loaf. To bring out this point more clearly, a strong and a weak flour, Turkey Red and Dawson's Golden Chaff, were baked separately, every possible condition favorable to the production of a good loaf of bread having been given in each case. Second lots of the same flours were then treated with the same fermentation and given the same amount of work, but less care was taken in the details of the work. For instance, the temperature of the liquor used in making the dough was a few degrees higher, and the dough was allowed to stand a little too long in the pans before being put into the oven. The result was that the bread from the strong flour was equally good with the two different treatments, while with the weak flour, good bread was got in one case, and a poor, coarse, dark loaf in the other.

There is, no doubt, much truth in the old saying that "anybody can make good bread from a strong flour, but that it takes a

skilful baker to make good bread from a weak flour." To get the best results, it is essential that the baker understand the nature of the flour he has to deal with. During the fermentation process, the dough made from a strong flour will rise up and "drop" and rise again a second and even a third time, whereas, the dough from a weak flour, if allowed to "drop" once, will not rise again. It must, therefore, have more careful attention throughout the whole of the bread-making process. It is, no doubt, true that some flour is spoiled during the process of manufacture, and by the length of time and the manner in which it has been kept; but it is equally true that many flours are spoiled in the baking, because the baker does not understand the peculiarities of the particular flour on hand.

#### GROCERS' COMBINE DOUBTED.

A Philadelphia paper says: Wholesale grocers say the announcement that a \$100,000,000 combination of the more important wholesale firms of the United States is in course of formation is premature, to say the least. The belief is generally expressed that such a combination cannot be effected, and that if it were it could not be effectually maintained, because the grocery business is open to all and easily entered upon with moderate capital.

J. N. Schnucker, head of a large Philadelphia house and President of The Grocers' and Importers' Exchange, was given as authority for the statement that this combine was contemplated. When shown the published report he said:—

"The whole thing is in the air, with nothing tangible about it. We have not been approached to go into any such trust, and I know of no grocer in Philadelphia who has. There was some vague talk about a combine to take in a large number of wholesale grocers, and in small towns to close all save one in each, but there is not and never has been anything definite about it so far as I have heard. In fact, the more the matter is looked into the less the probability of its being carried out. Combinations are only successful where at least partial control of the market is possible, and that is impossible in the grocery trade. I believe the wholesale and retail trade will pass into fewer and stronger hands. Old established concerns in this trade who follow modern methods of doing business, handling the right goods, keeping in close touch with their customers by judicious advertising and promoting the bright young men in their employ to be junior partners or shareholders, will have a greater monopoly than any combination ever can secure."



# **HAVE NOTHING MORE TO SAY.**

*Our Travellers Will Tell You All About It Next Week.*

**LUCAS, STEELE & BRISTOL, - - HAMILTON.**

## **An Enormous Difference.**

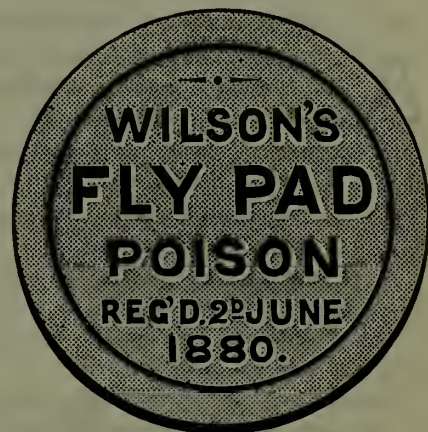
Where flies are very plentiful any dealer may prove for himself the statement that **WILSON'S FLY PADS** are 300 times cheaper than sticky paper.

**NO DEAD FLIES LEFT LYING ABOUT** when Wilson's Pads are used as directed.

Annual sales more than double those of all other Fly Poisons combined.

**Avoid Trashy Imitations.**

**Archdale Wilson, Hamilton, Ont.**



## **IMPERIAL SOAPS**

**ARE THE BEST.**

**Profitable  
Pure . . .  
Popular Prices**

**Snow, Imperial,  
Cameo,**

in 12-oz. cakes.

**Klondyke . . .**

in 2½ and 3 lb. bars.

**ELEGANT GOODS FOR TOILET USE.**

**Oatmeal, White Castile, Mottled Castile.**

## **JAMES TURNER & CO.**

**Wholesale Grocers.**

**HAMILTON, ONT.**

Our travellers will start on their regular trips again August 19th. Hold your orders for them. We appreciate your trade. Ask them to quote

**Canned Goods to Arrive,      Salmon to Arrive,  
do.                                      for Present.                      do.                                      for Present.**

**ALL GOODS GUARANTEED.**

**Thos. Kinnear & Co.,**

Wholesale Grocers,  
49 Front St. East.

**Toronto.**

**BUSINESS CHANGES.**

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

**A** MEETING of the creditors of Wm. T. Fleming, general merchant, Melrose, Ont., has been held.

J. Plamandon, dealer in fruits, provisions, etc., Que., has assigned.

Ben Bowring, general merchant, Sydney, N.S., has assigned to Hugh Ross.

R. H. Fair & Co., grocers, Winnipeg, have assigned to C. H. Newton.

Nap. Messier & Cie, grocers, etc., St. Henri de Montreal, have assigned.

George Roy, general merchant, Berthier en Bas, Que., has effected a compromise.

V. E. Paradis has been appointed curator of E. Soucy, general merchant, Rimouski, Que.

M. McKenzie & Co., grocers, etc., Wyoming, Ont., are offering 25c. on the dollar.

Taylor, Dackrill & Co., cigar dealers, etc., St. John, N.B., have assigned to D. R. Jack.

John R. Boyd, general merchant, West Lakevale, Ont., has assigned to Duncan Chisholm.

A meeting of the creditors of V. Leblanc & Co., general merchants, Hull, Que., has been called.

The sheriff is in possession of the business of R. H. McLean, general merchant, Sydney, N.S.

John Hyde has been appointed curator of V. Leblanc & Co., general merchants, Hull, Que.

G. A. Black, general merchant, Hawkesville, Ont., has assigned to C. S. Scott, Hamilton.

Everett E. Wells, general merchant, Frelighsburg, Que., has assigned to J. McD. Hains.

V. E. Paradis has been appointed curator of Dionne & Co., general merchants, etc., St. Moise, Que.

E. Martin, grocer, etc., Trenton, Ont., has assigned to Geo. F. Hope, Belleville, Ont., and a meeting of his creditors has been held.

The bailiff is in possession of the premises of Louis Bedard, tobacconist, etc., Ottawa, and his stock is to be sold to-day (Friday).

**PARTNERSHIPS FORMED AND DISSOLVED.**  
Smith Bros., fruiterers and confectioners, Strathcona, N.W.T., have dissolved.

Clute & Mather, general merchants, Stirling, Ont., have dissolved. W. R. Mather continues.

The Partington Supply Co., grocers, Rat Portage, Ont., have dissolved. J. A.

Partington retires and E. Appleton continues.

Armstrong Bros., grocers, etc., Fergus, Ont., have dissolved. Adam A. Armstrong continues.

Partnership has been registered by Ernest B. Chappell and Ivey T. Warren under the style of Chappell & Warren, grocers, etc., Sydney, N.S.

**SALES MADE AND PENDING.**

The assets of John Wright, grocer, etc., Ottawa, have been sold.

The assets of Joseph Lachapelle, grocer, Montreal, have been sold.

David Moreau, grocer, etc., Strathcona, N.W.T., has sold his liquor stock.

J. A. Perrault, manufacturer of jams, pickles, etc., Montreal, has sold out.

The business of F. A. Cotes, grocer, Amherst, N.S., is advertised for sale.

The stock of R. W. Richardson, general merchant, Hartland, N.B., has been sold to J. K. Fleming at 51c. on the dollar.

The stock of the estate of Thompson & Co., general merchants, Harrow, Ont., is advertised to be sold by auction to-day (Friday).

Alex. Munro, general merchant, Ardock, Ont., is offering his business for sale.

The stock of G. E. Nugent & Co., general



**WHICH WOULD YOU RATHER SELL**

Cheese that is hard to keep; that involves a great deal of waste; that can never be depended on,

—or—

the cheese that everyone likes and wants—

**MacLaren's Imperial, or  
MacLaren's Roquefort  
IN WHITE OPAL JARS?**





# CANNED MEATS.

POTTED AND DEVILLED.

ALL KINDS.

## THE DAVIDSON & HAY, LIMITED

36 YONGE STREET - - TORONTO.

merchants, Wapella, N.W.T., is advertised for sale by auction on September 3 by J. H. Rawson, assignee, Wapella.

The stock of J. T. Cote, general merchant, Chicoutimi, Que., has been sold at 60c. on the dollar to A. D. Guilbault.

### CHANGES.

V. Overholt, grocer, Jaffa, Ont., is out of business.

Mrs. A. Tierre, grocer, Nanaimo, B. C., is out of business.

Alex. McNeil, confectioner, Glace Bay, has given up business.

John N. Baker, grocer, Nelson, B. C., is moving to Fernie, B. C.

James Haight, grocer, Union, Ont., has sold out to A. G. Hanney.

G. L. Nelson, grocer, Gravesend, Ont., has sold out to Sarah Thedford.

Burley Tibbits, general merchant, Luton, Ont., has sold out to H. McConnell.

H. H. Cox & Co., grocers, Sydney, N. S., are about giving up business.

J. E. Johnston, grocer, Chatham, Ont., has been succeeded by Wm. Anderson.

James Kerwin, general merchant, Kazabazua, Que., has removed to Otter Lake.

George Cole, general merchant, Mount Uniacke, N. S., has sold out to O. Pentz.

B. D. Rogers, grocer, etc., Stellarton, N. S., has been succeeded by B. D. Rogers.

J. H. A. Brodeur, has registered as general merchant at Varennes, Que.

H. Cairns & Co. have registered as general merchants in Sawyerville, Ont.

Gagnon & Milot have registered as butter and cheese dealers, Three Rivers, Que.

R. J. Graham, grocer, etc., Havelock, Ont., has been succeeded by Thos. F. Lean.

Alfred Payette has registered under the style of O. Payette & Cie., St. Cunegonde de Montreal.

Wilson & Glasgow, general merchants, Notch Hill, B. C., are removing to Salmon Arm.

Pickard & Co., general merchants, Sydney, N. S., have been succeeded by Chapell & Warren.

Chambers & Co., confectioners and fruiterers, Morden, Man., have been succeeded by Jarman & Co.

Bilodeau & Carreau, confectioners and fruiterers, Edmonton, N. W. T., have been succeeded by H. Carreau.

Chas. E. Bourgeois has registered as proprietor of Joe. Bourgeois & Co., general merchants, St. Angele de Laval, Que.

Mary A. K. De Champlain has registered to do business under the style of A. De Champlain, general merchant, St. Ferdinand de Halifax, Que.

### FIREŚ.

G. S. Wakeford, flour miller, Battersea, Ont., has been burned out.

The stock of Joseph Francoeur, grocer, Montreal, has been damaged by fire; insured.

F. X. Frechette, general merchant, Wolfestown, Que., has been burned out; insured.

Kersey & Kersey, general merchants, Edy's Mills, Ont., have been burned out; partially insured.

### DEATHS.

S. J. Hill, general merchant, Great Village, N. S., is dead.

James Williamson, fruiterer and cigar dealer, Sandon, B. C., is dead.

W. S. Hambly, of Hambly & Co., general merchants, High Bluff, Man., is dead.

### SCARCITY OF CANS FOR CANNERIES.

A press despatch from Sacramento, Cal., says: It is feared by the fruit canners here that the strike may have the effect of closing the local canneries for failure of the supply of cans. The two canneries here are of large capacity, each employing 600 hands, and both are running at full blast. The local supply of cans is very short, and would probably be exhausted in a single week. Each cannery is using about 40,000 cans a day. Other canneries up the valley are in a like condition.



We are now Booking Orders for Fall Shipments.

## UPTON'S

JAMS, JELLIES  
and MARMALADE.

They Give Best Satisfaction and Highest Quality.

A. F. MacLAREN IMPERIAL CHEESE CO., Limited.

# A CORNER FOR CLERKS BY W.T. ROBSON

## INSPECTING WEIGHTS AND MEASURES.

"M.D." writes: We have just been visited by the weights and measures inspector. He found everything all right, and stamped our weights and measures according to the law, collecting \$2.80 for a very few minutes' work. Now, I think this is an injustice to us and the expense excessive. Don't you think it is?

THERE is no doubt in my mind, but the grocers are wronged by the Government in this Inspection Act. Why any Government should charge a merchant this amount for a few minutes' work when the inspector finds everything right, is more than I am able to understand. Scales need inspection, I'll admit; but why charge so much for it? Then, I am told nearly every merchant pays 25c. or 50c. cartage fees as well as inspection dues. This is also wrong. All our merchants want, and what they are entitled to, is fair, just treatment. Some inspectors are much better than others in this inspection fee business. I have had the same scales and weights inspected by different inspectors and found the expense varied considerably. I know there is a regular tariff, but one man would take all the law would allow him while another would be just, for they have latitude in this matter. The grocery merchants are, as a rule, paying enough taxes without having any more placed upon them in this manner.

When in a store with an inspector, the merchant said: "I will be buying in a few days a new set of coal oil measures." "Very well," said the inspector. "I will not stamp these." Had he stamped them it would have cost the merchant 20c., and they were worn out. Now, in this case the inspector treated the merchant fairly.

## LEAKY VINEGAR TAPS.

"R. K.": We are always bothered with leaky vinegar taps. What tap would you recommend?

This is a trouble most grocers have to contend with. As a rule vinegar taps are not long in use before they commence to leak, and then they are a constant source of trouble. There is one thing, they are not costly. It pays to buy them continually. I cannot recommend any particular make of tap, but this is another of the things that a clerk has to watch in the grocery business in order to save loss. The reason they leak seems to be a wearing or a shrinkage of the cork lining.

## EASTON BEACHAM'S SAD DEATH.

There has just come to me one of the severest shocks I have experienced for years in the drowning at Newcastle, Ont., of Mr. Easton Beacham, of New York, a Canadian grocery clerk who has become famous in New York as the manager of Park & Telford's immense retail grocery store of 72nd Street and Columbus Ave. You may remember my referring to him in my New York letter. Poor fellow, cut off in the prime of life! And I heard of his death just as I received a letter from him saying he intended to call on me Saturday night last. He was well up in the grocery business, and had a knowledge of his trade far

beyond that of most men. I shall try and tell you more about him in our next issue. To-day I cannot.

## KNOWING IT ALL.

"MCT."—There is a part of your letter I do not like—where you refer to me as "knowing all about the grocery business." No man ever carried under his own hat, all about any business. Things are divided up pretty well in this life. We all know a little, and we are always learning more. The most youthful clerk can tell us oftentimes things we did not know. There is true wisdom displayed in sifting out that which is of practical use and being of likely value to us. I am always glad to hear from any of my friends on any subject pertaining to the business. That is what this department is for, and I hope you will all feel free to write at any time.

## SCARCITY OF GOOD CLERKS.

Another grocer writes me of how difficult he finds it, to get a good clerk. He says he can get ten poor or indifferent clerks for one good, reliable man. Recommendations they all have, it's ability they lack.

I do not know if my friend is one of the kind that is very hard to please, but others have told me the same story and I cannot see why it should be so. Young men who profess to be good grocery hands are plentiful. I wonder what qualification we lack most as a body? Nearly all can tie up a good package, and keep themselves neat and clean, are polite to customers, but from what I have heard, that which we lack most is a genuine interest in the business.

depend on his clerks, he should try and impress upon them the responsibility they carry.

My own idea always has been, wherever you find indifferent clerks it is because they are treated by their employers in a cold, formal way. It is a very poor nature that could not respond to a kind word of advice given in a proper way at the right time.

I often think for a few minutes early in the morning or after trade is over, if the head of establishments would do as the Heinz Pickle people do with their salesmen, talk with them about the sales and the business generally, a kind of private company talk in which the feeling was that each person present held stock in that company.

There are new points coming up all the time, which any man might profitably discuss with his clerks, and the business generally would be helped thereby. Trade is changing in this respect, and any establishment, no matter how long in business, must change with the times, in order to keep up with younger houses. Neglect to do this is the cause of failure, and the reason some old houses with a grand reputation have had to step down and out, regretted by all, is that they simply did not keep up with the ever-changing conditions.

So must the clerk of the present not be a time-server, whose only aim is to just do enough to hold his position, and draw his salary. His day of usefulness has passed if he ever had a day or an hour. He must give way to the ever-alert man, who feels a personal responsibility in the welfare of the business, whose only thought is how he can increase his worth to his employer and be "a profitable servant who bringeth his master much gain." This is the new order of things and it is our duty to try and attain unto them.

## A JAPAN TEA HOUSE.

For the past few months, Mr. Shaw T. Nishimura, who represents the Japan Central Tea Traders' Association in this country,



A Japan Tea House.

Sometimes I feel the fault is not all with the clerk. If the merchant would only take time to talk with the clerk on matters pertaining to the business; make him feel that he is part of the establishment, that he is depending on him to so look after his department that trade will be drawn to the store. Because every merchant must

have been in Japan. While there he took quite a number of snapshots of the beauties of the "Flowery Kingdom," one of which we reproduce this week. The scene contains a Japan tea house, Tokio, and is illustrative of the surroundings in which Japan tea is packed.



**Three Snaps—FOR WIDE-AWAKE BUYERS.****FIGS**—FINEST ELEME, 3-CROWN BXS., 10 and 20-LBS. **7<sup>c</sup>.** Per Lb.**PRUNES**—CHOICE FRENCH—BXS., 56-LBS. **3<sup>c</sup>.** “**RAISINS**—FINE OFF-STALK—FINE FRUIT **4<sup>1</sup>/<sub>2</sub><sup>c</sup>.** “

SEND YOUR ORDERS EARLY. AT THESE PRICES STOCKS WILL BE QUICKLY EXHAUSTED.

THE **EBY, BLAIN CO.,** LIMITED

WHOLESALE GROCERS, ETC.

**TORONTO.****HINTS TO BUYERS.**

**T**HAT The Ozo Co., Limited, tea merchants, Montreal, hit upon a good idea when they decided to present all grocers who ordered one hundred pounds of their Queen Alexandra tea with a stock canister and brass tea scoops is evidenced by the number of orders they have already received for it. The canister is as useful as it is ornamental.

Codsteak is in stock with Lucas, Steele & Bristol.

Lucas, Steele & Bristol have “Royal” salad dressing—large and small size.

A line of fine-quality selected Valencias is being sold by W. H. Gillard & Co., at 5 1-2c.

The XX, XXX and XXXX sugars are procurable only from Lucas, Steele & Bristol.

L. Chaput, Fils & Cie. have a few boxes of “Gee Whiz” which they are clearing out at \$2.50 a case.

New haddies; also all kinds of new herrings are to be procured from Lucas, Steele & Bristol.

W. H. Gillard & Co. are offering an exceptionally fine line of new spring salmon at a low price, consistent with quality.

Warren Bros. & Co. have received a shipment of bright grained raw sugar for grocery purposes.

Picnic and camping supplies, all the popular and fast selling items are in stock with The Eby, Blain Co., Limited.

The sale of Wilson's Fly Pads will increase your business, because of their highly destructive character.

In line for early fall trade, extra quality in whole-mixed pickling spices—put up by The Eby, Blain Co., Limited.

The Eby, Blain Co., Limited, quote close figures on cleaned and stoneless currants—their own brands, and Valencia raisins.

A heavy shipment of green Rio coffees has been received by The Eby, Blain Co., Limited. Extra value in every grade—ask for samples.

Howe, McIntyre & Co., Montreal, have in stock some very fine clover honey, strained. They also have a nice lot of clover honey in No. 1 section, glass front crates—one dozen to the crate.

Hot days are yet to come—a profitable side line is “Sovereign” lime juice, raspberry vinegar and fruit syrups, low-priced fast sellers, quality A-1,—in stock with The Eby, Blain Co., Limited.

E. D. Marceau, Montreal, says that his first shipment of “Condor V.” which came in some time ago with “Condor LX.” in 1 and 1-2-lb. lead packages, has all been delivered. His second lot of “Condor XXXX.” is just in and all orders will now be filled. The first shipment of “Condor XXX.” is now on the way.

“Tropon” cocoa and chocolate is the great food remedy for consumption. The Cowan Co., Limited, Toronto, are the sole manufacturers of it, and they state that the demand is increasing rapidly. The more it is tried the more convinced are those who use it of its great efficiency in building up consumptive and debilitated persons. The whole secret is the concentrated nutrition and the ease with which it is digested and assimilated.

**PERSONAL MENTION.**

Mr. Cyril L. Marshall, of Warren Bros. & Co., Toronto, has returned from a week's fishing at Stoney Lake.

**A PORK-PACKERS RETURN.**

Mr. George Matthews, senior member of The Geo. Matthews Co., Limited, Ottawa and Peterborough, has just returned from his annual trip to England.

This is upwards of 30 trips across the Atlantic for Mr. Matthews, and he always combines business with pleasure, by looking after the firm's interest in their export business.

In speaking of this season's business, he said: “The high price of hogs which has so steadily prevailed here has made the export business unprofitable. While the market in England has been steady at good prices, yet it has not been high enough in comparison with the extreme prices packers have been paying for hogs. The quality of the bacon from Canada going to England has been improved, and with the exception of that prolonged heated spell, which caused some shipments to turn out a little shiny, the product has opened up in first-class condition.”

It is the intention, so it is said, of The Matthews Co. to open up another packing house in Belleville.

**LUMSDEN BROS'. NEW WAREHOUSE.**

Lumsden Bros., of Hamilton and Toronto, are erecting a new warehouse at Hamilton costing \$10,000. This building is being erected to keep pace with the demand for “Jersey Cream” yeast cakes. When completed, they claim they will have the finest yeast factory in the Dominion.

The **FIRE** burnt our factory  
but not our manufactured **STOCK**

We can supply our customers with **Export** and **Canadian** brands **Condensed Milk** as usual.

**Rose & Laflamme,**  
Selling  
Agents,  
**MONTREAL.**

**Baldwin Condensed Milk Co.**

# LOOK FOR PROFITS

That is what you are in business for — and you'll get them if you handle these good brands. . .

*The only tea imported from Japan in lead packets. It advertises itself by its label as well as by its high quality.*



*It is a fine May Picking—has strength and flavor. It is the most satisfactory tea to handle.*

Cases of 70 ½ lb. and 25 1-lb. packages = 60 lb.; at 27½c., retails at 40c.

I am now delivering "Condor LX." and "Condor V.", balance of orders which had not been filled from first lot—also first shipment of "Condor XXXX."

## TEAS TO ARRIVE HERE IN 10 DAYS.

*Ex. Steamer "Empress of Japan" now in Vancouver.*

- 450 PACKAGES JAPAN TEA**, including first batch of "Condor XXX." The incomparable at 19c.
- 344 PACKAGES CHINA GREEN TEAS**—Moyune, Pin Head, Gun Powders, Ping Suey, Pin Head G.P., Ping Suey Pea Leaf G.P., Moyune Pea Leaf G.P.—all the finest teas possible of their kind, selected for their high liquoring qualities.
- 20 HALF-CHESTS**—The most superbly choice, especially selected. True Lapsang Souchong Black Tea, at 40c.  
The finest from the land of the Celestials.

IF YOU WANT THE BEST AT ANY PRICE, SEND ME SAMPLE ORDER FOR:

- THE "NECTAR"** blend of black teas in lead packets—rich, fragrant, the perfection of all black teas, in packets, at 20, 26, 38 and 45c.
- MADAM HUOT'S COFFEE**, in 1-lb. and 2-lb. tins, at per tin 31 and 60c.  
It is the gem of all coffees—pure, creamy, delicious.
- "CONDOR" and "OLD CROW" VINEGARS**—Pure distilled. If you want strength and quality, they are the right goods.
- "CONDOR" MUSTARD**—In ¼-lb., ½-lb. and 1-lb. tins, 12-lb. boxes. The best mustard in the world. The only pure on our market. Strong, flavory.

WITH THESE GOODS SATISFACTION IS GUARANTEED—HIGH QUALITY IS WHAT I GIVE.

## BUYERS, ATTENTION! A RARE CHANCE.

- 283 HALF-CHESTS JAPAN TEA at 13c.**—Special price to buyers in quantity. This is not an auction tea. It is of last year's crop, and was only shipped to Canada from Japan in May last. A spot cash transaction this was, and that is the reason I can offer you such a snap—rare liquor at that price.
- 100 HALF-CHESTS FINE ORANGE PEKOE CEYLON BLACK TEA**, bought at the lowest. Nothing like it in the market at less than 20c, at 17½c.

Specialty of High-Grade Goods in Teas, Coffees and Spices Wholesale.

**E. D. MARCEAU,** 281 to 285 St. Paul St., corner of St. Gabriel, **Montreal.**



# THE CANADIAN GROCER

President,  
JOHN BAYNE MACLEAN,  
Montreal.

**THE MacLEAN PUBLISHING CO.**  
Limited.

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, North-West Territories, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

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WHEN WRITING ADVERTISERS  
PLEASE MENTION THAT YOU SAW  
THEIR ADVERTISEMENT IN THIS PAPER

## DO NOT WANT MORE TRADE.

**B**USINESS, like goodness, is something of which most people desire more than they possess. We say most people, because there are some who, at any rate, profess that they have all they want.

He who would make bold to tell us that he was as good as he wanted to be would be quickly set down as being in a rather bad state. What different conclusion, therefore, can we come to when a manufacturer or merchant declares he has all the business he wants, and refuses to try and get more? He may have a large surplus in the bank and many orders on his books, but if he is really honest in what he says, it is evident that the seeds of business degeneration are beginning to sprout.

A gentleman who has interested himself a great deal during the past couple of years in the West-Indian trade informs us that he has been repeatedly met with the remark, when broaching the subject of West-Indian trade to Canadian manufacturers, "Oh, we've got all the business at home that we

want. We are not looking after foreign trade." And yet, at the same time, their confreres in the United States, busy and all as they are, still evince solicitation for the trade of the West Indies, and are steadily sending products there which might just as well be sent from the mills and factories of Canada. And what applies to the West Indies applies to our trade with other countries as well, to a greater or less extent.

There are plenty of manufacturers and others in Canada who, when the home market is dull, are only too anxious to do business with other countries. But how can they expect to compete for that trade when at certain times they cut all connection and allow their competitors in the United States and other countries full swing? It is contrary to all business experience to expect it.

Whether the trade is foreign or whether it is domestic, it can only be successfully exploited when the connection is maintained. We often fear that Canadian manufacturers are not in their generation as enterprising as their confreres in the United States. And when we hear of some of them refusing to make an effort to secure a promising trade, when held out to them, our fears are certainly not diminished.

By steadily, and not spasmodically, courting their trade, the aggregate foreign business of the United States with the British West Indies during the fiscal year ending June 30 last was \$21,723,859, of which \$12,853,307 were imports and \$8,870,552 exports. Including Bermuda and British Honduras, the aggregate was \$24,624,515.

Now, our aggregate trade with the same British possessions in 1900 was valued at \$2,577,574, of which \$1,698,957 were exports and \$878,617 imports. In other words, our aggregate trade is about 10½ per cent. that of the United States. Taking exports alone, the Canadian figures are about 15 per cent. of those of the United States.

## FOREIGN TO CONDENSED MILK.

While the scientists are disputing as to whether the bovine and human tuberculosis intermarry, one thing we can be assured of, and that is that neither can find a resting place in condensed milk.

## WILL BUY AS WELL AS ASSAY GOLD.

**T**HE Dominion Government has decided to buy gold outright at the Vancouver assay office, thus making it a purchasing office as well as an assay office. This means that the bank charges of three quarters of one per cent. which the banks had been getting for cashing the assay office certificates and shipping the gold to Seattle will be done away with, and that instead the assay office will give a cheque on the bank of Montreal, payable at par.

In other words, the same rate as that made at Seattle for assaying and minting (one per cent.) will be charged at Vancouver, while the miner will receive at Vancouver one per cent. rebate on the mining royalty, which rebate is not, of course, granted at Seattle. The result of these regulations is to make the price paid for gold at Vancouver exactly one per cent. higher than is paid by the United States authorities at Seattle.

It is expected that this will do much to induce miners and others to take their gold to Vancouver rather than to Seattle, a consummation devoutly wished for by the business men of British Columbia.

Klondike gold has been flowing into the sub-treasury at New York quite freely of late. In one day last week \$1,200,000 worth was received, and in four days \$4,500,000 worth.

Now that the silver question has been declared dead, it is to be hoped no one will try to revive it and declare it as good as gold.

## HEAVY DEATH CLAIMS.

President Paton, of the Dominion Commercial Travellers' Association, tells us that the death claims on the association have been very heavy this year, amounting, so far, to \$31,000, against \$25,000 as a total for 1900.

Speaking financially, however, it is fortunate that it is mostly among the older members that death has made its ravages, four of the deceased being over 70 years of age.

A good bargain is a reduction in price; a bad bargain is a deterioration of quality—no price will make a bad bargain good.



## WILL WE EXPORT CANNED VEGETABLES TO THE STATES?

IT is within the range of possibility that the present year may see the exportation of a quantity of canned vegetables to the United States.

As most of our readers are doubtless aware the drought has been quite decided in the United States, and a heavy shortage is feared, particularly in canned tomatoes, in which there has been a veritable boom during the past few weeks. Purchases of spot stocks at Baltimore and other centres have been remarkably heavy, while prices have been steadily advancing.

A Baltimore, Md., dealer, writing a few days ago, said: "The crop conditions for the week have not shown sufficient improvement to justify packers in taking more than a limited amount of business, in addition to orders entered prior to this week. Inquiries for futures, on the other hand, have been way beyond the volume of last week, with the result of forcing sellers' ideas from 80c. a week ago to 85c., and even at this figure a limited quantity only can be picked up." The same authority says that the present week will likely see 90c. quoted for good standard 3's.

It is because of this condition of affairs in the United States that there is a possibility of a market being found in the United States for Canadian canned vegetables. And what makes it possible is the fact that inquiries for prices and other information have been received by packers and brokers in this country during the past few days from dealers in the United States. They evidently, however, want pretty close figures, and stipulate that the tins must be free from labels, it being the intention of the contemplated purchasers to affix their own labels.

Our export trade in canned vegetables is an insignificant one, and France took more from us last year than the United States, \$1,520 worth going to the former country and \$1,413 to the latter. Our total export of canned vegetables was nearly \$18,000, of which \$13,687 went to Great Britain.

Between the United States and Canada a great gulf has been fixed, so that under ordinary normal conditions we can neither

go to them with canned vegetables nor they to us. The duty in the United States is ad valorem and specific, according to the vegetable described. On peas and beans, for example, the duty is 2½c. per lb., while on other kinds of canned vegetables it is 40 per cent. In Canada the duty on tomatoes, corn and other kinds of canned vegetables is 1½c. per lb. Except on peas and beans, therefore, our duty is higher than that of the United States on canned vegetables, being somewhere in the neighborhood of 70 per cent.

In Canada so far this season the pack of everything is light. What has so far been packed are strawberries, raspberries, peas and beans. Corn and tomatoes are yet to come. On account of the agreement with the syndicate, the pack under the most favorable of conditions is to be 30 per cent. smaller than in 1900. If, therefore, any quantity should be exported to the United States, we may expect to see high prices rule during the ensuing year.

The conditions this season are, so far, exceptionally favorable to the syndicate, and with the high prices which are likely to rule some of the canners are regretting that they made any agreement with the syndicate. Others again, while realizing that it would have been more profitable had they been left with a free hand to pack as much as they chose and to sell at what price they liked, say they are glad someone stands to make money out of canned goods this year.

### THE CROPS IN ONTARIO.

The report of the Ontario Agricultural Department, dealing with conditions up to August, shows that the fall wheat crop has suffered from Hessian fly in Lake Erie district, but in other districts is in good shape. The yield should run from 5 to 40 bushels per acre. The spring wheat crop, while poor in some sections, is, on the whole, a fair crop; barley, a fair to good crop; oats, light crop (suffered by heat in July); peas, from 10 to 30 bushels per acre; beans, an excellent crop; hay and clover, unusually good; corn, good; potatoes, fair; roots, light to fair; honey, not over 60 lb. per hive; pastures, dried up in July

but are improving; apples, between 35 and 40 per cent. of average crop; pears, good crop of fair quality; peaches, light in Niagara district and fair in Western Lake Erie section; plums, failure in some sections, average crop in others; cherries, light; grapes, good.

The wheat acreage is considerably smaller than last year; barley, larger; oats, smaller; peas, smaller; beans, larger; hay and clover, larger. No comparison is made in respect to other acreages.

### CANADIAN OATS FOR SOUTH AFRICA.

THE British War Office has placed orders for nearly 1,500 tons of oats in Canada for the use of the army in South Africa. These orders have been accompanied by special directions and precautions, for, although a fair quantity of oats have been shipped from Canada to South Africa (the exports in that direction in the year 1899 1900 being 33 934 bushels) this shipment is practically an experimental one as far as the War Office is concerned, an experiment the success of which depends almost altogether upon the condition in which the grain arrives at Cape Town.

The war in South Africa has undoubtedly been of some service to Canada, in opening, as it has done, such a respectable trade in many lines. Canadian hay, meats and jams have been purchased extensively, almost from the outbreak of hostilities. Already this season there has been a good, steady movement of hay to South Africa from the Maritime Provinces. The addition of oats to the War Office's list of purchases should be fully as satisfactory to both buyer and seller as has been the case in respect to the other articles mentioned.

### MARITIME BOARD OF TRADE.

The annual meeting of the Maritime Board of Trade, which opens at Chatham, N.B., on Wednesday next, promises, if one can judge from the intimations that have come to Secretary D. G. Smith, to be one of the most important yet held. Arrangements have been made whereby delegates will obtain transportation at one fare over railway and steamship lines.

Among the leading subjects for discussion will be the admission of Newfoundland into the Confederation.



## SALMON PACKING OPERATIONS.

SALMON canning in British Columbia is being prosecuted under circumstances a great deal more favorable than they were a short time ago.

On the Fraser river the run of fish has been excellent, and the boats have averaged 300 to 400 fish some nights. Many are said to have obtained as many as 600 and 700.

Besides what has been caught by their own fishermen, the canneries on the Fraser have been bringing sockeye salmon from Point Roberts, United States territory. They were caught there in traps and brought to the Canadian side in scows. One steamer brought 9,000 on August 2. The price per fish is about 2c. less than is paid to the home fishermen, and, while there is a Customs duty of  $\frac{1}{2}$ c. per lb., practically the whole of it is refunded when the fish are canned and exported.

There are more fish running into the United States traps than the canneries there utilize. It is said that never in the history of salmon-packing at Puget Sound has there been such an enormous run as has been experienced this season. It is declared that the traps of one company alone would yield about 500,000 salmon per day if all the fish were taken and used. It is no wonder that a strong sentiment in favor of constructing traps in Canadian territory is developing among the cannerymen of British Columbia.

A Victoria paper, of August 6, says that the steamers which had just returned from the northern part of British Columbia reported that the run of fish was good when they left. On July 7, the Wannuck cannery had a catch of 5,100 cases; the Rivers Inlet and Victoria canneries had 4,200 cases; the Lowe Inlet cannery, 1,800 cases; the Standard, 2,800; Cunningham's, 6,600 cases, and the Windsor, 6,700 cases. These were among the best catches reported, and indicate that although the season began poorly that the cannerymen will yet come out with fair profits for the season's work.

## GOOD NEWS FOR ST. JOHN.

A Montreal despatch says that the differences between the Canadian Pacific and the Intercolonial Railways over the transfer

of westbound freight from the Maritime Provinces have been settled.

This will be welcome news to the shipping and mercantile interests of St. John, N.B. It will be remembered that one result of the dispute between the two railroads was that the winter port business of St. John was considerably curtailed, as the Canadian Pacific made little effort to obtain cargoes for steamers, claiming there was no money in hauling cargoes east and they taking empty cars west while the Intercolonial was hauling westbound freight.

When interviewed in Montreal regarding the matter, E. G. Russell, manager of the Intercolonial, stated: "Difficulties between the two roads have been settled, and St. John will do a heavy shipping business this winter. Both the railways and the steamship companies are making preparations for it. The C.P.R. is enlarging its track room at West St. John, in the vicinity of the wharves, and making preparations which indicate that it anticipates a heavy winter's work. The Intercolonial is also extending its yard and siding accommodation to St. John."

## EXPORTS OF CEYLON TEA.

EXPORTS of tea from Ceylon continue to increase. During the first six months of the year they aggregated 75,441,861 lb., compared with 72,917,366 lb. for the same period in 1900. The following table gives the exports during the first six months of each of the three years named and the countries to which the tea went:

| SIX MONTHS' EXPORTS OF CEYLON TEA. |            |            |            |
|------------------------------------|------------|------------|------------|
|                                    | 1901, lb.  | 1900, lb.  | 1899, lb.  |
| Austria.....                       | 25,100     | 5,902      | 6,816      |
| Belgium.....                       | 8,666      | 2,115      | 8,883      |
| France.....                        | 148,927    | 108,409    | 59,851     |
| Germany.....                       | 193,021    | 188,596    | 196,843    |
| Holland.....                       | 15,489     | 2,000      | 4,670      |
| Italy.....                         | 7,711      | 5,007      | 8,169      |
| Russia.....                        | 4,769,103  | 4,296,699  | 1,822,489  |
| Spain.....                         | .....      | 15,150     | 11,300     |
| Turkey.....                        | 24,822     | 11,203     | 10,202     |
| India.....                         | 680,201    | 343,150    | 244,576    |
| Australia.....                     | 10,225,870 | 7,849,386  | 7,404,753  |
| America.....                       | 1,489,875  | 2,517,826  | 1,141,200  |
| Africa.....                        | 152,386    | 82,578     | 134,738    |
| China.....                         | 1,510,980  | 766,592    | 469,638    |
| Singapore.....                     | 73,923     | 59,932     | 28,907     |
| Mauritius.....                     | 15,330     | 700        | 17,420     |
| Malta.....                         | 161,433    | 209,553    | 125,087    |
| Sweden.....                        | 26,474     | 43,218     | 23,746     |
| United Kingdom.                    | 55,912,550 | 56,419,370 | 50,363,492 |
| Total lb.....                      | 75,441,861 | 72,917,366 | 62,082,178 |

Among the quantity exported during the six months of this year was 427,695 lb. of

green tea, of which 314,703 lb. went to the United States and Canada and 93,449 lb. to the United Kingdom. The latter was probably reexported to green tea drinking countries.

## GOOD ADVICE FOR APPLE EXPORTERS.

THE convention of the National Apple Shippers' Association, which was held in Toronto last week, should be productive of good results to the apple-growing industry of this country.

The criticism has been frequently made that Canadian shippers were not careful of their honesty in packing apples; that this fruit was received from Canada, and especially from Ontario, faced with much better apples than the body of the barrel contained, that sometimes hay, old boots, etc., were stuffed into the barrels. The complaints have been so numerous that it was generally admitted that the demand for Canadian apples in Great Britain was in danger of being injured, but never has the matter been brought home to the trade so forcibly as was done at this convention.

Speaker after speaker, including Professor Robertson, Canadian Commissioner of Agriculture; Professor Mills, of the Ontario Agricultural College, and several of the largest exporters, stated in clear, emphatic language the opinion that there must be honesty in apple-packing if the industry is to maintain its status.

The Dominion Fruit Marks Act, which went into force on July 1, was commented upon as good legislation. By it every person who packs fruit in a closed package intended for sale is compelled to brand it plainly with his full name and address, the name of the variety and the designation of the grade of the fruit. Packages are not to be exposed for sale or sold unless so marked, and a penalty is imposed for false marking of packages or fraud in packing.

Packers were counselled to assist in every way the enforcement of this law, and to make it a guarantee of honesty in apple-packing in Canada.

Prof. Robertson, in his address on Thursday, referred to another important matter. Shippers, he declared, should make it their business to teach growers what varieties should be grown and how to take care of them. The seller always paid attention to his customer: therefore, the apple-buyer could influence the grower as no one else could. The shippers soon find out what kind of apples prove most suitable for the export trade. They should do everything in their power to influence growers to grow these varieties, and to study their culture in order to get the best results.

"You Can't Afford" to ignore the "fact" that

# "SALADA" Ceylon Teas

have made "experts" of the public taste, and that their course of tuition has no vacations.

Handle "Salada" Teas freely and the Tea Department of your business will give you "no worry" but "much pleasure."

Sealed Lead Packets only---never sold in bulk form. Retails 25c., 30c., 40c., 50c., 60c.

**10,000,000** Packets sold annually. Black, Mixed, Natural Leaf Ceylon Green.

**"SALADA"**--Toronto and Montreal.



## Steam Laundries

must have the finest quality of **STARCH** to obtain the desired finish on linen.

We supply three-fourths of the best Canadian Laundries with their Starch.

COMMENT IS UNNECESSARY.

The Brantford Starch Works, Limited,  **BRANTFORD, ONT.**

## FIG BAR

We are putting on the market the best Fig Bar Biscuit ever made. One 12-lb. box will prove what we say. Include this in your next order.



**THE CANADA BISCUIT COMPANY, Limited**

Office Phone : Main 3624.  
Warehouse Phone : Main 3676.

King and Bathurst Streets,  
TORONTO



**AGENCY WANTED.****A Reliable Manufacturers' Agent**

travelling in the Maritime Provinces and Newfoundland, wants to represent on commission, a reliable provision house or wholesale grocer, in addition to his present business. Apply to JOHN B. HARTY, box 163, North Sydney, N.S. (35)

**Toronto Commission Houses.****New Messina Lemons**

Get our special quotations for "Long Keepers" for your Summer trade.

**Pineapples**

We are now in a position to fill your orders for all grades of this popular fruit.

**McWilliam & Everist,**

Wholesale Fruit, Produce and Commission Merchants  
25 and 27 Church St., TORONTO, Can.

Long Distance Phone Main 645.  
Warehouse Phone Main 3394.

## Butter Cheese Eggs Poultry

Consignments Solicited.  
Highest Prices. Prompt Returns.

**The Wm. Ryan Co.,**

... Limited.  
70 and 72 Front St. E., Toronto.

**Butter Wanted**

In Tubs and Pails. Ship to us.

**Rutherford, Marshall & Co.**

Commission Merchants,  
68 Front Street East, Toronto.

Telephones Main 4226 and 4227.

The

**DAWSON Commission Co., Limited**

FRUIT, PRODUCE AND  
COMMISSION MERCHANTS.

Cor. Market and  
Colborne Streets.

**TORONTO****Canadian Produce Company, Toronto**

In no other way can General Store Keepers dispose of their chickens so profitably or with so little trouble as with us.

grinding in transit, or 83½c. Toronto and west. Ontario wheat is quoted at 70c. at outside points, middle freights. There is not much doing on the Toronto street markets, where prices are steady as follows: Wheat, white and red, 70½ to 71c.; goose, 69c.; oats, 38 to 40c.; rye, 52 to 52½c.; barley, 47c.

**FLOUR**—The market has stiffened in sympathy with the rise in wheat. Manitoba flour is 10c. and Ontario flour 20c. higher. We quote on track, Toronto (bags included) as follows: Manitoba patents, \$4.15; Manitoba strong bakers', \$3.85; Ontario patents, \$3.70 to \$3.80; straight roller, \$3.40.

**BREAKFAST FOODS**—The demand is good. Rolled wheat is 10c. higher. Other lines are unchanged. We quote: Standard oatmeal, \$3.70 in bags, and \$3.80 in bbls.; rolled oats, \$3.60 in bags, and \$3.70 in bbls.; rolled wheat, \$2.35 in 100-lb. bbls.; cornmeal, \$2.75; split peas, \$4; pot barley, \$4.

**HIDES, SKINS AND WOOL.**

**HIDES**—There is a good supply, but offerings are readily absorbed. We quote as follows: Cowhides, No. 1, 7½c.; No. 2, 6½c.; No. 3, 5½c. Steerhides are worth 1c. more. Cured hides are quoted at 8½ to 9c.

**SKINS**—Prices are steady throughout. The movement is moderate. We quote as follows: No. 1 veal, 8-lb. and up, 9c. per lb.; No. 2, 8c.; dekins, from 55 to 60c.; culls, 20 to 25c.; sheepskins, 90c. to \$1; lambs and pelts, 35c.

**WOOL**—There is a good demand, but at low figures. Our quotations are: Combing fleece, washed, 12 to 12½c., and unwashed, 7½ to 8c.

**QUEBEC MARKETS.**

MONTREAL, August 15, 1901.

**GROCERIES.**

**B**USINESS shows a little more animation this week. Sugar has developed a weaker tendency, and yellows are 10c. per 100 lb. lower. One of the features of the week is the improved demand for spot canned goods; orders for small lots are numerous, showing that stocks in retailers' hands are light. Tomatoes and corn are still being sold at very low values. The likelihood of a poor crop of apples has excited the spot apple market, both for gallon and evaporated apples. New quotations are out on currants, raisins, figs, dates and nuts. Valencia almonds are lower. The pack of all kinds of salmon is now certain to be at least a fair one. Canadian macaroni and vermicelli have been reduced ½c. per lb., being now quoted at 4½c. in boxes. Patna rice is ½c. per lb. higher, due to a rise of 9d. to 1s. per 112

The following Brands manufactured by

**The AMERICAN TOBACCO CO.**

OF CANADA, Limited.

Are sold by all the Leading Wholesale Houses

**CUT TOBACCO****OLD CHUM.****SEAL OF NORTH CAROLINA****OLD GOLD****CIGARETTES****RICHMOND STRAIGHT CUT.****SWEET CAPORAL.****ATHLETE.****DERBY**

...EVERY...

**COMMISSION MERCHANT**

in Canada should have a card in these columns. We will be pleased to talk to you about it and quote rates.

Winnipeg Brokers.

**M. B. STEELE**

Wholesale Commission Merchant  
and Broker.

Correspondence and Agencies Solicited.

Stovel Building, WINNIPEG, CANADA.  
P.O. Box 731.

**JOSEPH CARMAN . . .**

WHOLESALE MERCHANDISE BROKER  
AND MANUFACTURERS' AGENT.

Winnipeg, Manitoba, Canada.

Secretary Winnipeg Fruit and Produce Exchange  
Correspondence and Agencies Solicited.

Storage, Track Facilities.

**Foreign Shippers**

If you want to offer your goods in  
**WINNIPEG, CANADA.** we will be  
pleased to answer your inquiries.

**E. NICHOLSON**

Wholesale Commission Merchant and  
Broker.

115 Bannatyne St. East, Winnipeg, Canada.

Winnipeg Fruit Merchants.

**THE RUBLEE FRUIT CO.**

LIMITED.

IMPORTERS OF FOREIGN AND DOMESTIC  
GREEN AND DRIED FRUITS, NUTS, Etc.

151 Bannatyne St., 12th St.,  
WINNIPEG, MAN. BRANDON, MAN.

Winnipeg Advertising Agents.

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will be Carefully, Efficiently, and Promptly  
attended to by

**The Roberts Advertising Agency,**  
WINNIPEG, CANADA

# CLEMES BROS.

Just **TORONTO** Everybody  
Address Knows Us

Are you going to speculate in 10 or 25 boxes  
Summer-Keeping

## LEMONS ?

Write us about them.

They revive the  
jaded appetite.

# ROWAT'S PICKLES.

They are good, whole-  
some fruit, good, whole-  
some vinegar—well pack-  
ed and labelled and give  
the grocer a

Good  
Wholesome  
Profit.



# BEE STARCH

Any of your customers who ap-  
preciate a really good, labor-  
saving article should try Bee  
Starch. WE SUPPLY THE SAM-  
PLE FREE.

Price Lists, etc., from the Agents.

**SNOWDON & PATERSON**

449 t. Paul St., MONTREAL.

lb. Dealers report a difficulty in securing sufficient supplies of fine salt. Foreign kippered herrings are very scarce. There is now on the market a stock of good hard-cured codfish, which has been scarce for some time; the ruling price is 5c. Payments are first-class and money is plentiful.

### SUGARS.

The weakness in the sugar market which we mentioned in our last report, developed at the close of the week into a decline of 10c. per 100 lb. on all grades of yellows. This change was made in sympathy with New York. The demand both here and in the United States seems to have been disappointing this year, as at a moment when sugar is usually strong, it is this year extremely weak. New York is again reported quiet and easy, with centrifugal, 96 test, quoted at 4½c. Continental quotations are bullish, Tuesday's coming at 9s. 7½d., an advance of 4 to 5d. on the week. Local quotations are \$4.50 per 100 lb. for granulated and \$3.75 to \$4.35 per 100 lb. for yellows, according to quality. City, 5c. extra.

### SYRUPS.

Business in this line is at a standstill. Quotations are unchanged, but the high price of corn cannot be without its effect. Cane syrup is worth 1½ to 2c. per lb. and corn syrup 3 to 3¼c., according to parcel.

### MOLASSES.

The market shows no new features this week, the firmness we have mentioned in previous issues being well maintained. The wharf has been the scene of some transactions, but trading is now limited. In small lots molasses is quoted at 29c. per gallon.

### CANNED GOODS.

During the past two weeks there has been an extraordinarily strong run on tomatoes, corn and peas. The low prices would lead one to think this was speculative, but it appears only small lots are called for, showing that the goods are going into consumption. Tomatoes are still selling at 80c., corn at 75c., while peas are higher, in sympathy with the decision of the canners to advance prices on the new pack, which is said to be only 60 per cent. of that of last season. For futures there is said to be a little better demand from retailers, but there is still that indifference noticeable. New tomatoes are offered at 82½ to 85c., corn and peas at 80 to 82½c. Fruits are selling in fair quantities at unchanged quotations. Strawberries are worth \$1.50 to arrive; raspberries, \$1.40; gooseberries, \$1.40; pears, \$1.55 for 2's and \$2 for 3's; Lombard plums, \$1.20; greengages, \$1.30; yellow peaches, \$1.70 for 2's and \$2.50 for 3's; sliced pineapple, \$2.30, and \$2.45 for grated; 3-lb. apples,

## Honey for Money.

A nice lot fine extracted clover honey in 60-lb. tins to offer. Choice white clover in comb in 12 to 13 oz. sections—one doz. per box. Beautiful clover honey in glass jars.

## Money for Honey.

We are open for large lots of Clover, Basswood, and Golden Rod honey, extracted, or in comb. Bought for cash, or sold on commission.

**Howe, McIntyre Co.**

461 St. Paul Street, MONTREAL.

## Victoria Fruit Merchants.

From the Atlantic to the Pacific,

**OKELL & MORRIS'**

(Gold Medal Brands) of **Whole Fruit Preserves**

Messina Orange Marmalade, Tomato Ketchup, Sauces, Pickles and Vinegars

are acknowledged the purest and best. Trade-Builders, Trade-Winners 15 Gold and Silver Medals, and 30 Diplomas for purity and excellence. Write for prices to Factory, Victoria, B.C.

## Victoria B. C. Commission Merchants

# PATTON & SONS

Wholesale Produce

and

Commission Brokers

Operating B. C. Cold Storage and Ice Works. Bonded and Free Storage.

Consignments Solicited.  
Advances Made on Warehouse Receipts.

**AGENCIES ACCEPTED.**

Toronto Fruit Merchants.

## ..CALIFORNIA ORANGES..

CANADIAN BERRIES,  
" CHERRIES.

California Peaches, Apricots, Plums. Foreign Nuts, Dates, Figs.

ALL AT LOWEST MARKET.

**HUSBAND** Bros. & Co.

82 Colborne St., Toronto

Telephone Numbers—Main 3428, Main 54.

**JAMES MCINTOSH, 34 Yonge St., TORONTO**  
Sole Agent in Canada for

**H AND H**  
TRADE MARK

It will pay you to notify me if you have it in stock, so that I may direct a good class of inquirers to you.



85c.; red pitted cherries, \$1.80, and whites, \$2.

At present wholesalers find it impossible to make contracts for gallon apples, offers to canners of \$2.25 having been turned down. No spot goods are obtainable at \$2; two months ago bargains were being offered at \$1.65 to \$1.75.

The latest telegraphic advices from the Coast say that the salmon run on the Fraser, Skeena and Rivers Inlet, have vastly improved and there is now a certainty that all contracts will be filled. Prices are steady and unchanged. Spot sockeye continues very scarce. Foreign kippered herrings are also almost unobtainable. There is talk of an advance in baked beans; white pea beans are now quoted at nearly \$2 per bushel; the new crop may relieve the strain.

#### SPICES.

A good trade is passing in all kinds of spices at current prices. We quote: Nutmegs, 35 to 65c. per lb., as to size; Penang mace, 45 to 50c. per lb., as to quality; pimento, ground, 12½ to 15c.; cloves, 15 to 25c.; pepper, ground, black, 17 to 20c., according to grade; white, 25 to 27c.; ginger, whole, Cochin, 15c.; Japan, 10c.; Jamaica, 20c.; ground, Japan, 15c.; Cochin, 20c.; Jamaica, 25c.

#### RICE.

Imported Patna rice has advanced 9d. to 1s. per 112 lb., and jobbers here have advanced prices ½c. per lb. Otherwise there is no change. The demand is fairly good. We quote in combine district: B rice, in bags, \$3.10; in ½ bags, \$3.15; in ¼ bags, \$3.20; in pockets, \$3.25. In 10-bag lots an allowance of 10c. is made. CC rice, \$3 in bags; \$3.05 in ½ bags; \$3.10 in ¼ bags; and \$3.15 in pockets. In the open territory prices are about 10c. less. Patna rice is worth 4¾c. per lb.

#### TEAS

Latest advices from Japan report an easy market on all grades below finest. Although the depreciation in values is scarcely noticeable, dealers here look for better bargains than are going and are content to wait for them. A better demand has set in, however, and several good sales have been reported. Statistics show that to date shipments to Canada have been higher this year than last; this must mean that goods have been coming into the United States through our ports for imports to the East have certainly been light.

Indian and Ceylon teas of low to medium grades continue firm. In London, the average price of sales of Indian tea during July was 7½d. per lb., against 7¼d. per lb. for the corresponding month last year, which means that the market is vastly improved. "Quotations for the commoner

grades have been much over the low figures ruling lately. Ceylons do not show as much improvement, the average of public-sale prices being 6½d. per lb., against 7d. per lb., July, last year. The market is looked to improve still further in blacks. China blacks on the local market are in

good demand and fair shape. In fact, it looks as if the tea business were to improve all around.

#### FOREIGN DRIED FRUITS.

CURRENTS—Owing to rain storms in Greece, currants advanced from 19s. to 19s. 6d. c.i.f. for shipment by the first

# KEEP COOL!

## Georgia Watermelons

First car of the season just arrived.

*Extra Fancy Bananas, Pineapples, Oranges, Lemons.*

**CANADIAN** Tomatoes, Raspberries, Cherries, Currants, etc., arriving 3 to 5 times daily per express.

Telephone or Mail your orders. Will make prices right. Quality Right.

**Hugh Walker & Son,** Wholesale Fruit Importers, **Guelph, Ont.**

# EPPS'S

GRATEFUL.  
COMFORTING.

IN ¼-LB. LABELLED TINS.

14-LB. BOXES.

Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal.

In Nova Scotia, E. D. ADAMS, Halifax.

In Manitoba, BUCHANAN & GORDON, Winnipeg.

THE MOST  
NUTRITIOUS.

# COCOA

## SPECIAL CARE

is paid to the selection of the  
material used in :

# BOECKH'S CARPET

# BROOMS



and they are so well made as to insure satisfaction to your customers. They are the best trade-winners on the market.

## BOECKH BROS. & COMPANY

80 York Street, TORONTO.

# TEAS For the Wholesale Trade

Japans, Congous, Indian, Ceylon, Oologs, Pingsuey, Gun-powders, China Greens.

WRITE FOR QUOTATIONS.

## S. H. EWING & SONS, 96 King St., MONTREAL

direct steamer. Two shillings are added for earliest shipments via Liverpool. This will enable the wholesaler to sell his new currants at 6½ to 7c. per lb. Spot currants are good property at 10c. for sound fruit.

**RAISINS**—Valencia raisins have opened at 20s. c.i.f.; at this figure Spanish firms expect to effect shipments about August 22. To the retail trade fruit will be sold at about 6½c. There is still a quantity of last year's fruit to be disposed of; prices are rather easier, 4½ to 4¾c. being a fair value for fine off-stalk, 5½c. for selected and 6c. for layers.

**SULTANA RAISINS**—The opening prices on the new crop of Sultanas are very high, being 42s. 3d. for 2-star, 39s. 3d. for 3-star and 34s. 9d. for 4-star, allowing the wholesalers to sell them at not less than 12, 11 and 10c. respectively.

**DATES**—Low prices and early shipments are being offered in dates. One firm is guaranteeing to have goods delivered here by November 1, selling to allow the wholesaler to quote 4½ to 5c. Shipments by first tide will mean a saving of ¼c.

**FIGS**—Comadre figs are quoted by one broker at 10s. 3d. c.i.f. for the first half of September, allowing the wholesaler to quote 3¾ to 4c. This is certainly a low figure.

**EVAPORATED FRUITS**—The market for evaporated apples is cited, holders asking 7½ to 8c. for fruit worth only 6c. some weeks ago. Goods are very scarce on this market.

### NUTS.

Grenoble walnuts have opened at 75 francs c.i.f., early November shipment. Valencia shelled almonds are lower, selling now at 28c.; first arrivals will sell at 25c. There are no pecan nuts on the market.

### GREEN FRUITS.

Again we report a brisk market in green fruits, a firmness being added to the activity. Six cars of Californian fruit have sold this week, and prices are higher. We quote as follows: Messina oranges, 200's, \$4 per box; California Valencias, \$4 per half box; Messina lemons, 300's, \$4.25 to \$4.50; 360's, \$3.75 to \$4.25 per box; Verdilli lemons, \$4.50 to \$5 per box; pineapples, 20 to 30c.; tomatoes, 50 to 60c. per 12-quart basket; Canadian apples, 25 to 35c. per basket; Californian plums, \$1.75 to \$2.50 per box; peaches, \$1.50 to \$1.75; limes, \$1.50 per box; Ontario peaches, 50 to 60c. per basket; raspberries, 11 to 12c.; cocoanuts, \$3.25 per bag of 100; Bartlett pears, \$2.75 to \$3.10 per box; blackberries, 8 to 10c.; watermelons, 20c.; bananas, No. 1, \$1.75 to \$2.25, and eight hands, \$1.35 to \$1.50.

### COUNTRY PRODUCE.

**EGGS**—As yet the egg market is steady dealers paying 11c. for fresh candled stock, but there is an impression abroad that prices must go up. We quote: Candled stock, 12 to 12½c.; straight receipts, 11 to 11½c.; and No. 2, 9½ to 10½c. per doz.

**HONEY**—Supplies of new honey are now more liberal, consisting of splendid quality,

both in comb and extracted; sales of the former have been made at 10 to 10½c., and for the latter, in tins, 8 to 8½c.

**POTATOES**—Receipts are increasing, but the price is still \$1.75 in bbls.

**ASHES**—The market keeps steady under light receipts and a fair demand, last sales reported of first pots being at \$4.25 to \$4.35.

### FLOUR AND GRAIN.

**FLOUR**—In sympathy with the advance in wheat the flour market is decidedly firmer, and western millers are again demanding more money. In spring wheat flour there is also a firmer feeling. We quote as follows: Manitoba spring wheat patents, \$4.00 to \$4.10; winter wheat patents, \$3.55 to \$3.80; straight roller, \$3.20 to \$3.40; in bags, \$1.60 to \$1.65 and Manitoba strong bakers', \$3.50 to \$3.80.

**GRAIN**—We quote: No. 1 spring wheat, 76 to 77c. afloat July; peas, 81c.; rye, 57 to 58c.; No. 2 barley, 51½ to 52c.; oats, 38 to 39c.; buckwheat, 56½ to 57c.; corn, 61 to 62c.

**OATMEAL**—The market is steady at the late advances. The demand for export is good and prices here are well maintained. Car lots are worth \$4.05 to \$4.10 on the track and \$4.15 to \$4.20 for jobbing lots.

**FEED**—There is still a good demand for bran and the supply continues to run light. Car lots of Ontario bran have sold at \$15.50 to \$17, shorts \$17 to \$18, and mouillie \$19.50 to \$24.50, as to quality.

**BALED HAY**—There is still a good busi-

*The best selling tea in Canada today is*  
*Blue Ribbon Ceylon*  
*packed and sold by*  
*Blue Ribbon Tea Co.*  
*12 Front St. East - Toronto*



ness passing in old hay, sales being reported at \$9.50 to \$10.25 for No. 2. Clover has sold at \$9.

## LIQUORS.

## SCOTCH WHISKIES.

Per case of quarts.

|                                          |        |             |          |
|------------------------------------------|--------|-------------|----------|
| Roderick Dhu                             | \$9 50 | less 3 p.c. | 30 days  |
| Usher's O.V.G. Special Reserve           | 9 75   | "           | "        |
| Usher's G.O.H.                           | 12 25  | "           | "        |
| Gaelic, Old Smuggler                     | 9 75   | "           | "        |
| Yeer's O.V.H.                            | 9 50   | "           | "        |
| Old Mull                                 | 9 75   | "           | "        |
| Sheriff's One Star                       | 10 25  | "           | "        |
| " V.O.                                   | 10 50  | "           | "        |
| Kilmarnoch                               | 9 75   | "           | "        |
| Doctor's Special                         | 10 00  | "           | "        |
| House of Lords                           | 10 75  | "           | "        |
| Bullock, Lade & Co.—                     |        |             |          |
| Special blend                            | 9 25   |             |          |
| Extra special                            | 11 00  |             |          |
| John Dewar & Sons—                       |        |             |          |
| Extra special                            | 9 50   |             |          |
| Special liqueur                          | 12 25  |             |          |
| Extra                                    | 16 50  |             |          |
| James Ainslie & Co.—                     |        |             |          |
| Highland Dew                             | 6 75   |             |          |
| Glen Lion, extra special                 | 12 50  |             |          |
| J. Brown & Co.—                          |        |             |          |
| Duke of Cambridge                        | 12 00  |             |          |
| Mitchell's—                              |        |             |          |
| Heather Dew                              | 7 00   |             |          |
| Special Reserve                          | 9 00   |             |          |
| Mullmore                                 | 6 50   |             |          |
| W. Teaches & Sons—                       |        |             |          |
| Highland Cream, qts., \$9.50 less 3 p.c. |        |             | 30 days. |

## CANADIAN WHISKIES.

In barrels per gal.

|                              |        |
|------------------------------|--------|
| Gooderham & Worts, 65 O. P.  | \$4 50 |
| Hiram Walker & Sons          | 4 50   |
| J. P. Wiser & Son            | 4 49   |
| J. E. Seagram                | 4 49   |
| H. Corby                     | 4 49   |
| Gooderham & Worts, 50 O. P.  | 4 10   |
| Hiram Walker & Sons          | 4 10   |
| J. P. Wiser & Son            | 4 09   |
| J. E. Seagram                | 4 09   |
| H. Corby                     | 4 09   |
| Rye, Gooderham & Worts       | 2 20   |
| " Hiram Walker & Sons        | 2 20   |
| " J. P. Wiser & Son          | 2 19   |
| " J. E. Seagram              | 2 19   |
| " H. Corby                   | 2 19   |
| Imperial, Walker & Sons      | 2 90   |
| Canadian Club, Walker & Sons | 3 60   |

Less than one bbl. per gallon.

|          |        |
|----------|--------|
| 65 O. P. | \$4 55 |
| 50 O. P. | 4 15   |
| Rye      | 2 25   |

## CHAMPAGNE.

The prices below are subject to the trade discount of 5 and 3 per cent.:

|                                 |                 |           |
|---------------------------------|-----------------|-----------|
| Comte de Castellane—            |                 | Per Case. |
| Cuvee Reservee... { Quarts..... | \$12 50         |           |
| Carte d'Or..... { Pints.....    | 13 50           |           |
|                                 | 15 00           |           |
| Champagne Ve Amiot—             |                 |           |
| Carte d'Or.....                 | 16 00           |           |
| " Blanche.....                  | 13 00           |           |
| " d'Argent.....                 | 10 50           |           |
| Pommery—                        |                 |           |
| Sec and Extra Sec.....          | Quarts. Pints   |           |
|                                 | \$28 00 \$30 00 |           |
| Mumm's—                         |                 |           |
| Extra Sec.....                  | 28 00           | 30 00     |
| Moet & Chandon—                 |                 |           |
| White Seal.....                 | 28 00           | 30 00     |
| Brut Imperial.....              | 31 00           | 33 00     |
| Perrier-Jouet—                  |                 |           |
| Frut.....                       | 28 00           | 30 00     |
| Reserve Dry.....                | 28 00           | 30 00     |

## GIN.

Per Case.

|                                              |        |          |
|----------------------------------------------|--------|----------|
| Pollen Zoon—                                 |        |          |
| Red, cases of 15 hottles.....                | \$9 75 |          |
| Green, " 12 ".....                           | 4 75   |          |
| Violette, " 12 ".....                        | 2 45   |          |
| P. Hoppe "Night Cap" Brand—                  |        |          |
| Red, cases of 15 hottles.....                | 10 50  |          |
| Green, " 12 ".....                           | 5 25   |          |
| Yellow, " 15 ".....                          | 10 75  |          |
| Blue, " 12 ".....                            | 5 40   |          |
| Poney, " 12 ".....                           | 2 50   |          |
| Draught—                                     |        | Per Gal. |
| Hogsheads.....                               | \$2 95 |          |
| Quarter casks.....                           | 3 00   |          |
| Octaves.....                                 | 3 05   |          |
| De Kuyper—                                   |        |          |
| Violet, 2 doz. cases.....                    | 5 30   |          |
| Green, " ".....                              | 6 00   |          |
| Red, " ".....                                | 11 50  |          |
| White, " ".....                              | 4 00   |          |
| Terms, net 30 days, 1 per cent. off 10 days. |        |          |
| In five-case lots, freight may be prepaid.   |        |          |
| Key Brand—                                   |        |          |
| Red cases.....                               | 10 25  |          |
| Green ".....                                 | 4 85   |          |
| Poney ".....                                 | 2 60   |          |

## Melcher's—

|                         |       |
|-------------------------|-------|
| Infantes (4 doz).....   | 4 75  |
| Picnic.....             | 7 75  |
| Poney.....              | 2 60  |
| Blue cases.....         | 4 75  |
| Green ".....            | 5 50  |
| Red ".....              | 10 25 |
| Honeysuckle, small..... | 7 90  |
| large.....              | 15 25 |

## BUTTER AND CHEESE.

CHEESE—The cheese market has inclined to be heavy, the transactions in Quebec cheese showing a decline of  $\frac{1}{4}$  to  $\frac{3}{8}$  c. in last week's level, goods selling at  $9\frac{1}{8}$  to  $9\frac{1}{4}$  c., the ruling price. Finest western is worth  $9\frac{7}{8}$  to 10 c.

BUTTER—While last week  $20\frac{3}{4}$  to 21 c. was obtainable for finest creamery, this week the highest bid was  $20\frac{1}{2}$  c. Western dairy has sold at 15 to  $15\frac{1}{4}$  c.

## MARKET NOTES.

Eggs are firm and advancing.

There is a scarcity of fine salt.

Foreign kippered herrings are scarce.

Currants have advanced 6d. in Greece.

Imported Patna rice is  $\frac{1}{8}$  c. per lb. higher.

Yellow sugars are 10 c. per 100 lb. lower.

Indian teas of low to medium grades are higher.

Valencia raisins on spot are being marked down.

Californian peaches are 50 c. per box higher.

Macaroni and vermicelli are  $\frac{1}{2}$  c. per lb. higher.

Valencias are lower on spot in consequence of price of new goods.

The market for gallon apples and evaporated apples is excited.

The St. Lawrence Distillery Co. have decided to discontinue business in Montreal.

## NEW BRUNSWICK MARKETS.

## OFFICE OF THE CANADIAN GROCER.

ST. JOHN, N.B., August 15, 1901.

Business during the week has been but fairly active. Prices in the main tend upward, but in a few cases, of which dry fish is one, rather lower figures rule. The weather is dry and has been so, though there are signs of a change. Berries and potatoes have been much affected. The latter are very high for the season. The fine weather has resulted in a good crop of hay, particularly on Prince Edward Island. It is, however, affecting the pastures, and also the supply of milk going to the cheese factories. So far this season, however, the cheese output has been ahead of last season.

OIL—In burning oil, the low prices continue, and a large business for future shipment is the result. There are now reports of fine oil being found in the Northwestern States. Much of that lately found in the south and and southwest is used for fuel and gas, and

so does not so much affect that of the older producing States. In paint oil, sales are light. Lubricating oils are but a limited demand. Cod oil is more freely received. Price is still quite high.

SALT—There is a good sale for Liverpool coarse salt. Prices this season have been held firm and at quite full figures. There is considerable to arrive shortly. In Canadian there is the usual summer business. Prices are unchanged. We quote as follows: Liverpool coarse, 52 to 58 c.; English factory-filled, 95 c. to \$1; Canadian fine, \$1 per bag; cheese and butter salt, bulk, \$2.40 per bbl.; 5-lb. bags, \$2.85 to \$2.90 per bbl.; 10-lb. bags, \$2.70 to \$2.75 per bbl., 20-lb. wood boxes, 22 c. each; 10-lb. wood boxes, 14 c. each; cartons, \$2 per case of 2 doz.; English bottled salt, \$1.25 to \$1.30 per doz.; mineral rock salt, 60 c. per 100 lb. (Selected lumps.)

CANNED GOODS.—There is quite a firm feeling in new vegetables. Dealers have been slow in buying, though there have been a good many orders placed, peas being bought quite freely. In fruits, this is not a large market. Prices are unchanged, except in gallon apples, which are more firmly held. In salmon the bare condition of the market has been relieved by the arrival of spring fish. Spot prices are quoted lower. Our market is using a rather cheaper grade of salmon than formerly. They are said to give general satisfaction. The pack of sardines will be large, but kippered herring will be short. Lobsters are more freely offered this season. Blueberries, it is thought, will be scarce.

GREEN FRUITS—New Brunswick apples are being freely received. The crop is a light one. While prices are rather easier, they are still high. In all fruits the supply seems light. Californian fruits are firmly held, particularly pears, which are the sellers. Watermelons are more freely offered, and are rather lower. The sale here is not large. While wild raspberries and blueberries are in short supply, quite large quantities are being shipped, chiefly to Boston.

DRIED FRUITS—Old Californian fruits have all been advanced on the Coast. The low prices having resulted in a large business, particularly in seeded raisins. It is said new raisins will open at the same price as last year. If they do it is difficult to see how they can have any large sale in Canada with Valencia and Malaga fruit quoted as at present. It looks as if Valencias would be quite low. It is expected first shipments will be made this week from Denia. Apricots and peaches, the first Californian fruits to be quoted, are quite high, particularly apricots. There is but a fair sale here. All spot goods move slowly. New peels will



come on a bare market. Dried apples are firmer and evaporated are higher and scarce. New are expected to be high.

**DAIRY PRODUCE**—In cheese, while the output has been large it has been shipped away. Local stock is light. Twins are needed and higher prices are obtained. Eggs show little change, and there is a fair sale. Butter is rather firmer. Good butter is scarce.

**SUGAR**—Prices are unchanged. The low figures continue. There is much interest in the effort of the wholesale grocers of the three Provinces to arrive at an agreement with the Canadian refineries in regard to prices. The terms of the agreement have been accepted both by the New Brunswick and Nova Scotia associations. It is said the regulations will in a few weeks go into effect. The chief features are equal prices at all points and the shutting out of foreign sugars. The latter point is one of main interest. One or two dealers object to this and remain outside. It is expected the Canadian refineries will refuse to sell them.

**MOLASSES**—Market is unchanged. The outside country has been well supplied and sales are now light. Low prices still rule.

**FISH**—There has been little change, though the tendency is to lower figures. This is most noticed in dry codfish, the price having been higher than the conditions warranted. Freer receipts have caused a drop. In fresh fish the variety is again getting limited. Shad comes to hand slowly. For pickled and smoked herring the season is early. We quote; Large and medium dry cod, \$3.75 to \$3.80; small, \$2.50 to \$2.65; haddies, 5 to 5½c.; smoked herring, 12 to 13c.; fresh haddock and cod, 2½c.; boneless fish, 4 to 5c.; pollock, \$1.60 to \$1.65 per 100 lb.; pickled herring, \$2.15 to \$2.25 per half bbl.; Canso herring, \$5 per bbl.; \$2.75 per half bbl.; Shelburne, \$4.50 per bbl.; \$2.25 per half bbl.; halibut, 10c.; shad, 10 to 22c.

**FLOUR, FEED AND MEAL**—Flour is unchanged, and there is but a fair business. It is expected firmer figures will rule. Feed is scarce, and is high. Oats are scarce. Oatmeal, while but a fair sale, is firmer in price. Beans are higher and stock light. The trade were taken by surprise. Cornmeal also surprised the trade, the advance finding light stocks. Split peas and blue peas are firm at full figures. We quote as follows: Manitoba flour, \$4.60 to \$4.70; best Ontario, \$3.70 to \$3.80; medium, \$3.60 to \$3.70; oatmeal, \$4.00 to \$4.10; cornmeal, \$2.90 to \$3; middlings, \$2.2 to \$2.3; oats, 48 to 50c.; hand-picked beans, \$1.95 to \$2; prime, \$1.85 to \$1.90; yellow eye beans, \$2.40 to \$2.60; split peas, \$4.10 to \$4.15; barley, \$3.90 to \$4; hay, \$12 to \$14.

#### ST. JOHN NOTES.

J. Hunter White called on the wholesale grocers of Moncton this week in the interests of the N. K. Fairbank Co.

New salmon, "Red Clover" brand, was received this week and was distributed to the trade by the local broker, E. T. Sturdee.

C. H. Clerke, St. Stephen, called on THE GROCER this week. While in the city Mr. Clerke bought quite freely from the local brokers, including a large purchase of foreign sugar.

A. I. Teed, of St. Stephen; F. P. Reid and J. H. Harris, of Moncton; A. Randolph, of Fredericton, and other representatives of the wholesale grocery trade of our Province, were in the city the past week attending the meeting of the Guild in the interest of the sugar regulations.

#### MANITOBA MARKETS.

Winnipeg, Man., August 12, 1901.

**T**HE week has been marked by almost perfect weather for the season. Harvesting operations have begun in all parts of the Province. In fact, the first fields of wheat were cut on the 29th of July, and the first threshing was done on the 7th of August. The crop is surprisingly well forward considering the weight of the straw and heads. The anxiety as to harvest help is materially relieved by the arrival of 7,000 harvest hands of an excellent standard of efficiency. The time at which August frost is feared has passed and the only thing that now worries the farmer is whether the railroad strike will be over in sufficient time to get the crop to the lakes.

Trade is good in all lines and the general tone of business is in very marked contrast to the corresponding period of last year, when the drouth was being followed by a wet harvest. There are few changes in prices, and the majority of these are in the shape of advances in cereals.

**FLOUR**—Trade is good and prices are unchanged: Hungarian brand, \$2; Five Roses, \$2; Glenora Patent, \$1.85; Red Patent, \$1.85; Alberta, \$1.65; Manitoba, \$1.50; Medora, \$1.45; Imperial XXX., \$1.20; XXX., \$1.15.

**CEREALS**—The market in all lines is high and firm. White beans have made the sharpest advance and are quoted at \$2.10 to \$2.15; this is a jump from \$1.90. Rolled oats are remarkably firm at \$2.25 to \$2.30 per 80-lb. sack. Cornmeal is firm at \$1.70 to \$1.75; split peas have advanced and are now \$2.50 to \$2.60. Demand in all lines is fair.

**RICE**—Is higher and is expected to further advance owing to a reported shortage of Japan. The advance in the primary markets is fully 1 cent per lb.

**CANNED GOODS**—There is every indication that all lines of newly canned vegetables will experience a sharp advance before August 15. It is evident that the syndicate are controlling peas, corn and beans. Fruits, on the contrary, seem to be offered at such prices as suit the canner, there being no agreed price. As far as this market is concerned things are no more satisfactory than they have been at any time during the past year, nor is there any indication of improvement.

**SUGAR**—The demand is excellent, but yellow sugars show a drop of 10c. since last writing. No cause is assigned for this.

**EVAPORATED AND DRIED FRUITS**—Reports are to hand that there has been a further advance of 1-1c. on apricots in California. This makes an advance of 1-1c. during the past ten days. No change has yet taken place in prices here, but an advance is expected. Reports also indicate that all the small prunes have been bought up and that prices are likely to be advanced.

**GREEN FRUITS**—The first Ontario tomatoes are to hand this week, and, as so frequently happens, the quality was anything but up to standard. Supplies of fruit have been somewhat limited on this market all week owing to the extremely hot weather to the South, but more plenti-

ful supplies are looked for in the next few days. Prices are higher than is usual at this season. Plums, Cal., \$2.25; Washington, \$2; primes, \$2.50; peaches, \$1.75; Pears, Washington, \$3; Californian Bartlett pears, \$4; apples, Washington, \$2.75; grapes, in 8-lb. baskets, 80c.; bananas, \$2.50 to \$3; oranges, \$1.75 to \$5.75; lemons, \$7.50; tomatoes, in 1-basket crates, \$2.25.

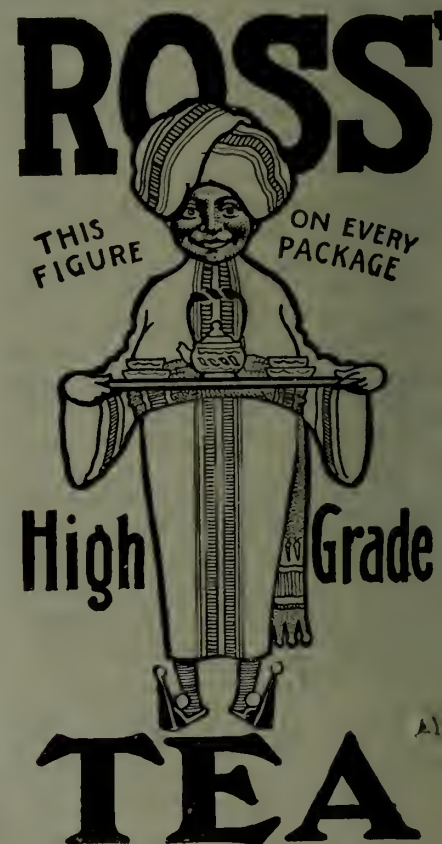
**CURED MEATS**—The market is very firm with a good demand. Sugar-cured hams, 14c.; sugar-cured bellies, 11c.; sugar-cured backs, short, 14c.; sugar-cured shoulders, 10c.; dry salt, long clear bacon, 11-1-2c.; smoked, long clear bacon, 12-1-2c.; shoulders, cut square, 9-1-2c. Lard is also firm at \$2.35 for 20-lb. pails.

**BUTTER**—Creamery butter is dull but the price still remains at 15-1-2c. to 16c. factories, and there is more movement in the western market than was noticeable last week although there will probably not be room for more than an odd car until about September 1. Shipments east are not very satisfactory. Dairy butter is dull and prices range from 8 to 11c. point of shipment. There is little or no demand and stocks are going into cold storage.

**CHEESE**—The demand is fair and prices are 7-1-1 to 7-1-2c. Winnipeg, for the best grades of cheese.

**EGGS**—Are firm and in good demand at 12 to 12-1-2c. Winnipeg.

The "Salada" Tea Co. say that last week was the largest on record for Ceylon greens.



Falsely described teas are very numerous. They all bear the name Ceylon, but it is a fact that, with the exception of Ross's High Grade, they are all more or less adulterated with China or other teas.

The packers who make the greatest claims are the greatest sinners in this respect.

We ask the grocer to investigate this matter for himself.

THE ROSS TEA CO., - - TORONTO.



# IMPERIAL

**WHITE  
WINE  
VINEGAR**



**HAS  
NO  
EQUAL.**

Sparkling in appearance---Clear as crystal---Rich in flavor---Round and mellow---Guaranteed uniform quality---Full strength.

SEE IT---TASTE IT---TEST IT.



## THE WALKERVILLE MATCH CO., LIMITED

Manufacturers of the Celebrated

Maple Leaf, Crown,  
Knight and Imperial  
Parlor Matches



The well and favorably-known

Hero and Jumbo  
Sulphur Matches

**Our Leaders** that give the dealers a big profit: { Imperial Parlor, 1,000 matches, to retail for 5 cents.  
Jumbo Sulphur, 1,000 " " " 5 "

Our goods are put up in neat and attractive packages, and are for sale by all first-class grocers

## Cleanliness and Care . . . .

are the watchwords of the Kent Canning Co., and in no product has this line been more carefully carried out than in the preparation of "Kent Baked Beans."

The choicest beans, the finest meat and pure granulated sugar make a product to be proud of.

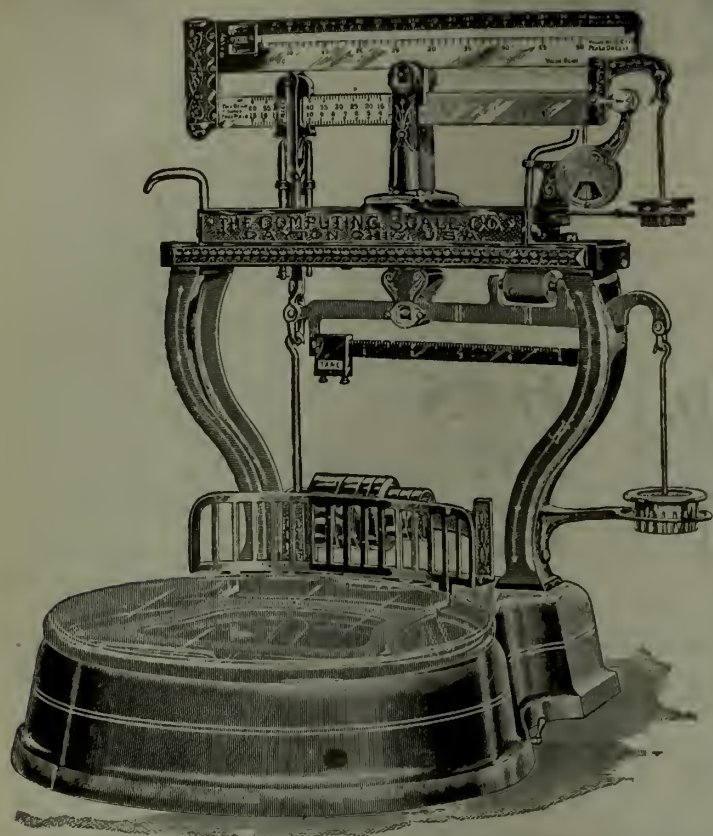
WRITE US FOR A "SAMPLE" CAN.

THE KENT CANNING CO., LIMITED

CHATHAM, ONT.



# The Usurper of the Throne



of the hearts of the merchants has been discovered in the Dominion. This usurper travels under the non de plume of S. Y. Stern, better known as **Money-Weight System**, and this great principle of full and just profits is embodied in the wonderful acme of scale perfection—"The Majestic," shown in the accompanying illustration. We claim this to be the finest scale for the merchant ever manufactured under the sun. It has no rivals. It stands alone. Send for prices or drop a card to the nearest selling agent of the Money-Weight Scale Co.

## The Computing Scale Company DAYTON, OHIO.

*Money-Weight Scale Co., No. 47 State St., Chicago, Ill.*

*J. B. Polrier, Agent, Pour Le Vente, 1662 Rue Notre Dame, Montreal, Que., Canada.*

*L. A. Davidson, Dist. Agent, No. 104 King St. West, Toronto, Ont., Canada.*

*White & Ecclestone, Dist. Selling Agents, Vancouver, B. C.*

### UNIVERSITY COMMERCIAL COURSE.

AS a result of a communication from The Canadian Manufacturers' Association, the University of Toronto has decided to introduce a commercial course, providing two years of study, leading to a diploma in commerce. If the experiment proves satisfactory a further term of one year will probably be added, leading to the reception of a degree. To enter the course the curriculum prescribes an examination equivalent to that of the junior matriculation, in the following subjects:—English, modern history and geography, mathematics, and any two modern languages. Like any other course, however, it is important to note this one can be entered without any preliminary examination. A student who successfully passes the examination at the end of the first year will be presumed to have been able to pass the entrance.

The subjects of study in the first year are: English, and two of the four modern languages, viz., French, German, Spanish and Italian; application of mathematics to commerce; elementary inorganic chemistry; elementary physics; elementary economics (of the second year-honors); drawing (optional). In the second year the subjects required are: English; any two modern languages of the second year, with exercises in commercial literature; economics (including economic geography, economic history, banking, public finance, and transportation); commercial law; geology and mineralogy of the second year; or applied chemistry; or history and principles of architecture or electricity, with laboratory work; or mechanical drawing. The course of drawing in the first year will lead naturally to those of architecture and mechanical drawing in the second year.

ally to those of architecture and mechanical drawing in the second year.

The Toronto Board of Trade has offered \$250 to be given as scholarships. This sum will likely be divided into two sums of \$200 and \$50, to be competed for by students of the second year.

Another departure of much interest to the industrial classes is the formation of a branch of The British Chemical Association by Prof. Lang, of the chemistry department of the university. The members of this association will be chiefly the chemists of the large manufacturing firms of the country. They will meet at fixed times, and papers will be read and open discussions held upon subjects of practical interest and importance to them in their business. Demonstrations and experiments also will take place, and everything will be done to render the association of great value to those interested.

### TRADE CHAT.

John Smiley has opened a new grocery store at Eilershouse, N.S.

On Saturday night the large roller flour mill at Battersea, Ont., belonging to G. S. Wakeford, was completely destroyed by fire. Nothing was saved.

Orangeville, Ont., passed a by-law last week granting a loan of \$10,000 to H. F. G. Pett, on condition that he operate a biscuit and confectionery factory in that town.

An Owen Sound, Ont., despatch says that on Monday the alteration of the largest of the C. P. R. elevators at that place, to a huge cornmeal mill was commenced. The mill will be operated by Chandler & Co., of Richford, Vermont. Corn will be brought from Chicago and other ports,

ground here in bond and shipped to the Eastern States at the rate of 2,000 barrels a day. Large cooper shops will be erected to supply the barrels.

N. Messier & Cie., grocers, St. Henri de Montreal, Que., have assigned on demand of Laporte, Martin & Co., wholesale grocers, the principal creditors being The Gunn, Langlois Co., \$234, and Laporte, Martin & Co., \$859.

The delivery horse of J. B. Ridge, grocer, 172 King William street, Hamilton, Ont., ran away on Friday last. Mr. Ridge's son was thrown out and narrowly escaped serious injury. He is up and about now, however.

The output of the Manitoba Government creameries, though reduced in the spring by bad roads, is expected to be fully as large as last year. About 750,000 lb. will probably be made. This goes principally to British Columbia, the Yukon, China and Japan.

A large part of the business section of Armstrong, B.C., was burned Saturday. The total loss will be \$90,000; insurance, \$23,000. The origin of the fire was incendiary. A half-wild man named Eagles started the blaze with the aid of coal oil. Eagles confessed his guilt, was arrested and is now in jail.

Ramsay Bros. & Co., wholesale candy and nut dealers, Hastings street, Vancouver, B. C., intend to erect a \$20,000 factory in that city for the manufacture of all kinds of biscuits, ship's bread, etc. At the present time large quantities of biscuits and crackers are imported into British Columbia from the east and during last year over 12 railroads were imported from one house alone, while one dealer in the city is said to have sold some \$20,000 worth.



# CURRENT MARKET QUOTATIONS

August 15, 1901.

This list is corrected every Thursday, and the quotations herein given are for the cities of Montreal, Toronto, St. John, N. B., and Halifax. The prices are solicited for publication, and are of such quantities and qualities as are usually ordered by retail dealers on the usual terms of credit. For Winnipeg market report and prices, see page 4.

Goods in large lots and for prompt pay are generally obtainable at lower prices. All quotations for staple products are under the direct control of the Editors, who call daily upon all the leading houses in the principal centres.

## BUTTER, CHEESE AND EGGS

|                                 | Montreal. | Toronto. | St. John, Halifax. |
|---------------------------------|-----------|----------|--------------------|
| Dairy, choice, large rolls, lb. | \$0 14    | \$0 14   | \$0 14             |
| " " pound blocks.....           | 16        | 17       | 18                 |
| " " tubs, best.....             | 16        | 17       | 17                 |
| " " tubs, sec. grade.....       | 15        | 16       | 12                 |
| Creamery, boxes.....            | 20        | 20       | 20                 |
| " prints.....                   | 21        | 21       | 22                 |
| Cheese, new, per lb.....        | 10        | 10       | 10                 |
| Eggs, new laid, per doz.....    | 13        | 12       | 12                 |

## CANNED GOODS

|                                 |      |       |      |      |      |
|---------------------------------|------|-------|------|------|------|
| Apples, 8's.....                | 0 90 | 0 75  | 0 85 | 1 00 | 1 10 |
| " gallons.....                  | 1 80 | 2 00  | 2 25 | 2 15 | 2 25 |
| Asparagus.....                  | 2 20 | 2 25  | 2 00 | 2 40 |      |
| Beets.....                      | 1 00 | 1 00  | 95   | 1 10 |      |
| Blackberries, 2's.....          | 1 30 | 1 40  | 1 70 | 1 50 | 1 80 |
| Blueberries, 2's.....           | 80   | 85    | 75   | 85   | 95   |
| Beans, 2's.....                 | 80   | 90    | 75   | 80   | 90   |
| Corn, 2's.....                  | 75   | 80    | 75   | 80   | 85   |
| Cherries, red, pitted, 2's..... | 1 90 | 2 20  | 2 10 | 2 25 | 2 30 |
| " white.....                    | 2 00 | 2 15  | 2 00 | 2 25 | 2 40 |
| Peas, 2's.....                  | 75   | 80    | 75   | 80   | 85   |
| " " extra sifted.....           | 90   | 1 00  | 1 00 | 1 10 | 1 15 |
| " " extra sifted.....           | 1 00 | 1 10  | 1 25 | 1 30 | 1 25 |
| Pears, Bartlett, 2's.....       | 1 50 | 1 60  | 1 50 | 1 75 | 1 80 |
| " " 3's.....                    | 1 90 | 2 00  | 2 00 | 2 25 | 2 50 |
| Pineapple, 2's.....             | 2 00 | 2 40  | 2 25 | 2 50 | 2 25 |
| " 3's.....                      | 2 40 | 2 60  | 2 50 | 2 60 | 2 60 |
| Peaches, 2's.....               | 1 60 | 1 80  | 1 75 | 1 90 | 1 85 |
| " 3's.....                      | 2 25 | 2 60  | 2 50 | 2 75 | 2 85 |
| Plums, green gages, 2's.....    | 1 30 | 1 35  | 1 10 | 1 25 | 1 30 |
| " Lombard.....                  | 1 20 | 1 25  | 1 00 | 1 10 | 1 30 |
| " Damson, blue.....             | 1 00 | 1 25  | 1 00 | 1 10 | 1 30 |
| Pumpkins, 8's.....              | 85   | 80    | 85   | 1 00 | 1 25 |
| " gallon.....                   | 2 10 | 2 25  | 2 10 | 2 25 | 2 10 |
| Raspberries, 2's.....           | 1 40 | 1 50  | 1 60 | 1 80 | 1 70 |
| Strawberries, 2's.....          | 1 50 | 1 75  | 1 50 | 1 75 | 1 80 |
| Succotash, 2's.....             | 1 00 | 1 25  | 1 15 | 1 10 | 1 15 |
| Tomatoes, 3's.....              | 80   | 85    | 80   | 85   | 90   |
| Lobster, tails.....             | 2 75 | 3 20  | 3 25 | 3 00 | 3 25 |
| " 1-lb. flats.....              | 3 00 | 3 75  | 3 50 | 3 70 | 1 25 |
| " 1-lb. flats.....              | 1 75 | 1 85  | 1 75 | 1 80 | 1 75 |
| Mackerel.....                   | 1 00 | 1 10  | 1 15 | 1 25 | 1 35 |
| Salmon, sockeye, Fraser.....    | 1 50 | 1 85  | 1 75 | 1 85 | 1 50 |
| " Northern.....                 | 1 60 | 1 65  | 1 65 | 1 50 | 1 60 |
| " Horseshoe.....                | 1 10 | 1 25  | 1 25 | 1 25 | 1 50 |
| Sardines, Albert, 1/2's.....    | 12   | 12    | 12   | 13   | 15   |
| " " 2's.....                    | 20   | 21    | 21   | 21   | 21   |
| " Sportsman, 1/2's.....         | 11   | 12    | 12   | 12   | 12   |
| " " 2's.....                    | 19   | 20    | 21   | 20   | 21   |
| " key opener, 1/2's.....        | 9    | 11    | 10   | 11   | 16   |
| " " 2's.....                    | 18   | 18    | 23   | 10   | 11   |
| " P. & C., 1/2's.....           | 20   | 22    | 23   | 23   | 25   |
| " " 2's.....                    | 27   | 30    | 33   | 33   | 36   |
| " Domestic, 1/2's.....          | 4    | 4     | 4    | 4    | 4    |
| " " 2's.....                    | 7    | 8     | 9    | 11   |      |
| Mustard, 1/2 size, cases.....   | 7 50 | 11 00 | 8 50 | 9 00 | 8 00 |
| 50 tins, per 100.....           | 1 00 | 1 00  | 1 15 | 1 00 | 1 10 |
| Haddies.....                    | 1 00 | 1 85  | 1 00 | 1 75 | 1 00 |
| Kipperd Herrings.....           | 1 00 | 1 55  | 1 00 | 1 70 | 2 00 |
| Herring in Tomato Sauce.....    |      |       |      |      |      |

## CANDIED PEELS

|                    |    |    |    |    |    |
|--------------------|----|----|----|----|----|
| Lemon, per lb..... | 10 | 11 | 12 | 12 | 13 |
| Orange, ".....     | 11 | 12 | 13 | 12 | 13 |
| Citron, ".....     | 15 | 15 | 17 | 15 | 17 |

## GREEN FRUITS

|                                 |      |      |      |      |      |
|---------------------------------|------|------|------|------|------|
| Oranges, Rhodi.....             |      |      |      | 4 00 | 5 00 |
| " Cal. late Valencia.....       | 4 00 | 6 00 | 6 50 |      |      |
| Lemons, Messina, per box.....   | 3 75 | 4 25 | 5 00 | 7 00 | 5 50 |
| Bananas, Firsts, per bunch..... | 1 75 | 2 25 | 1 75 | 2 25 | 1 50 |
| Apples, per bbl.....            |      |      | 3 25 | 4 00 | 4 50 |
| Cocanuts, per 100.....          | 3 25 | 3 25 | 3 75 | 3 00 | 3 25 |
| Cal. Peaches.....               | 1 70 | 1 25 | 1 50 | 1 75 | 1 50 |
| " Plums.....                    | 1 75 | 2 50 | 2 00 | 2 25 | 2 00 |
| " Pears.....                    | 2 75 | 3 10 | 3 25 | 3 75 | 3 50 |
| Laxtonberries.....              | 8    | 10   | 0 08 | 0 09 |      |
| Black Currants.....             |      |      | 1 00 |      |      |
| Watermelons, each.....          |      |      | 15   | 30   |      |

## SUGAR

|                                       |      |  |      |      |      |
|---------------------------------------|------|--|------|------|------|
| Granulated St. Lawrence and Red.....  | 4 50 |  | 4 68 | 4 70 | 4 75 |
| Granulated, Acadia.....               | 4 45 |  | 4 63 |      | 4 60 |
| Paris Lump, bbls and 100-lb. bxs..... | 5 00 |  | 5 18 |      | 0 06 |
| " in 50-lb. boxes.....                | 5 10 |  | 5 28 |      |      |
| Extra Ground Cane bbls.....           | 5 00 |  | 5 45 |      |      |
| Powdered, bbls.....                   | 4 65 |  | 5 20 | 5 55 | 5 80 |
| Phonix.....                           | 4 35 |  | 4 53 |      |      |
| Cream.....                            | 4 40 |  | 4 48 |      |      |
| Extra bright coffee.....              | 4 25 |  | 4 43 |      |      |
| Bright coffee.....                    | 4 15 |  | 4 33 | 3 75 | 4 00 |
| Bright yellow.....                    | 4 05 |  | 4 23 |      | 3 50 |
| No. 3 yellow.....                     | 3 95 |  | 4 13 | 8 80 | 8 92 |
| No. 2 yellow.....                     | 3 90 |  | 4 08 |      |      |
| No. 1 yellow.....                     | 8 75 |  | 3 93 |      |      |

## HARDWARE PAINTS AND OILS

|                                     |      |  |      |  |      |
|-------------------------------------|------|--|------|--|------|
| Wire nails, base.....               | 2 85 |  | 2 85 |  | 3 20 |
| Cut nails, base.....                | 2 35 |  | 2 35 |  | 2 85 |
| Barbed wire, per 100-lb.....        | 3 05 |  | 3 05 |  | 3 50 |
| Oiled and Annealed Wire, No. 9..... | 2 80 |  | 2 80 |  |      |
| White lead, Pure.....               | 6 25 |  | 6 37 |  | 6 80 |
| Linseed oil, 1 to 4 bbls., raw..... | 83   |  | 81   |  | 84   |
| " " bottled.....                    | 86   |  | 84   |  | 87   |
| Turpentine, single bbls.....        | 55   |  | 55   |  | 57   |

## SYRUPS AND MOLASSES

|                                 |       |    |       |    |    |
|---------------------------------|-------|----|-------|----|----|
| Syrups.....                     | 1 75  |    |       |    |    |
| Dark.....                       | 2 1/2 | 30 | 32    |    |    |
| Medium.....                     | 2 1/2 | 35 | 37    |    |    |
| Bright.....                     | 3     |    | 3     |    | 36 |
| Corn Syrup, barrel, per lb..... | 3     |    | 3     |    | 38 |
| " " 1/2 bbls. ".....            | 3 1/2 |    | 3 1/2 |    |    |
| " " kegs ".....                 | 3 1/2 |    | 3 1/2 |    |    |
| " " 3 gal. pails, each.....     | 1 40  |    | 1 40  |    |    |
| " " 2 gal. ".....               | 1 05  |    | 1 05  |    |    |
| Honey.....                      | 90    |    | 1 00  |    |    |
| 25-lb. pails.....               | 1 20  |    | 1 40  |    |    |
| 38-lb. pails.....               |       |    |       |    |    |
| Molasses.....                   | 22    | 30 | 23    | 60 |    |
| New Orleans.....                |       |    |       |    | 29 |
| Barbadoes.....                  |       |    |       |    | 36 |
| Porto Rico.....                 |       |    | 38    | 42 | 24 |
| Antigua.....                    |       |    |       |    | 28 |
| St. Croix.....                  |       |    |       |    | 34 |

## CANNED MEATS

|                                  |       |       |      |       |       |       |
|----------------------------------|-------|-------|------|-------|-------|-------|
| Comp. corn beef, 1-lb. cans..... | 1 50  | 1 85  | 1 60 | 1 65  | 1 60  | 1 70  |
| " " 2-lb. cans.....              | 2 75  | 3 30  | 2 85 | 3 00  | 2 80  | 2 90  |
| " " 6-lb. cans.....              | 8 50  | 11 00 |      | 8 25  | 8 75  | 9 25  |
| " " 14-lb. cans.....             | 20 00 | 24 50 |      | 19 50 | 20 00 | 21 00 |
| Minced callops, 2-lb. can.....   |       | 2 75  |      | 2 60  | 2 50  | 2 80  |
| Lunch tongue, 1-lb. can.....     | 3 00  | 3 90  |      | 3 00  | 3 00  | 3 25  |
| " 2-lb. can.....                 | 6 00  | 7 90  |      | 7 00  | 5 80  | 6 00  |
| English brawn, 2-lb. can.....    | 2 40  | 2 75  |      | 2 45  | 2 75  | 2 80  |
| Camp sausage, 1-lb. can.....     |       |       |      | 2 50  | 2 50  |       |
| " 2-lb. can.....                 |       |       |      | 4 00  | 4 00  |       |
| Soups, assorted, 1-lb. can.....  | 1 15  | 1 50  |      | 1 50  | 1 40  |       |
| " 2-lb. can.....                 | 2 40  | 2 45  |      | 2 20  | 2 25  |       |
| Soups and Boull, 2-lb. can.....  | 1 75  | 2 50  |      | 1 80  | 1 75  |       |
| " 6-lb. can.....                 | 3 50  | 5 85  |      | 4 50  | 4 25  | 4 50  |
| Sliced smoked beef, 1/2's.....   | 1 65  | 1 70  | 1 65 | 1 70  |       | 2 00  |
| " " 1's.....                     | 2 75  | 3 10  | 2 80 | 2 95  |       | 8 25  |

## FRUITS

|                                 |      |      |      |      |      |      |
|---------------------------------|------|------|------|------|------|------|
| Foreign.....                    |      |      |      |      |      |      |
| Currents, Provincials, bbl..... |      |      |      |      | 12   | 12½  |
| " " ½-bbls.....                 |      |      |      |      |      |      |
| " " Filiatras, bbls.....        | 10   |      |      |      |      |      |
| " " ½-bbls .....                | 10   |      |      |      |      |      |
| " " cases.....                  | 10   |      |      | 10   |      |      |
| " " ½-cases.....                | 10½  |      |      | 10   | 12½  | 12   |
| " " Patras, bbls.....           |      |      |      |      |      |      |
| " " ½-bbls.....                 | 11   | 11   | 11½  |      |      |      |
| " " cases.....                  | 11   | 11   | 11½  |      |      |      |
| " " ½-cases.....                | 11   | 11   | 11½  |      |      |      |
| Vostizzas, cases.....           | 14   | 15   | 12   | 14   |      |      |
| Dates, Halloweens.....          | 3½   | 4    | 4    | 4½   | 3½   | 4    |
| " Salts.....                    | 3    | 3½   | 4    |      |      |      |
| Figs, 10-lb. boxes.....         | 70   | 90   | 9½   | 12   | 10   | 12   |
| " Mats, per lb.....             | 8½   | 3½   |      | 8½   |      |      |
| " 7 cr., 28-lb. boxes.....      |      |      |      | 16   |      |      |
| " 1-lb. glove boxes.....        |      |      |      | 12   |      |      |
| Prunes, California, 30's.....   | 8    | 8    | 8½   | 10   | 12   |      |
| " " 40's.....                   | 7½   | 7½   | 8    | 8½   | 9    |      |
| " " 50's.....                   | 7½   | 7    | 7½   | 8½   | 9    |      |
| " " 60's.....                   | 7    | 6    | 7    | 7½   | 8    |      |
| " " 70's.....                   | 6½   | 6    | 6½   | 7½   | 8½   |      |
| " " 80's.....                   | 6    | 5½   | 6    | 6½   | 7½   |      |
| " " 90's.....                   | 5½   | 5    | 5½   | 6½   | 7½   |      |
| " " 100's.....                  | 5    | 4½   | 5    | 5½   | 6½   |      |
| " " Bosnia, A's.....            |      |      |      | 9    |      |      |
| " " B's.....                    |      |      | 7½   | 8    |      |      |
| " " U's.....                    | 5    | 6½   |      | 8    |      |      |
| " " French, 50's.....           |      |      | 6½   | 6½   |      |      |
| " " 110's.....                  | 3½   | 4½   | 3½   | 4    |      |      |
| Raisins, Fine off stalk.....    | 5    | 5½   |      | 5½   | 8    | 8½   |
| " " Selected.....               | 5½   | 6    | 6    | 6½   | 9    | 10   |
| " " Selected layers.....        | 6    | 6½   |      | 7½   | 10   | 12   |
| " " Sultanas.....               | 8    | 10   | 9    | 12   | 10   | 12   |
| " " California, 2-crown.....    | 5    | 5½   |      |      | 9    | 9½   |
| " " " 3-crown.....              |      | 6    |      | 7½   | 8½   | 9    |
| " " " 4-crown.....              |      | 6½   |      | 8½   | 9    | 9½   |
| " " seeded, 3-cr.....           | 9½   | 10   | 10   | 11   | 10   | 10½  |
| " " Malaga, Lon. layers.....    | 1 50 |      |      | 2 00 | 2 25 | 2 40 |
| " " Black baskets.....          |      |      |      | 2 25 | 2 50 | 2 75 |
| " " Blue baskets.....           |      |      |      |      | 2 80 | 3 00 |
| " " Dehesa clnsters.....        |      |      | 3 00 | 4 00 | 3 25 | 3 50 |
| " " Choice clnsters.....        | 2 75 | 3 00 |      | 3 00 |      |      |



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TORONTO.

## Reforms in Railway Travel.

A World reporter met a prominent business man yesterday who spends a great deal of his time between Toronto and Montreal. Said he:

"A revolution has been effected as between Toronto and Montreal by the Grand Trunk Railway in connection with the fast express, the International Limited, both ways, between the two cities."

"How is that?" inquired The World.

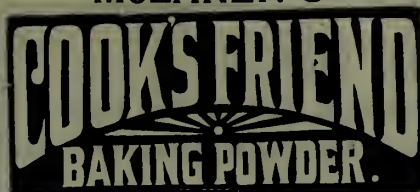
"In this way, that there are now lots of business men who spend a day, or a portion of it, in one city and the next day, or a portion of it, in the other, and who spend only one night on the train. For instance, I am in Montreal, say, this Monday night, and take the 10.30 train for Toronto, arriving here at 7.15 a.m. I go to a hotel and have breakfast by 8, and from 8 to 11.15 a.m. I have a business conference with two or three men in Toronto. I have especially come to see, and then take the International Limited at 11.30 and pull into Bonaventure Station, Montreal, at 7 o'clock sharp that evening. I can sleep in Montreal that night in my own home, if I have my home there, or I can return to Toronto and be here next morning. Or, going the other way, I can leave Toronto at night and be in Montreal in the morning, have some time for business and be back in Toronto at 4.15 in the afternoon, although this latter train is not so good for the purpose as the other one. What the whole thing goes to show is that a man can now do business in Montreal or Toronto with a day and a night trip instead of a one day and two nights trip. The new way is cheaper, it saves time and it gives a man an extra night in his own bed."

Continuing, the same gentleman said: "It is a remarkable fact that railways like the Grand Trunk can now run from 50 to 60 miles an hour without trouble. Fast trains early in the morning or late at night will knock a large amount of night travel between cities separated by three or four hundred miles into a cocked hat, and people will make the trip in five or six hours, either early in the morning or late at night, or one journey at night and one by day, and in that way save at least one sleeping-car fare. For instance, journeys between New York and Chicago will, for some time at least, still involve a night on the train, and so will between Toronto and Halifax, but more and more there is a large class of travellers who want to go from Toronto to Montreal, Montreal to New York, or Toronto to New York, or Toronto to Chicago without taking a sleeper, and the new class of 50-mile an hour trains will enable them to do this. The Grand Trunk's International Limited is the first of this class of train to appear in Canada, and it has met with splendid recognition from the travelling public."—Toronto World.

| COFFEE                            |        | Montreal. | Toronto. | St. John,<br>Halifax. |
|-----------------------------------|--------|-----------|----------|-----------------------|
| Green—                            |        |           |          |                       |
| Mocha.....                        | 24     | 28        | 25       | 30                    |
| Old Government Java.....          | 27     | 30        | 25       | 30                    |
| Rio.....                          | 10     | 7 1/2     | 12       | 13                    |
| Santos.....                       | 9 1/2  | 10 1/2    |          |                       |
| Plantation Ceylon.....            | 29     | 28        | 29       | 31                    |
| Porto Rico.....                   |        | 22        | 24       | 23                    |
| Gautemala.....                    |        | 22        | 24       | 26                    |
| Jamaica.....                      | 13     | 15        | 18       | 22                    |
| Maracabo.....                     | 13     | 13        | 13       | 15                    |
| NUTS                              |        |           |          |                       |
| Brazil.....                       |        | 15        | 16       | 8 1/2                 |
| Valencia shelled almonds.....     | 31     | 32        | 35       | 25                    |
| Tarragona almonds.....            | 11 1/2 | 12 1/2    | 13       | 15                    |
| Formegetta almonds.....           |        |           | 14 1/2   |                       |
| Jordan shelled almonds.....       |        | 40        | 43       |                       |
| Peanuts (roasted).....            | 7 1/2  | 8         | 10       | 9                     |
| " (green).....                    | 8 1/2  | 7         | 9        | 10                    |
| Cocoanuts, per sack.....          | 3 00   |           | 3 75     | 4 00                  |
| Grenoble walnuts.....             | 9 1/2  | 10        | 12 1/2   | 9                     |
| Marbot walnuts.....               |        | 9 1/2     | 11 1/2   | 9                     |
| Bordeaux walnuts.....             | 7      | 8         | 9        | 10                    |
| Sicily filberts.....              | 9      | 10        | 11 1/2   | 9                     |
| Naples filberts.....              |        | 10        | 11       | 11                    |
| Pecans.....                       | 10     | 12        | 15       | 12                    |
| Shelled Walnuts.....              | 19     | 20        | 25       |                       |
| SODA                              |        |           |          |                       |
| Bi-carb, standard, 112-lb. keg    | 1 65   | 1 30      | 2 00     | 1 70                  |
| Sal soda, per bbl.....            | 70     | 75        | 80       | 85                    |
| Sal Soda, per keg.....            | 95     | 1 00      | 1 00     | 95                    |
| Granulated Sal Soda, per lb.....  |        |           | 1        |                       |
| SPICES                            |        |           |          |                       |
| Pepper, black, ground, in kegs    |        |           |          |                       |
| pails, boxes.....                 | 16     | 13        | 13       | 14                    |
| " in 5-lb. cans.....              | 14     | 17        | 19       | 15                    |
| " whole.....                      | 15     | 17        | 19       | 12                    |
| Pepper, white, ground, in kegs    |        |           |          |                       |
| pails, boxes.....                 | 28     | 27        | 26       | 24                    |
| " 5-lb. cans.....                 | 25     | 28        | 25       | 20                    |
| " whole.....                      | 23     | 25        | 23       | 20                    |
| Ginger, Jamaica.....              | 19     | 25        | 22       | 25                    |
| Cloves, whole.....                | 12     | 30        | 14       | 35                    |
| Pure mixed spice.....             | 25     | 30        | 25       | 30                    |
| Cassia.....                       | 13     | 18        | 20       | 18                    |
| Cream tartar, French.....         | 25     | 24        | 25       | 20                    |
| " best.....                       | 23     | 25        | 30       | 25                    |
| Allspice.....                     | 10     | 15        | 13       | 16                    |
| WOODENWARE                        |        |           |          |                       |
| Pails, No. 1, 2-hoop.....         | 1 90   |           | 1 60     | 1 90                  |
| " 3-hoop.....                     | 2 05   |           | 1 75     | 2 05                  |
| " half, and covers.....           | 1 75   |           | 1 70     | 1 75                  |
| " quarter, jam and covers         | 1 45   |           | 1 20     | 1 45                  |
| " candy, and covers.....          | 2 70   | 3 20      | 1 75     | 3 20                  |
| Tubs No. 0.....                   | 11 00  |           | 8 50     | 11 00                 |
| " 1.....                          | 9 00   |           | 7 00     | 9 00                  |
| " 2.....                          | 8 00   |           | 6 25     | 8 00                  |
| " 3.....                          | 7 00   |           | 5 35     | 7 00                  |
| PETROLEUM                         |        | Montreal. | Toronto. | St. John,<br>Halifax. |
| Canadian water white.....         | 14 1/2 | 15 1/2    | 17 1/2   | 18                    |
| Sarnia water white.....           | 18     |           | 18 1/2   | 18                    |
| Sarnia prime white.....           | 18     |           | 15 1/2   | 15 1/2                |
| American water white.....         | 19     |           | 17 1/2   | 17 1/2                |
| Pratt's Astral (barrels extra)    | 18 1/2 | 19        | 17 1/2   | 18                    |
| Black— TEAS                       |        |           |          |                       |
| Congou—Half-chests Kalsow,        |        |           |          |                       |
| Mouling, Peking.....              | 13     | 60        | 12       | 80                    |
| Caddies Peking, Kalsow.....       | 17     | 40        | 18       | 50                    |
| Indian—Darjeelings.....           | 35     | 55        | 35       | 55                    |
| Assam Pekoes.....                 | 20     | 40        | 20       | 40                    |
| Pekoe Sonchong.....               | 13     | 25        | 18       | 25                    |
| Ceylon—Broken Pekoes.....         | 35     | 42        | 35       | 42                    |
| Pekoes.....                       | 20     | 30        | 20       | 30                    |
| Pekoe Souchong.....               | 17 1/2 | 40        | 17       | 35                    |
| China Greens—                     |        |           |          |                       |
| Gunpowder—Cases, extra first      | 42     | 50        | 42       | 50                    |
| Half-chests, ordinary firsts      | 22     | 28        | 22       | 28                    |
| Young Hyson—Cases, sifted         |        |           |          |                       |
| extra firsts.....                 | 42     | 50        | 42       | 50                    |
| Cases, small leaf, firsts.....    | 35     | 40        | 35       | 40                    |
| Half-chests, ordinary firsts      | 22     | 33        | 22       | 33                    |
| Half-chests, seconds.....         | 17     | 19        | 17       | 19                    |
| " thirds.....                     | 15     | 17        | 15       | 17                    |
| " common.....                     | 13     | 14        | 13       | 14                    |
| Pingsueys—                        |        |           |          |                       |
| Young Hyson, 1/2-chests, firsts   | 23     | 32        | 33       | 32                    |
| " " seconds.....                  | 18     | 19        | 18       | 19                    |
| " Half-boxes, firsts ..           | 23     | 32        | 23       | 32                    |
| " " seconds.....                  | 18     | 19        | 18       | 19                    |
| Japans—                           |        |           |          |                       |
| 1/2-chests, finest May pickings   | 33     | 40        | 33       | 40                    |
| Choice.....                       | 32     | 36        | 33       | 37                    |
| Finest.....                       | 28     | 30        | 30       | 32                    |
| Fine.....                         | 25     | 27        | 27       | 30                    |
| Good medium.....                  | 22     | 24        | 25       | 28                    |
| Medium.....                       | 19     | 20        | 21       | 23                    |
| Good common.....                  | 16     | 18        | 18       | 20                    |
| Common.....                       | 13     | 15        | 16       | 17                    |
| Nagasaki, 1/2-chests, Pekoe..     | 16     | 22        |          |                       |
| " " Oolong.....                   | 14     | 15        |          |                       |
| " " Gunpowder.....                | 16     | 19        |          |                       |
| " " Siftings.....                 | 7 1/2  | 11        |          |                       |
| RICE, MACARONI,<br>SAGO, TAPIOCA. |        |           |          |                       |
| Rice—Standard B.....              | 3 00   | 3 10      |          | 3 35                  |
| Patna, per lb.....                | 4 25   | 4 50      | 4 1/2    | 5                     |
| Japan.....                        | 4 40   | 4 90      | 5 1/2    | 6                     |
| Imperial Seeda.....               | 4 60   | 4 90      | 4 3/4    | 5 1/2                 |
| Extra Burma.....                  |        |           | 4 1/2    | 5                     |
| Java, extra.....                  |        | 5 1/2     | 6        | 7                     |
| Macaroni, dom'ic, per lb., bulk   | 5      | 8         |          | 7 1/2                 |
| " Imp'd, 1-lb. pkg., French..     | 8      | 12        | 9        | 10                    |
| " " " Italian.....                | 3 1/2  | 10        | 11       | 12 1/2                |
| Sago.....                         | 3 1/2  | 4         | 4 1/4    | 4 1/2                 |
| Tapioca.....                      | 3 1/2  | 4         | 4 1/4    | 4 1/2                 |



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When you are in the market for an oil tank it will pay you to look around you and to observe the "Earmarks" which each bears. If the tank is simply a round uncased galvanized iron can, that is an "Earmark." It is unprotected and liable to be SMASHED and INJURED by the first oil barrel rolled against it, and these things will happen. If it pumps but a small quantity at a stroke, that is an "Earmark." That indicates that it is SLOW. If you must stand a five-gallon can upon the floor outside the tank and use a connecting pipe to run the oil into it, that is an "Earmark." It is not cleanly and the oil is likely to overflow and run on the floor.

If the cabinet is big and clumsy, that is an "Earmark" that indicates that it takes up more floor space than is necessary, which is useless. There are a great many "Earmarks" which serve as unerring guides so that he who runs may read.

A word to the wise man is sufficient.



## THE PROVISION TRADE.

The Markets—The Argentine Frozen-Meat Trade—Miscellaneous Notes.

### THE ARGENTINE FROZEN MEAT TRADE.

THE exports from the Argentine Republic, both of live stock and frozen animals, are very large. For 1899 these two items represented 62.5 per cent. of the total exports of the country. Early in 1900 the outbreak of the "foot-and-mouth disease" closed English and other European ports to live stock from the River Plate regions (Argentine Republic and Uruguay), which caused a great reduction in the exports of live animals. This had the effect, however, of increasing the exports of frozen beef. For the past three years the exports of frozen meats from the Argentine Republic have been as follows:

| ar.       | Mutton.<br>Pounds. | Beef.<br>Quarters. |
|-----------|--------------------|--------------------|
| 1898..... | 123,300,000        | 65,000             |
| 1899..... | 124,300,000        | 113,000            |
| 1900..... | 118,600,000        | 261,000            |

The greater part of these exports were to British markets, as can be seen from the following table of weights and valuations for the years named, according to the official statistics of the United Kingdom:

| Year.     | Mutton.<br>Pounds. | Value.     | Beef.<br>Pounds. | Value.   |
|-----------|--------------------|------------|------------------|----------|
| 1898..... | 110,620,000        | £1,357,926 | 10,828,800       | £149,341 |
| 1899..... | 114,120,000        | 1,490,076  | 15,036,300       | 200,531  |
| 1900..... | 111,480,000        | 1,689,078  | 41,226,200       | 667,298  |

The figures represent the following valuations in decimal currency:

| Year.     | Mutton.     | Beef.      | Total.       |
|-----------|-------------|------------|--------------|
| 1898..... | \$6,608,347 | \$ 729,201 | \$ 7,437,548 |
| 1899..... | 7,251,555   | 975,884    | 8,227,439    |
| 1900..... | 8,176,100   | 3,247,406  | 11,423,506   |

There are, according to the Monthly Bulletin of the Bureau of the American Republics, three firms engaged in the frozen meat industry in the Argentine Republic, of which the River Plate Fresh Meat Co. controls the greater part of the trade. This company owns immense works near Buenos Ayres, on the Parana River. During the past three years there were shipped from these works 2,389,982 frozen wethers and 106,472 quarters of beef. In 1898 the shipments were 852,692 frozen wethers; in 1899, 790,758 frozen wethers and 28,338 quarters of beef; in 1900, 746,532 frozen wethers and 78,134 quarters of beef. The capital of the company is £350,000 (\$1,703,275). In 1896 its profits were £51,540; in 1897 its loss was £7,435; in 1898 the profits were £33,683; in 1899, £49,320, and in 1900, £44,865.

### CANADA'S PRODUCTS IN BRITAIN.

Prof. Robertson, Dairy Commissioner, who recently returned from Great Britain, addressed the members of the Montreal Butter and Cheese Association on Monday,

giving a review of his experiences in connection with the butter and cheese and also the egg trade. Mr. Robertson stated that Canada's trade in food products with Great Britain was increasing very fast. Wheat and flour had in the last ten years increased 16 times, butter 15 times, cheese had been doubled and bacon more than 20 times. As regarded the cheese, he found everywhere that more attention was paid to the body than to the flavor, and the flavor objected to was what was known as heated flavor. The cheese that sold best were those cured at a low temperature. Cheese cured in a high temperature had done Canada a great deal of damage.

With regard to transportation, he found in some shipments that while the main body had firmness and solidity, it had begun to ooze at the edge of the boxes. This was largely due to the heat experienced on the railway cars, and he could always point out the through shipments compared with those which had been in cold storage in Montreal. Then there was always a generated heat to be contended against, and which made the cheese rancid at the top. In this connection he stated that not only was a perfect and complete ventilation required, but a forced circulation of air in every part of the ship where apples, eggs, butter or cheese were carried. All the steamship lines, with one exception, were putting in electric fans with this object in view, as a result of representations made by the Department. The cost of these was about £1,000 per steamer, and the Government had offered to pay one-half the cost.

Prof. Robertson also urged the necessity of better boxes and the proper stenciling of the weight. Speaking of butter, he urged that it should be shipped in exactly 56-lb. packages. But here, while the cold storage system was in successful operation, he had to find fault with the receiving agents on the other side. Butter had been left 28 hours, and even 52 hours, on the wharf, while agents went around with samples to intending purchasers, the result being that it had melted to the depth of three-quarters of an inch.

### THE PROVISION MARKETS.

TORONTO.

There has been an improvement in the demand for dressed meats, but prices are unchanged throughout. We quote as follows: Dressed hogs, \$9.25 to

\$9.50 per cwt.; mutton, \$6 to \$7 per cwt.; yearling lambs, \$7.50 to \$8.50 per cwt.; spring lambs, 10 to 11c. per lb.; beef carcasses, \$7.50 per cwt. for best and \$6 to \$7 for mediums; hind quarters, 8½ to 9½c. for best; fore quarters, 4½ to 5½c. for best; calves, \$7 to \$8 for best and \$6 to \$7 for mediums.

There is an excellent trade doing in pork products, and, as stocks were much smaller than was the case last year, the market is decidedly stiff. We quote: Long clear bacon, 11½c. Smoked meats—Breakfast bacon, 14 to 14½c.; rolls, 12c.; small hams, 13½ to 14c.; medium hams, 13½ to 14c.; large hams, 12½ to 13c.; shoulder hams, 11½c.; backs, 15c. Barrel pork—Canadian heavy mess, \$20; Canadian short cut, \$21; lard, tierces, 10¾c.; tubs, 11c.; pails, 11¼c.

### MONTREAL.

A fair trade has been done in smoked meats, but mess pork is quiet. The market is firm throughout. We quote as follows: Heavy Canadian short cut mess pork, \$20.50 to \$21.50; selected heavy short cut mess pork, boneless, \$21.50 to \$22.50; family short cut back pork, \$20.50 to \$21.50; heavy short cut clear pork, \$20 to \$21.50; hams, 13c.; bacon, 14c.; lard, pure Canadian, \$2.30 per pail; refined lard compound (Fairbank's), \$1.92 for 1 to 24 pails; \$1.90 for 25 to 49 pails; \$1.88 for 50 pails and over; Snow White and Globe compound, \$1.65 per pail; Cottolene, 9½c. per lb. in tierces, and 10½c. in 26 lb. pails, and 10¼c. in 50-lb. boxes, for Quebec.

### ST. JOHN, N.B.

Pork is scarce and high. There is a limited sale. Beef is quiet. While prices are firmer they are not high. Lard is firm at the higher figures. There is a fair stock.

## EGGS, BUTTER, CHEESE, ETC.

CONSIGNMENTS SOLICITED.

Write us when you have Eggs and Butter to offer. Cases supplied.

The J. A. McLean Produce Co., Limited,  
77 Colborne St., TORONTO.

## SMOKED MEATS PURE LARD

Our "MAPLE LEAF" brand is unexcelled

We are large dealers in EGGS and BUTTER. WRITE US.

D. GUNN, BROTHERS & CO.

Pork Packers and Commission Merchants  
76-8-80 Front St. E. - - TORONTO.





To hold the Best Trade  
you must sell the Best  
Goods.

REGISTERED  
*Bow Park*  
BRAND

## Sweet Pickles

Always Lead.

Your wholesaler will give you quotations, or write direct.

**Shuttleworth & Harris,**  
BRANTFORD, CANADA.

The demand for

REGISTERED  
*Bow Park*  
BRAND  
**HAMS**

is growing every day, and we  
think it will pay you to handle  
them.

Your customers will enjoy  
them and you will be pleased to  
sell them, as they are the best in  
any line of goods.

**The Brantford Packing Co.**  
LIMITED  
BRANTFORD, ONT.

# LARD

Owing to the scarcity of hogs we  
have not been able to fill all orders for  
pure lard.

We would remind the trade that we  
are also refiners of **LARD COMPOUND**  
and can supply a brand of this article  
equal to any in the market ; at prices  
very much lower than pure lard.

WRITE FOR QUOTATIONS.

**F. W. FEARMAN CO.**

Limited

Pork Packers, Lard Refiners,  
Butter and Cheese Dealers,

Hamilton, Ont.

**THE CANADIAN PACKING CO.**  
LONDON, ONT.



GUARANTEED CHOICE AND PURE.

**GOLD MEDAL, PARIS 1900.**

Please order goods through your wholesale house.

**AN INTERESTING EGG CASE.**

An important decision was given at Osgoode Hall by Justice Ferguson of the High Court of Justice in the case of Saunders v. the Ontario Bank the other day. The action was to recover \$315 damages upon a warranty of 4 500 doz. eggs sold by defendants to plaintiffs at Ottawa for 13c. per doz. The alleged warranty was that the eggs were in good condition and of good quality and equal to sample. It was shown that while the sale, which was made by defendant's agent, O'Reilly, was a "sale by sample" the eggs in the sample box were good eggs, and not frozen at all, but at the time the sample was exhibited a large proportion of the bulk was frozen eggs. The result was that plaintiffs, who paid \$585 for the eggs, had to sell them for what they would bring, which was \$270, leaving a direct loss of \$315. The principal is answerable for every such wrong of the agent as is committed in the course of the agency or service, and for the benefit of the principal, though no express command or privity of the principal is proved, and in this respect no sensible distinction can be drawn between the case of fraud and the case of any other wrong. O'Reilly was acting in the interest and for the benefit of the defendants. The defendants are liable to the plaintiffs for the loss they have sustained by reason of the eggs being frozen, which, on the evidence, is \$315. Damages for loss of profits on a resale of the goods are too remote. Interest cannot be allowed, because the damages were unascertained and unliquidated.

Judgment was given in favor of plaintiffs for \$315, with costs on the High Court scale.

**A RIPLEY FIRM SELLS OUT.**

Marquis Bros., general merchants, Ripley, Ont., have sold out to D. N. McDonald, formerly in business at Belmore. Marquis Bros. have been in business in Ripley about six years. C. E. Marquis, who has been the sole partner for the past four years, is enjoying a well earned holiday at Pickering, his old home.

"I have always found THE CANADIAN GROCER helpful to me," said Mr. Marquis, when passing through Toronto, "and not only to me, but to my clerks as well."

**REDUCING WEIGHT.**

"Gazzam has been going without his breakfast for a month to reduce his flesh," said Twynn.

"With what effect?" asked Tripplett.

"He is losing two pounds a week and is very much tickled over it."

"Well, if he keeps on at that rate, he'll be tickled to death."—Detroit Free Press.

**Are you thinking about MEATS?**

If you are looking for a

**LIVE LINE OF SELLERS**

buy **CLARK'S.**

**60 Varieties 60**

Once used and your customers will ask for OUR

**LARD**

not twice or three times, but **ALL THE TIME**

**Our Process of Rendering**

Demands absolute cleanliness and purity.

An Absolutely Pure Lard is the result.

**Every Grocer Should Have It**

FROM 3-LB. TINS UP.

**The Farmers' Co-Operative Packing Co.**  
of BRANTFORD, Limited.

**Our Brands Give Satisfaction.**

**SUGAR-CURED HAMs,  
BONELESS BREAKFAST BACON,  
ROLL BACON, PURE LARD.**

**Hot Weather Specials**

READY FOR LUNCHEON:

**BOILED PORK HAMs,  
LUNCH BEEF,  
BOLOGNA SAUSAGE,**

**BOILED BEEF HAMs,  
HAM, CHICKEN and TONGUE  
SAUSAGE.**

**The Park, Blackwell Co., Limited**  
Packers and Exporters. **TORONTO, CANADA.**

London Agents: Messrs. Miller Bros.  
16 Tooley St.

Liverpool Agents: Messrs. W. P. Sinclair & Co.  
12 North John St.



# LARD



Orders can be filled by any of the leading jobbers in Canada or direct.

No hog lard is as pure and wholesome as Fairbank's "Boar's Head" Standard Refined Lard Compound. This brand is the oldest on the market, commanding the preference of consumers everywhere.

Fairbank's "Boar's Head" Standard Refined Lard Compound commands a better price than hog lard at times when hog lard is cheap; at present our "Boar's Head" Brand is sold at 1½c. to 2c. per lb. less than hog lard.

Fairbank's "Boar's Head" Standard Refined Lard Compound is composed chiefly of vegetable oil, and on account of its purity and wholesome quality is preferred to hog lard by those who have tried it. It will go further in cooking than any hog lard.

Write for quotations on Fairbank's "Boar's Head" Standard Refined Lard Compound. It will give satisfaction to your trade and increase your profits. We guarantee the quality.

Fairbank's "Boar's Head" Standard Refined Lard Compound is packed in the following sizes:

|             |   |          |            |   |         |
|-------------|---|----------|------------|---|---------|
| Tierces     | - | 400 lbs. | Pails, tin | - | 10 lbs. |
| Boxes       | - | 50 lbs.  | " "        | - | 5 lbs.  |
| Pails, wood | - | 20 lbs.  | " "        | - | 3 lbs.  |
| " tin       | - | 20 lbs.  |            |   |         |

## THE N. K. FAIRBANK COMPANY

Wellington and Ann Sts., MONTREAL, QUE.

### CLOTHES PINS...

Selected and full count, in packages of 4 doz.—6 doz.—12 each to a case.

This makes a very attractive shelf display line. Also in cases of 5 gross, large and small sizes. Ask for quotations.

**BOECKH BROS. & COMPANY,**  
TORONTO.

Manufactured by  
**WM. CANE & SONS MFG. CO.,**  
Limited,  
NEWMARKET.



Almost Sold

—What with our advertising, our free cook books, our show cards, and the handsome appearance of our packages, you can know that there is no better seller than

**Dwight's Cow Brand Soda**

Don't let your stock run too low!

**JOHN DWIGHT & CO.,**

34 Yonge St., TORONTO.

Agencies in all leading centres.

### GRIMBLE'S English Malt VINEGAR

Six GOLD Medals

**GRIMBLE & CO., Limited, London, N.W., Eng.**



Aluminum Coins and Due Bills.

Made in Colored Card and Board. Once used never discarded. Also made in Aluminum or Brass for Bakers and Milkmen.

Boon for Merchants,  
The Cranston Trade Due Bill.

Our Due Bill System simplifies trade, makes the produce business a source of pleasure, profit and a means of advertising that is most valuable. Farmers like the Due Bill Coin almost as much as cash. They make new customers for the merchants. Made in 1c., 5c., 10c., 25c., 50c. and \$1.00 sizes. Send for price in Aluminum or Brass (assorted sizes) or different colored Card Board.



Mention this Paper.

**J. K. CRANSTON, Galt, Ont.**

### WHEN

are you going to give your customers what they want?

### VICTORINE

The Clothes Washer injures no clothes but thoroughly cleanses. You can get it anywhere. Write for sample.

**VICTORINE** (Incorporated)  
MONTREAL.



## MORE FUN FOR TORONTO GROCERS.

THE chief topic of interest at the regular meeting of the Toronto Retail Grocers' Association on Monday evening was the report of the excursion committee. There was a good attendance at the meeting, which was presided over by the president, Benj. Panter.

The excursion committee reported that, while the excursion had not been as well patronized as in previous years, owing to the fact that it was by train, there would be a balance of about \$200 when all expenses had been met. They also stated that, owing to the relay race and two other contests not having been run off, there were prizes to the value of about \$40 left over. They had, in consequence, decided to have another afternoon's sport on Wednesday, September 11, at Exhibition Park, when the following programme of sports will be given:

Half-mile relay race, eight men a side—East End grocers vs. West End grocers.

Half-mile race for grocers' horses, trotting or pacing; best two heats in three; sulkies barred—horse to be owned at least 30 days and driven by grocer.

Half-mile running race for grocers' horses; best two heats in three—horse to be owned at least 30 days by grocer and ridden by himself, his son or his clerk.

Baseball match—Teams to be decided later.

Quoit tournament—Open to grocers and travellers.

A warm discussion ensued as to whether these events should be made open to all grocers in the city or restricted to members of the association. It was ultimately decided that as the fee for membership in the association is so small, and as the association is working for the good of the trade of the city generally, it would be best to restrict entries to members and to allow grocers outside the association who wished to enter the events to join the association in the meantime.

President Panter, Vice-president Sykes and J. G. Gibson were appointed a committee to look after securing officials for the horse races.

D. J. Kelly and Jerry Burns were appointed to look after the East End relay team, while J. Nolan and F. Thorne will organize the team from the West End.

The baseball game will be under the direction of D. W. Clark, J. W. Sanderson and D. J. Kelly.

As it is desired to have a large attendance present, no admission will be charged, though, as one of the members expressed it, "Why, it looks as if there would be more fun there than we had at Oshawa!"

The secretary reported that a challenge had been received from the Wholesale Fruit

Dealers for a game of baseball at the picnic of the Toronto Retail Fruit Merchants' Association on Wednesday, and that it had been accepted by the baseball committee.

A report was made by Secretary McKinnon of the action of the council at its last session before the summer vacation, when it decided not to give the final reading to the trading-stamp by-law and to the amendment to the early-closing by-law, but had given both these by-laws a first reading. It was considered advisable to take no further action, except to use influence with individual members of council—at least until after the September meeting.

## INQUIRIES AND ANSWERS.

A Portage la Prairie subscriber writes:

Please let me know where I can sell ashes by the carload.

[Remarks: Henry Dobell & Co., 21 St. Sacrament street, Montreal. Perhaps our readers can give us the names of others who may be purchasers of carlots.]

## QUALITY OF ASSAM TEA.

McMeekin & Co., in their latest tea report say:

"It is reported from Calcutta that the quality of tea being made, especially in Assam, is very satisfactory and some excellent Darjeelings are now in transit to London. The quantity exported to the end of July is 5,500,000 lb. below the total at same date of last year, so it is evident that either by natural causes or by artificial means the output is being restricted. The moderate increase in deliveries during June

and July is a satisfactory feature, as showing that the extremely low level of prices is having its customary effect in increasing the consumption both at home and abroad, although part of the increase has been at the expense of Ceylon tea."

## CATALOGUES, BOOKLETS, ETC.

AN INTERESTING BOOKLET.

The industrial department of the Lackawanna Railroad, in charge of William B. Hunter, and having its headquarters at 26 Exchange Place, New York City, has just issued a 300-page booklet under the caption, "Industrial Opportunities." This work treats of every town on the line, showing its population, its distance from New York and from Buffalo, its railroad facilities, its leading industries, its leading shipments, its rate of taxation, cost of labor, rent of houses, how lighted, whether it has water-works, principal power, approximate cost of steam coal, approximate value of lands, and describing vacant lands or factories as available for manufacturing purposes. In the introduction the aim of the Lackawanna Railroad is set forth as follows:

1st. To give assistance to manufacturers in the selection of the most favorable sites for their industrial enterprises.

2nd. To help cities, towns and villages along the line to expand and broaden through the location of new industries.

Advantages of this line in the mining regions of New Jersey and Pennsylvania and the agricultural districts in the State of New York are fully set forth. Copies of the book will be forwarded on application to the Industrial Department, 28 Exchange Place, New York.

POPULARITY

is the proof of merit, and no brand has ever achieved popularity so quickly as

EMPIRE

SMOKING TOBACCO

In 5 10 and 15c. Plugs.

EMPIRE costs you only 39 cents, and pays a good profit.

EMPIRE is well advertised.

EMPIRE is selling well in almost every store from Halifax to Dawson City.

EMPIRE is A BIG PLUG FOR LITTLE MONEY

Made by

THE EMPIRE TOBACCO CO., LIMITED  
MONTREAL, QUE.



# GILLARD'S PICKLE

IS SOLD BY ALL WHOLESALE GROCERS IN CANADA.

Manufactured from the choicest vegetables and finest English pickling vinegar, it stands to-day THE FINEST PICKLE IN THE WORLD. 12 Gold Medals have been awarded for superior excellence.

## GILLARD'S PICKLE—Cases of 2 Dozen.

5-Case Lots and over - - \$3.20 Per Dozen.  
Less Quantity, - - - 3.30 "

## GILLARD'S SAUCE is a good sauce, none better for gravies, soups, etc.

5-Dozen Lots and over - - \$1.40 Per Dozen.  
Less Quantity - - - 1.50 "

GILLARD & CO., Limited, "The Vintry Works," Walthamstow, London, Eng.



## LICORICE...

We manufacture everything in the Licorice line carried by the Grocery, Drug and Confectionery trades. We might mention—Y. & S. Stick Licorice, plain and corrugated; Acme Licorice Pellets; Y. & S. Licorice Lozenges, in cans or glass jars; A B C Blocks; Purity & Dulce Brand one cent sticks; Bundled Licorice Root; Small Cigars, 300 to box, etc. In PLIABLE LICORICE, Triple Tunnel Tubes, Mint Puff-Straps, Navy Plugs and Golf-Sticks 100 to box; Blow Pipes 200 and 300 to box; Manhattan Wafers, 2½ lb. boxes; Curved Stem Pipes, 200 to box. Write for illustrated catalogue.

YOUNG & SMYLLIE

Established 1845.

BROOKLYN, N.Y.

## POTATOES and OATS IN CAR LOTS.

If open to buy or sell, wire

R. W. HANNAH

Board of Trade, - - - TORONTO

## THE "GLENER"

KINGSTON, JAMAICA, B.W.I.

The Newspaper with the Largest Circulation in Jamaica and the West Indies.

Canadian manufacturers, merchants, etc., desiring to do business with this country and introduce their goods in this market, should put an advertisement in "THE GLENER."

Write for scale of charges, etc., to

THE GLENER CO.,  
Limited

"Gleaner" Office, . . . KINGSTON, JA.

## BASKETS

We make them in all shapes and sizes. We have

*Grain and Root Baskets,  
Satchel Lunch Baskets  
Clothes Baskets,  
Butcher Baskets,*

In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

THE . . .

Oakville Basket Co.

Oakville, Ont.

## ROCK SALT FOR HORSES and CATTLE.



TORONTO SALT WORKS, Toronto, Ont.

## "Chief Keokuk"

Pickles and Condiments.

## "Montrose"

Tomatoes, Peas and Vegetables.

SOLD ON THEIR MERITS.

KEOKUK PICKLE CO.

KEOKUK, IOWA, U.S.A.

## COWAN'S

Hygienic and

Perfection.

## COCOA

Queen's Dessert, Royal Navy  
and Perfection - - -

## CHOCOLATE

COWAN'S ICINGS FOR CAKE.





# Edwardsburg Silver Gloss Starch.

Your idea may be that all starch is starch and that your customers won't detect even a slight difference in quality. You may think that because there is a cent or two extra profit on "Mushroom" brands (that come and go), you can retain the confidence of your trade—it doesn't pay to trifle with the confidence that a customer has in you and your goods.

Edwardsburg Silver Gloss Starch is as staple as flour. In the name there is the fame of nearly half a century. In the making there is the skill of long experience combined with honesty of purpose and unequalled manufacturing facilities. Edwardsburg Silver Gloss Starch represents the highest type of perfection there is or can be in starch. Kegs of 100-lbs.—handsome enamelled horse-shoe tins holding 6-lbs.—handsome 1-lb. packages that give a touch of life and color and "go" to a grocer's shelves.

## Edwardsburg Starch Co'y, Limited Established 1858.

164 St. James Street,  
Montreal.

Works,  
Cardinal, Ont.

53 Front Street East,  
Toronto.

# DUNN'S PURE MUSTARDS

GIVE UNBOUNDED SATISFACTION.

The reason is—They are profitable to dealers and satisfying to consumers.

### EXTRACTS.

| HENRI JONAS & Co. Per gross.                |        |
|---------------------------------------------|--------|
| 1 oz. London Extracts .....                 | \$6 00 |
| 1 oz. " " (no corkscrews) .....             | 5 50   |
| 2 oz. " " .....                             | 9 00   |
| 1 oz. Spruce essence .....                  | 6 00   |
| 2 oz. " " .....                             | 9 00   |
| 2 oz. Anchor extracts .....                 | 12 00  |
| 4 oz. " " .....                             | 21 00  |
| 8 oz. " " .....                             | 36 00  |
| 1 lb. " " .....                             | 70 00  |
| 1 oz. Flat " " .....                        | 9 00   |
| 2 oz. Flat, Anchor extracts .....           | 18 00  |
| 2 oz. Square " " .....                      | 21 00  |
| 4 oz. " " (corked) .....                    | 36 00  |
| 8 oz. " " .....                             | 72 00  |
| Per doz.                                    |        |
| 4 oz. " glass stop extracts .....           | 3 50   |
| 8 oz. " " .....                             | 7 00   |
| 2 1/2 oz. Round quintessence extracts ..... | 2 00   |
| 4 oz. Jockey decanters .....                | 3 50   |

### FOOD.

|                                             |          |
|---------------------------------------------|----------|
| Robinson's Patent Barley 1/2 lb. tins ..... | per doz. |
| " " " 1 lb. tins .....                      | 1 25     |
| " " " 2 lb. tins .....                      | 2 25     |
| " " " 4 lb. tins .....                      | 1 25     |
| " " " 8 lb. tins .....                      | 2 25     |

### GILLET'S POWDERED LYE.

|                  |        |
|------------------|--------|
| d. in case ..... | \$3 60 |
|------------------|--------|

### JAMS AND JELLIES

| SOUTHWELL'S GOODS. per doz. |      |
|-----------------------------|------|
| Frank Magor & Co., Agents.  |      |
| Orange Marmalade .....      | 1 50 |
| Clear Jelly Marmalade ..... | 1 50 |
| Strawberry W. F. Jam .....  | 2 00 |
| Raspberry " " .....         | 2 00 |
| Apricot " " .....           | 1 75 |
| Black Currant " " .....     | 1 85 |
| Other Jams, W. F. .....     | 1 55 |
| Red Currant Jelly .....     | 2 75 |

### Jams—

### T. UPTON & CO.

|                                                 |          |
|-------------------------------------------------|----------|
| 1-lb. glass jars 2 doz. in case, per doz .....  | \$1 00   |
| 5-lb. tin pails, 8 pails in crate, per lb ..... | 0 06 1/4 |
| 7-lb. wood pails, 6 " " .....                   | 0 06 1/4 |
| 14-lb. wood pails, per lb .....                 | 0 06 1/4 |
| 30-lb. " " .....                                | 0 06 1/4 |

### Jellies—

|                                 |          |
|---------------------------------|----------|
| 1-lb. glass jars, per doz ..... | \$1 00   |
| 7-lb. wood pails, per lb .....  | 0 06 1/4 |
| 14-lb. " " .....                | 0 06 1/4 |
| 30-lb. " " .....                | 0 06 1/4 |

### KNIFE POLISH.

|                                                                             |  |
|-----------------------------------------------------------------------------|--|
| Nixey's "Cervus" 6d. and 1s. tins .....                                     |  |
| For price list and sliding scale apply W. G. Nixey 12 Soho Sq. London, Eng. |  |

### LICORICE.

### YOUNG & SMYLYE'S LIST.

|                                                          |        |
|----------------------------------------------------------|--------|
| 5-lb. boxes, wood or paper, per lb .....                 | \$0 40 |
| Fancy boxes (36 or 50 sticks) per box .....              | 1 25   |
| "Ringed" 5 lb. boxes, per lb .....                       | 0 40   |
| "Acme" Pellets, 5 lb. cans, per can .....                | 2 00   |
| "Acme" Pellets, fancy boxes (40) per box .....           | 1 50   |
| Tar, Licorice and Tolu Wafers, 5 lb. cans, per can ..... | 2 00   |
| Licorice Lozenges, 5 lb. glass jars .....                | 1 75   |
| " " 20 5 lb. cans .....                                  | 1 50   |
| "Purity" Licorice 10 sticks .....                        | 1 45   |
| " " 100 sticks .....                                     | 0 73   |
| D slice, large cent sticks, 100 in box .....             |        |

### MUSTARD.

### COOLMAN'S OR KEENS.

|                                       |        |
|---------------------------------------|--------|
| D. S. F., 1/2 lb. tins, per doz ..... | \$1 40 |
| " " 1 lb. tins, " .....               | 2 50   |
| " " 1 lb. tins, " .....               | 5 00   |

|                                    |      |
|------------------------------------|------|
| Durham, 4 lb. jars, per jar .....  | 0 75 |
| 1 lb. " .....                      | 0 25 |
| F. D., 1/4 lb. tins, per doz ..... | 0 85 |
| " 1/2 lb. tins .....               | 1 45 |

### BAYLE'S PREPARED MUSTARDS

Robert Greig & Co., Toronto, Agents.

|                        |                         |
|------------------------|-------------------------|
| Horseradish .....      | per doz., \$1 75 \$2 50 |
| English Sandwich ..... | 1 75 2 50               |

### JONAS' FRENCH MUSTARDS

### HENRI JONAS & Co. Per gross,

|                        |        |
|------------------------|--------|
| Pony size .....        | \$7 50 |
| Imperial, medium ..... | 9 00   |
| Imperial, large .....  | 12 00  |
| Tumblers .....         | 12 00  |
| Mugs .....             | 13 20  |
| Pint jars .....        | 18 00  |
| Quart jars .....       | 24 00  |

### MATCHES.

|                                         |        |
|-----------------------------------------|--------|
| Eddy's Telegraph, single cases .....    | \$1 00 |
| five cases .....                        | 3 80   |
| Telephone, single cases .....           | 3 90   |
| five cases .....                        | 3 70   |
| Eagle Parlors, 5 gls. cases, 200s ..... | 1 70   |
| five cases, 200s .....                  | 1 60   |
| " " 5 gls. cases, 100s .....            | 1 90   |
| five cases, 100s .....                  | 1 80   |
| Victoria Parlors, single cases .....    | 3 00   |
| five cases .....                        | 2 90   |

### MINCE MEAT.

|                                           |         |
|-------------------------------------------|---------|
| Wetthey's Condensed, per gross, net ..... | \$12 00 |
| " per case of doz., net .....             | 3 00    |

### ORANGE MARMALADE.

### TUFTON & CO.

|                                        |        |
|----------------------------------------|--------|
| 1-lb. glass 2 doz. case, per doz. .... | \$1 00 |
| 7-lb. pails and 5 and 7 lb. tins ..... | 0 07   |

### PICKLES.

### STEPHENS'.

|                                        |      |
|----------------------------------------|------|
| A. P. Tippet & Co., Agents.            |      |
| Patent stoppers (pints), per doz. .... | 2 30 |
| Corked (pints), " " .....              | 1 90 |

### BAYLE'S.

Robert Greig & Co., Toronto, Agents.

|                                            |                  |
|--------------------------------------------|------------------|
| Pandora, per doz .....                     | 1/2 Pint. Pints. |
| Sliced Sweet .....                         | \$2 15 \$3 60    |
| Hot Stuff .....                            | 1 75 2 85        |
| Tobasco Sauce, 2-oz. bottle, per doz. .... | \$4 25           |
| Tobasco Pods in vinegar, 1/2 pt. ....      | 3 25             |

### SODA.—COW BRAND



|                                                                  |  |
|------------------------------------------------------------------|--|
| Case of 1 lbs. (containing 60 pkgs.) per box, \$3.00             |  |
| Case of 1/2 lbs. (containing 120 pkgs.) per box, \$3.00          |  |
| Case of 1 lb. and 1/2 lbs. (containing 30 pkgs.) per box, \$3.00 |  |

packages per box, \$3.00.

Case of 50 pkgs (containing 96 pkgs) per box \$3.00.

### SOAP

Maypole Soap, per gross, net .....

per grs., \$10.20.

Maypole Soap, black, per grs., \$15.30.

Oricle Soap, per gross, \$10.20.

A. P. Tippet & Co., Agents.

Maypole Soap, per gross, net .....

per grs., \$10.20.

Maypole Soap, black, per grs., \$15.30.

Oricle Soap, per gross, \$10.20.

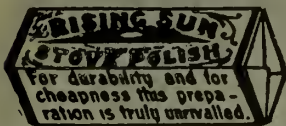
Gloriola Soap, per gross .....

Straw Hat Polish, per gross .....

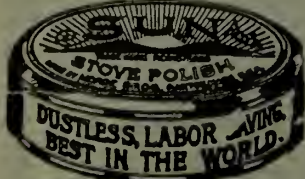
**RECKITT'S Blue and Black Lead** { **ALWAYS GIVE YOUR CUSTOMERS SATISFACTION**



## STOVE POLISH.



Rising Sun 8-oz. cakes, 1/2 gross boxes \$8 50  
 Rising Sun 3-oz. cakes, gross boxes 4 50  
 Sun Paste, 10c. size, 1/2 gross boxes 10 00  
 Sun Paste, 5c. size, 1/2 gross boxes 5 00



No 4-3 dozen in case, per gross 4 80  
 " 6-3 dozen in case " 8 40

## STARCH

EDWARDSBURG STARCH CO., LTD.  
 Laundry Starches— per lb.  
 No. 1 White or Blue, 4-lb. cartons 0 05 3/4  
 No. 1 " 3-lb. " 0 05 3/4  
 Canada Laundry " 0 04 3/4  
 Silver Gloss, 6-lb. draw-lid boxes 0 07 1/2  
 Silver Gloss, 6-lb. tin canisters... 0 07 1/2  
 Edwards' Silver Gloss, 1-lb. pkg. 0 07 1/2  
 Kegs Silver Gloss, large crystal 0 06 1/2  
 Benson's Satin, 1-lb. cartons... 0 08  
 No. 1 White, bbls. and kegs... 0 05  
 Benson's Enamel, per box... 3 00

Culinary Starch—  
 Benson & Co.'s Prep. Corn... 0 06 1/2  
 Canada Pure Corn... 0 05  
 Rice Starch—  
 Edwardsburg No. 1 white, 1-lb. cart 0 09 1/2  
 Edwardsburg No. 1 White or Blue, 4-lb. lumps... 0 08  
 KINGSFORD & OSWEGO STARCH



SILVER { 40-lb. boxes, 1-lb. pkgs. 0 02 1/2  
 GLOSS { 6-lb. boxes, sliding cover 0 18  
 PURE—40-lb. boxes 1-lb. pack... 0 07  
 " 48-lb. " 16 3-lb. boxes 0 07  
 For puddings, onstards, etc.

OSWEGO { 40-lb. boxes, 1-lb. packages... 0 07 1/2  
 CORN STARCH...  
 ONTARIO { 38-lb. to 45-lb. boxes, STARCH { 6 bundles... 0 08  
 STARCH IN { Silver Gloss... 0 17 1/2  
 BARRELS { Pure... 0 06 1/2

## BEE STARCH.

Cases, 64 pkgs. 48's... \$5.00  
 1/2 Cases, 32 pkgs. 24's... 2.50  
 Packages 10c. each.

BRANTFORD STARCH WORKS, LIMITED.  
 Ontario and Quebec.

## Laundry Starches—

Canada Laundry, boxes of 40 lbs. \$0 04 1/2  
 Acme Gloss Starch—  
 1-lb. cartons, boxes of 40 lbs. 0 05 1/2  
 Finest Quality White Laundry—  
 3-lb. Canisters, cases of 48 lbs. 0 05 3/4  
 4-lb. " 0 05 3/4  
 Barrels, 175 lbs. 0 05  
 Kegs, 100 lbs. 0 05  
 Lily White Gloss—  
 1-lb. fancy cartons, cases 30 lbs. 0 07 1/2  
 6-lb. toy trunks, 8 in case 0 07 1/2  
 6-lb. enameled tin canisters, 8 in case 0 07 1/2  
 Kegs, ex. large crystals, 100 lbs. 0 06 1/2  
 Brantford Gloss—  
 1-lb. fancy boxes, cases 36 lbs. 0 08

Canadian Electric Starch—  
 Boxes of 40 fancy pkgs. per case 3 00  
 Celluloid Starch—  
 Boxes of 45 cartons, per case 3 50  
 Culinary Starches—  
 Challenge Prepared Corn—  
 1-lb. packages, boxes 40 lbs. 0 05  
 No. 1 Brantford Prepared Corn—  
 1-lb. packages, boxes 40 lbs. 0 06 1/2  
 Crystal Maize Corn—  
 1-lb. packages, boxes 40 lbs. 0 06 1/2



## TEAS.

SALADA CEYLON.  
 Wholesale. Retail

Brown Label, 1's... 0 20 0 25  
 " " 1/2's... 0 21 0 26  
 Green Label, 1's and 1/2's... 0 22 0 30  
 Blue Label, 1's, 1/2's, 3/4's and 5/8's... 0 30 0 40  
 Red Label, 1's and 1/2's... 0 36 0 50  
 Gold Label 1/2's... 0 44 0 60



Ceylon Tea, in 1 and 1/2 lb. lead packages, black or mixed.

Back Label, 1-lb., retail at 25c... 0 19  
 " " 1/2-lb. " " 0 20  
 Blue Label, retail at 30c... 0 22  
 Green Label " 40c... 0 28  
 Red Label " 50c... 0 35  
 Orange Label, retail at 80c... 0 42  
 Gold Label, " 80c... 0 55

## CROWN BRAND

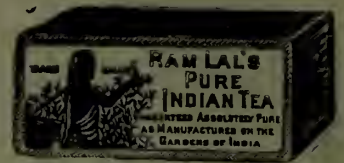
Wholesale Retail

Red Label, 1-lb. and 1/2's... 0 35 0 50  
 Blue Label, 1-lb. and 1/2's... 0 28 0 40  
 Green Label, 1-lb. " 0 19 0 25  
 Green Label, 1/2's " 0 20 0 25  
 Japan, 1's... 0 19 0 25

## "SNELLINGS PATENT"



English Breakfast Hopped Tea, 29c., retail, 40c.  
 A. Waddell & Co. agents, Toronto.  
 Samples on application.



Cases each 60 1-lb. .... 0 85  
 " " 60 1/2-lb. .... 0 35  
 " " 30 1-lb. .... 0 35  
 " " 120 1/2-lb. .... 0 85



LUDELLA CEYLON, 1's AND 1/2's PKGS.

Blue Label, '... 0 18 1/2 0 25  
 Blue Label, 1/2's... 0 19 0 25  
 Orange Label, 1's and 1/2's... 0 21 0 30  
 Brown Label, 1's and 1/2's... 0 28 0 40  
 Brown Label, 1/2's... 0 30 0 40  
 Green Label, 1's and 1/2's... 0 35 0 50  
 Red Label, 1/2's... 0 40 0 60

## TOBACCO.

THE EMPIRE TOBACCO CO., LIMITED

Smoking—Empire, 3 1/2's, 5's and 10's... 0 39  
 Royal Oak, 2 x 3, Solace, 8's... 0 52  
 Something Good, 7's... 0 48  
 Chewing—Robs, 5's and 10's... 0 36  
 Currency, 13 1/2 oz. bars, spaced 9's... 0 39  
 Currency, 6's and 10's... 0 39  
 Old Fox, Narrow 10's... 0 40  
 Snowhite, 10 1/2 oz. bars, spaced 8's... 0 44  
 Snowhite, pound bars, spaced 6's... 0 44  
 Snowhite, 2 x 4, 6's... 0 44  
 Pay roll, 6's... 0 44

## WOODENWARE

BOROKH BROS. & COMPANY.

Washboards Leader Globe... 1 55  
 " Improved Globe... 1 65  
 " Standard Globe... 1 80  
 " Solid Back Globe... 1 90  
 " Jubilee (perforated)... 2 10  
 " Crown... 1 45

F.o.b. Toronto.

Matches, Kodak, per case (20's) 9 boxes to packages, 40 packages to case... 3 30

## YEAST.

Royal yeast, 3 doz. 5c.-pkgs. in case.. 1 00

Mediterranean Fruits  
 Granulated and Raw Sugars  
 Molasses and Syrups, Glucose, Etc.

Excelsior Macaroni  
 White Castile Soap

C. A. CHOUILLOU & CIE.

14 Place Royale (Customs House Sq.) MONTREAL.

COX'S GELATINE Always Trustworthy  
 ESTABLISHED 1725.

Agents for Canada:

C. E. COLSON & SON, Montreal.  
 D. MASSON & CO., Montreal.  
 ARTHUR P. TIPPET & CO.,  
 Toronto, St. John, N.B., and Montreal

We are always glad

to receive orders for the insertion of advertisements. But will those who send us "Condensed" or "Want" advertisements please bear in mind that they can only be inserted when cash or stamps accompany the order. The rate is 2c. per word each insertion, numbers and contractions counting as words.

MACLEAN PUB. Co., Limited

Montreal. Toronto.

# Soap

"IMPERIAL" and  
 "SNOW"

Twin Cakes.

NOW IN STORE.

Perkins, Ince & Co., - Toronto.

## SUMMER FRUITS

Do you handle the following lines?

California Peaches, Pears, Plums,  
 Bananas, Oranges, Lemons,  
 Nuts, Etc

We handle all lines pertaining to our business.

Price List Mailed Every Week for the Asking.

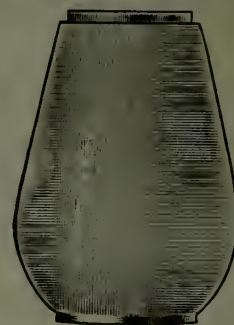
WHITE & CO.,

64 Front St. East, - TORONTO.

P.S.—We have to offer 1,000 tubs of finest June Butter. Write for prices.

CANADIAN ADVERTISING is best done by THE  
 E. DESBARATS ADVERTISING AGENCY  
 MONTREAL

ARE YOU USING OUR



Cold Blast  
 or Jubilee  
 Globes

Aetna or  
 Quaker Flint  
 Chimneys?

Give them a Trial.

THE SYDENHAM GLASS CO.,  
 of WALLACEBURG, Limited

## SLEE, SLEE & CO.,

Limited

Tower Bridge Brewery,  
 LONDON, ENG.

FOR English Mart  
 Vinegars.

Ontario Agents

John W. Bickle & Greening.  
 HAMILTON AND TORONTO.

From whom Samples and Prices can be obtained.



# The Auer Gas Lamp

Money-Back Style.

Makes its own Gas.

OUR No. 8 is the best all around lamp on the market for either the store or home.

IT IS FITTED with an up and down adjuster so that the burner can be lowered two feet. You can hang it on a hook or screw it up—we supply a hook and a screw plate with it.

IT GIVES a light of a 100 candle power and is a fine lamp to show goods with.

THE COST of running it is less than an oil lamp and there is no smell or smoke from it.

AUER LIGHT CO., 1682 Notre Dame St., MONTREAL.

No. 8



YOUR MONEY REFUNDED IF YOU ARE NOT PERFECTLY SATISFIED.

WRITE FOR OUR CATALOG.

# MOLASSES

.....P.Q., May 9th, 1901

THE DOMINION MOLASSES CO.,  
Halifax, N.S.

Dear Sirs,—I beg to advise receipt of the car Molasses, which came to-hand in good order and condition, and, as a proof I am satisfied with the quality, now offer same figures for two cars same grade.

This is an extract from a letter received a few days ago referring to a carload of Barbadoes shipped to one of the largest cities in the Province of Quebec.

We have some more of this grade to offer, and the price is low.

The Dominion Molasses Co.,  
Limited

MOLASSES  
AND SYRUPS.

HALIFAX, N.S.



ASK FOR

# MOTT'S

## Refrigerators

BUY

## EUREKA

it is the best.

WHY?

1st. Because it is built on scientific principles, having insulated walls it is easy on ice.

2nd. Because the system of circulation of air is perfect.

3rd. Because it is well built.

Further information can be obtained in catalogue which is free.

Address,

Eureka Refrigerator Co.

54 Noble St., Toronto



This cut represents No. 13.

# WE STOCK

NO. 197

# SYRUP PUMP

AND MEASURE.

Highly commended by those who KNOW. (Ask for circular).

WALTER WOODS & CO.  
HAMILTON.

# Shredded Whole Wheat Biscuit

For sale by all  
Wholesale Grocers.

## J. HEWITT, Agent

61 Front St. E., TORONTO.

# BUSINESS NEWS

of any kind that is of value to business men supplied by our Bureau. We can give you market quotations from any town in Canada, reports from the city markets, stock quotations, etc. You can get commercial news from any Canadian paper through us.

Write us, giving us particulars of what you want and where you want it from, and we will quote you prices by return.

"Clippings from any Canadian paper on any subject."

## CANADIAN PRESS CLIPPING BUREAU,

232 McGill Street, MONTREAL, QUE.  
Telephone Main 1255.

10 Front St. East, Toronto. Telephone 2143.

## BRITISH BUSINESS CHANCES.

Firms desirous of getting into communication with British manufacturers or merchants, or who wish to buy British goods on the best possible terms, or who are willing to become agents for British manufacturers, are invited to send particulars of their requirements for

FREE INSERTION

in "Commercial Intelligence," to the Editor  
"SELL'S COMMERCIAL INTELLIGENCE,"  
168 Fleet Street, London, England.

"Commercial Intelligence" circulates all over the United Kingdom amongst the best firms. Firms communicating should give reference as to bona fides.

N.B.—A free specimen copy will be sent on receipt of a post card.

# Decorated Opal



We have just issued our new Catalogue for the coming season. It's a daisy, and yours for the asking.

Have you tried our Mail-Order Department?

Write to us for illustrations or prices of anything you are needing in

|                                 |                                 |
|---------------------------------|---------------------------------|
| White Granite and Printed Ware, | Fruit Jars,                     |
| Dinner, Toilet and Tea Sets,    | Decorated Opal and Fancy Goods, |
| Fancy China of all kinds,       | Lamps and Lamp Goods,           |
| Cut Glass,                      | Decorated Souvenir Goods,       |
| Rich Pottery Vases, etc.,       | Rockingham and Cane Ware,       |
| Lamp Chimneys,                  | Lanterns.                       |

## GOWANS, KENT & CO.

TORONTO and WINNIPEG.



When once a customer buys

WETHEY'S { *Condensed . .*  
*Mince Meat*

you may rest assured it will secure the purchaser's approval.

## J. H. WETHEY,

Sole  
Manufacturer.

ST. CATHARINES, ONT.

# CROSSE & BLACKWELL'S

## New Season's Candied Peels

LEMON, ORANGE, CITRON, MIXED (O. L. and C.)

In 7-lb. Tins, 7-lb. or 10-lb. Wood Boxes, and 1-lb. Cartons.

## C. E. COLSON & SON,

## MONTREAL.

CHAS. F. CLARK, President.

JARED CHITTENDEN, Treasurer.

...ESTABLISHED 1849..

## BRADSTREET'S

Capital and Surplus, \$1,500,000.

Offices Throughout the Civilized World.

Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information, no effort is spared, and no reasonable expense considered too great, that the results may justify its claim as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

Subscriptions are based on the service furnished, and are available only by reputable wholesale, jobbing and manufacturing concerns, and by responsible and worthy financial, fiduciary and business corporations. Specific terms may be obtained by addressing the Company at any of its offices. Correspondence invited.

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HALIFAX, N.S.  
OTTAWA, ONT.  
VANCOUVER, B.C.

HAMILTON, ONT.  
QUEBEC, QUE.  
VICTORIA, B.C.

LONDON, ONT.  
ST. JOHN, N.B.  
WINNIPEG, MAN.

MONTREAL, QUE.  
TORONTO, ONT.

OS. C. IRVING, Gen. Man. Western Canada, Toronto. JOHN A. FULTON, Gen. Man. Eastern Canada, Montreal.

## OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery 6d. and 1s. Canisters.

## 'WELLINGTON'

## KNIFE POLISH

## JOHN OAKEY & SONS, LIMITED

MANUFACTURERS OF

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England.

Agent:

JOHN FORMAN, 644 Craig Street  
MONTREAL



PUBLISHED EVERY  
FRIDAY

CIRCULATES IN  
EVERY PROVINCE

# THE CANADIAN GROCER

AND  
GENERAL  
STOREKEEPER

## COLMAN'S MUSTARD



**BEST ON EARTH**

## CARR & CO.'S BISCUITS



Do you want a fancy line of Biscuits, something different from the  
**Man across the way?**

We will bring you out an assorted case. State your requirements and we will give prices and terms.

**FRANK MAGOR & CO.,**

Agents for the Dominion.

16 St. John Street, MONTREAL

C. E. JARVIS & CO., Vancouver, Agents for B.C.



# Millar's Paragon Cheese

has met with spontaneous popularity from the public, because it meets in every respect the demand for a high-class article at a reasonable cost.

Manufactured by

**THE T. D. MILLAR PARAGON CHEESE CO.,**  
INGERSOLL, ONT.

AGENTS—W. H. Dunn & Co., Montreal. A. E. Richards & Co., Hamilton. Joseph Carman, Winnipeg. Robertson, Vancouver and Victoria, B.C.

## A popular name—“ROBERTS”

especially when connected with

**KHAKI BUTTER SCOTCH,** a first class, old-fashioned toffee in new form and package. Sells well with fair profit.

**CANADIAN BUTTER NUTS** are made specially for the Canadian market.

Are pure and wholesome. Made from best materials. Attractive package.

Your customers who want **PURE, RELIABLE** confectionery will appreciate these goods.

**EBENEZER ROBERTS, LIMITED, LONDON, ENG.**

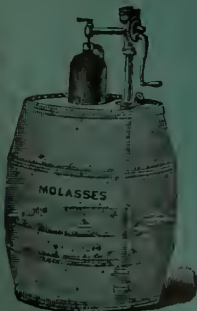
Canadian Agents: **C. E. COLSON & SON, MONTREAL.**

Rotary  
Smoked Beef Shaver  
with Patented  
Self-Sharpening Device



No. 125, 2 Blades, \$18.00  
No. 129, 1 Blade, 18.00

Self-Priming and  
Measuring Pump



No. 97, \$5.50

Auger for above Pump



No. 97, 60 cents

## “ENTERPRISE”

*Rapid Grinding and Pulverizing Mill*

*Fitted with General Electric Co's. 1/2 H.P. Motor*

The Machine is self-contained and is ready for connection to feed wire as shipped from factory

Will be furnished with Motor suitable for all conditions as to Current, Voltage, etc.

### GRINDING CAPACITY

#### FAST SPEED

Granulating 3 pounds of Coffee per minute

#### SLOW SPEED

Granulating 2 pounds of Coffee per minute

Pulverizing 1-2 pound of Coffee per minute

Can be regulated for Fine or Coarse Grinding while Mill is running

Pulverizing Grinders furnished only when so ordered

Illustrated Catalogue Mailed FREE. Order from your Jobber



No. 8712

Height, 30 inches. Width 18 inches.  
Length, 22 inches. Weight 250 lbs.

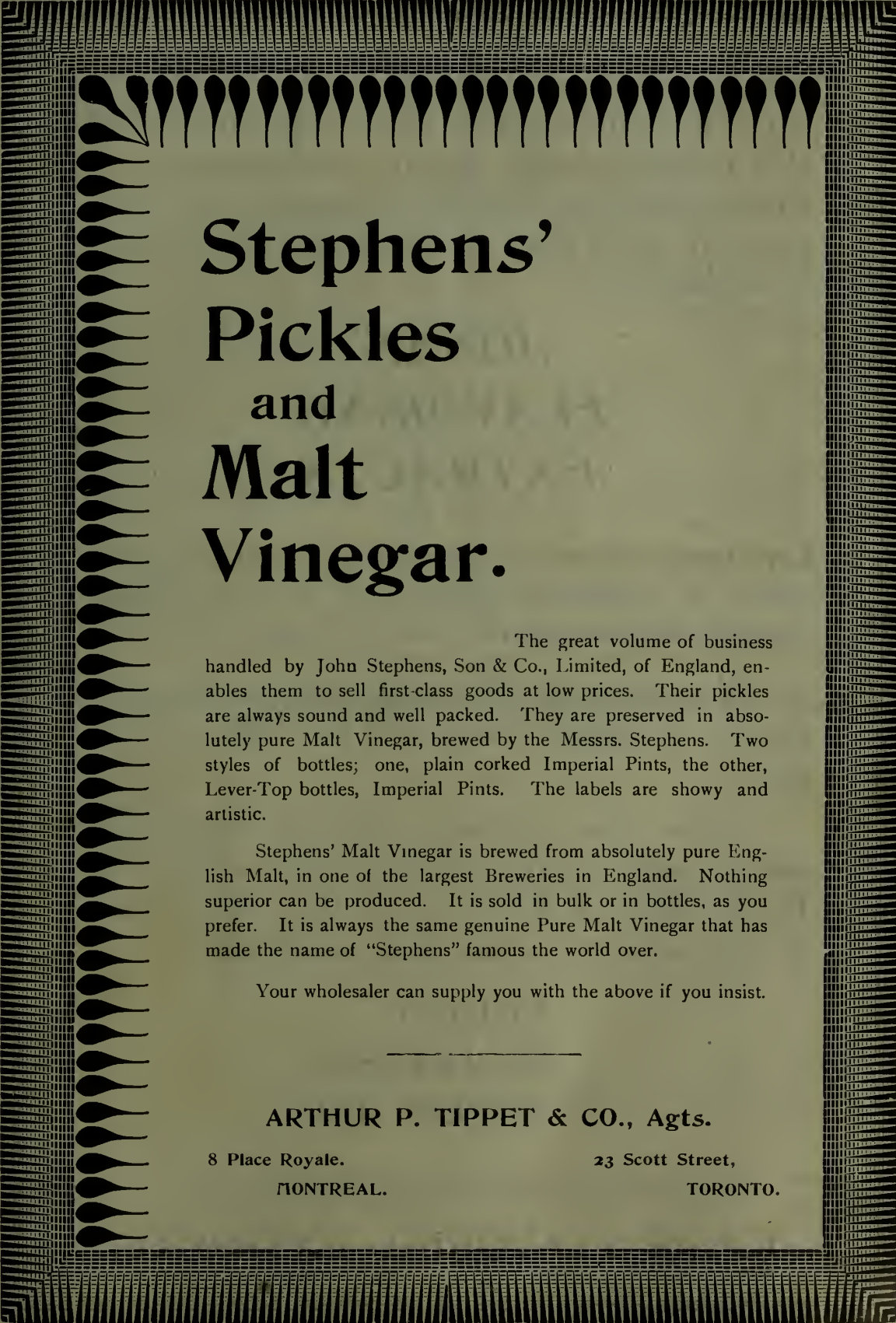
Capacity of Iron Hopper  
4 lbs of Coffee

PRICE ON APPLICATION

*The Enterprise Manufacturing Co. of Pa.*

*Philadelphia, Pa., U. S. A.*





# Stephens' Pickles and Malt Vinegar.

The great volume of business handled by John Stephens, Son & Co., Limited, of England, enables them to sell first-class goods at low prices. Their pickles are always sound and well packed. They are preserved in absolutely pure Malt Vinegar, brewed by the Messrs. Stephens. Two styles of bottles; one, plain corked Imperial Pints, the other, Lever-Top bottles, Imperial Pints. The labels are showy and artistic.

Stephens' Malt Vinegar is brewed from absolutely pure English Malt, in one of the largest Breweries in England. Nothing superior can be produced. It is sold in bulk or in bottles, as you prefer. It is always the same genuine Pure Malt Vinegar that has made the name of "Stephens" famous the world over.

Your wholesaler can supply you with the above if you insist.

---

**ARTHUR P. TIPPET & CO., Agts.**

8 Place Royale.

MONTREAL.

23 Scott Street,

TORONTO.

# GOOD JUDGMENT

is the grocer's best friend. He who is aiming to attract trade his direction, and get the upper hand of a competitor, will display good judgment in buying goods that will induce people to deal continuously at his place of business. The grocers who select

## ***JONAS' FLAVORING EXTRACTS***



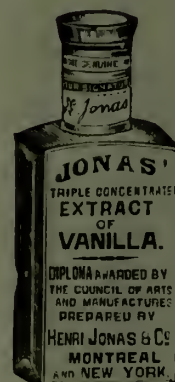
have learned from experience that the high quality which is steadfastly maintained in every bottle creates a continuous demand for them.

You may seek the world over for flavoring extracts of higher quality and you will not find them.

Show your customers that you have good sound judgment by selling and recommending Jonas' Flavoring Extracts, and they will appreciate your efforts to satisfy their requirements.

**PURITY  
RICHNESS  
STRENGTH**

are the predominating features in  
**JONAS' FLAVORING EXTRACTS.**



**Henri Jonas & Co., - Montreal**



## Payne's Pharaoh Cigar.

The first profit you make from the sale of my Pharaoh Cigar is simply the stepping-stone which leads to other profits—because the Pharaoh has never yet failed to satisfy the most critical smoker. It has a clear Havana filler (each cigar is the same clear Havana) and the choicest Sumatra wrapper that money can buy. It burns freely and is sweet down to the last whiff.

The customer who is once a buyer of the Pharaoh pays you a steady profit, because, after that, he will buy no other.

It pays to sell the "Pharaoh."

J. BRUCE PAYNE, Mfr., GRANBY, QUE.

Retails  
for 10c.

## Buying Pickles For Early Fall.

The wide-awake grocer stocks up early for each season's trade. What about pickles? The stock will not be complete unless you have the various lines of the famous

### "STERLING" BRAND PICKLES

on your shelves. They ever give complete satisfaction to the most fastidious customers.

—ASK YOUR WHOLESALER  
—FOR QUOTATIONS.

**T. A. LYTLE & CO.**

124-128 Richmond St. West.

TORONTO

# What He Said } about MOLINA

(The Wheat Breakfast Food)

We just received a letter this morning (August 19th) which shows once more the steadfast loyalty with which the friends of "High-Quality" goods stand by them. We would publish the name of the writer (but have not had time to ask his permission) who is one of the most successful grocers in Western Ontario. This is what he writes under date of August 17th:

"We were under the painful necessity of removing a Gent. from our shop a few days ago, who claimed to be offering a much better Rolled Wheat than 'TILLSON'S.' We protested against the slander of so good an article, and were told we did not know what we were talking about, hence, the cause of asking the offender to take a walk—he left.

"Yours truly, \_\_\_\_\_"

Does quality count? Surely when it makes friends like this.

THE TILLSON CO'Y, Limited, TILSONBURG, ONT.

*See front office  
5-9-01*



TEA PICKING GARDEN, JAPAN.

There are two distinct classes of Tea

VIZ :

JAPAN TEA and OTHER KINDS.

When you take into consideration the following facts, we feel confident that you will agree with us that

# JAPAN TEA

is best for your trade and best for your customers :

It is prepared from the finest leaves and buds.

The processes through which it passes are of the cleanest.

It possesses the strongest flavor and most excellent aroma.

It is the only refreshing drink of the kind.

Government inspection guarantees its wholesomeness and purity.

Japan Tea is the Tea for Canadian People "Par Excellence."

JAPAN CENTRAL TEA TRADERS'  
ASSOCIATION.

Trafalgar Chambers, Sun Life Building  
Annex.

Tel. Main 4142. MONTREAL, CANADA.



**IMPERIAL**  
 CREAM TARTAR  
**BAKING POWDER**  
 PUREST, STRONGEST, BEST.  
 Contains no Alum, Ammonia, Lime,  
 Phosphates, or any Injurious.  
 E. W. GILLET, Toronto, Ont.

THAT  
**IVORY GLOSS STARCH**  
 is worth its  
 weight  
 in gold

is the opinion of all housekeepers. Any  
 grocer who desires to meet the requirements  
 of his customers will not be without it.

—Manufactured by—  
**The St. Lawrence Starch Co.,**  
 Limited  
 PORT CREDIT, ONT.

**James "Dome" Lead.**

*THE BEST IS GOOD ENOUGH FOR  
 ANYONE.*



**WILSON'S SCALES**

ARE AS GOOD AS A GOVERNMENT BOND.

The grocer can get a Tea Scale that will turn with a postage stamp, or a Computing Scale that will count the money and show the weight of goods at the same time.

Highest Medal at Chicago, and Paris, France.

Easy terms of payment.

**C. WILSON & SON**

Get Prices.

69 Esplanade Street East, TORONTO, ONT.

To the trade—



WE HAVE THE FINEST SELECTED VALENCIAS IN CANADA AND WILL GIVE THEM TO YOU AT A LOW PRICE.

W. H. GILLARD & CO., Wholesale Grocers, Hamilton.



THE DOMINION BREWERY CO., LIMITED  
Brewers and Maltsters  
TORONTO

Manufacturers of the Celebrated

# WHITE LABEL ALE

ASK FOR IT AND SEE THAT OUR  
BRAND IS ON EVERY CORK.

Our Ales and Porters have been examined by the best Analysts, and they have declared them Pure and Free from any Deleterious Ingredients.

WM. ROSS, Manager.



A  
Sure  
Seller.



PINT AND HALF-PINT  
BOTTLES.

Sold by all Wholesale Grocers



Batty & Co.

ESTABLISHED 1834

LONDON.



OLIVES  
AND  
PURE  
OLIVE  
OILS.



Makers of High-class

INDIAN  
CURRIES  
AND  
CHUTNIES.

PICKLES  
OF  
ALL KINDS.



SAUCES  
OF  
ALL KINDS.



## A PRIZE WINDOW DISPLAY.

THE accompanying cut shows the window of William Hunter & Co., Nelson, B.C., which was awarded the first prize in the Dominion Day competition. The window was arranged by Charles Longhurst, the firm's head clerk. "J. M." sends the following description of the display :

"Color scheme, red, white and blue. Background, plaited bunting trimmed with tissue paper. Centrepiece, canopy made of plaited bunting, at back of which was hanging a map of Canada, under the canopy a female figure pointing to the map and representing Miss Canada ; card fastened to the map with these words, 'Canada our Country.' Right-hand side of window was a display of Canadian vegetables, and on left-hand side of window a display of Canadian fruits, while along front of window

the new forces which science is constantly placing at the disposal of capital. In fact, the British merchant is said to be behind the times, and that Americans are making good their boast to "lick creation."

The British merchant himself does not appear to be very much concerned about the matter, but some of his friends have apologized and explained, without being convincing. They say the position of the British merchant, if he is behind his competitors in the world's market, is due to restriction imposed by the law of the land and of labor. If labor were more docile, and paid more consideration to the risks of capital, and less to the dividends, and if the law of the land did not interfere with child and woman's labor, and—if competition were not so keen—the British merchant could still whack the foreigner.

there are manufacturers in this country, and connected with the grocery trade, too, who have demonstrated beyond cavil that scientific methods applied to manufacture and the conduct of an industry may be safely undertaken with advantage to capital and to labour and the consumer in every respect. Pre-eminent among these is the firm of Messrs. J. and J. Colman, Limited, of London and Norwich, proprietors of the Carrow Works, and the founders of Carrow Colony.

This stupendous business, whose products are known, and favorably known, all over the world, was established in 1777. Its history shows a continuous growth, not merely in the volume of trade, but in its methods. No new idea, contrivance, or useful invention, that could be utilized has ever had an unwelcome reception at the Carrow Works. For three-quarters of a mile its factories extend along the river front, and cover 32 acres of ground. The commodities prepared are, chiefly, mustard, starch, blue and self-rising flour, but none of the by-products of the raw material used are neglected ; even the husks of the mustard seed are made into a salable article, after the oil has been extracted. Mechanical appliances to lighten the human labor are used for every practical purpose. Boxes and casks are made and filled by machinery, and packets of starch are wrapped by machines. Feed them and they will go on for ever. The same watchfulness that is shown to secure and apply every new improvement that science can provide or experience can suggest, is shown in all matters affecting the conditions under which its nearly 3,000 employees perform their duties. This is the tradition of the Carrow Works, and it is unquestionably the secret of its success.

Mr. Jeremiah Colman, the chairman of the company, would, if his own inclinations only were consulted, prefer a much quieter life than a sense of duty permit him to enjoy. The owner of a historic estate at Gatton Park, which, in the prereform days, returned two members to Parliament, he is never so happy as when he can snatch a few hours away from the responsibilities and anxieties connected with business or country duties, and feel literally at home surrounded by his family circle, able to study and enjoy matters horticultural and agricultural, and the recreations becoming the life of a country gentleman, but no man can occupy such a position in commercial circles as is his, without having to take a place in the public life and duties of his country.

He is a Justice of the Peace and Deputy Lieutenant of the County of Surrey, and one of His Majesty's Lieutenants for the City of London. He has been High Sheriff of his county and Master of the Worshipful Com-



A Prize Window.

the words 'Welcome to Nelson,' with oranges. Encircling the window were colored electric lights."

## MR. JEREMIAH COLMAN.

From Grocers' Assistant, London.

WE have heard a great deal lately about the British manufacturer that is not greatly to his credit. The organs of public opinion have lectured him with the gusto due to such superior "copy," and tolerant as the "O.P.O.'s" generally are to conservatism in its political aspect, they will have none of it in business, if it undermine the commercial supremacy of Britain.

The British merchant is, so they say, slow, very, very slow, to avail himself

What is the truth of this matter? When has labour organized or unorganized, sought to prevent capital from providing more scientific methods to lighten labour, and make it more productive? It were a sacrilege to use the power of Science to increase the burden on labour, and to increase the horror intensity of the worker's life. The application of the utmost scientific knowledge to the process of manufacture and the conduct of every industry is imperative, if the sum of human happiness is to be increased. The merchant or nation of merchants that do this will attain a supremacy in a wider world than the world of commerce.

In spite of the croaking of the pessimists,





Our packages are larger and more attractive in style than any others.

The quality of our goods is superior to anything else on the market.

**MORSE BROS., Proprietors, Canton, Mass.**

For sale by all Wholesale Grocers; also the McClary Mfg. Co., London, Montreal, Winnipeg, Vancouver and Toronto.

pany of Skinners. He has been chairman of the Court of Governors of the Tonbridge and other schools, and is vice-chairman of the Commercial Union Assurance Co., Limited. He succeeded the late Viscount Oxenbridge as president of the Redhill Literary Institute. He is an advocate of technical and secondary education, and believes that England's commercial prosperity depends upon a development of our educational system. In his university days he was captain of his college cricket eleven—surely a diversity of interests and activity. In politics a Liberal, the way he has used his great influence outside the House of Commons leaves no regret that he has, so far, refused to stand for election to that assembly.

Mr. Colman has opinions on the question of what contributes to success in life. He attaches importance to method, exactness, punctuality—thoroughness, in fact. He sympathizes with those who fail, but thinks that failure is more often due to lack of application than to lack of ability. He dislikes unbusiness-like ways in business matters, and likes to have a concise statement—the exclusion of irrelevant matter. "Consider carefully what has to be accomplished; when the facts before you are weighed, decide to the best of your judgment, and act firmly and promptly," is the sum and substance of Mr. Colman's advice to those seeking the road to success.

A man of wide views, unostentatious, tolerant and generous; a prince among merchant princes.

#### INQUIRIES AND ANSWERS.

##### PURCHASERS OF ASHES.

An inquiry for the names of purchasers of wood ashes in car-load lots appeared in last week's issue. D. Richards, of the Oxford Soap Works, Woodstock, Ont., writes that The Bowker Fertilizer Co., Boston, Mass. and Munroe Bros, Oswego, N.Y., are the largest purchasers of Canadian wood ashes, and Mr. Richards says that last year over 6,000 car-loads were exported to

New York and to the New England States. The following, he says, sell wood ashes in bags, barrels or bulk: F. R. Lalor, Dunnville, Ont.; A. P. Joynt, Seaforth, Ont.; John Joynot, Lucknow, Ont.; Fred Richards, Culloden, Ont.; H. Richards, Bothwell, Ont.; Thomas Potts, Brantford, Ont.

#### PROPOSAL REGARDING CANNED GOODS.

Editor CANADIAN GROCER,—It does not require abnormal perspicacity to see that the wholesale and retail grocery trade are heartily sick of the canned goods business. Several times during the past few months we have heard men in the business say that they were so disgusted with the line that they were inclined to drop it altogether. They seemed to have lost all hope of a remedy for the depression that has been the chief feature of the market for some years. They have seen fall down one by one every scheme that has been formulated to bolster up values, and now they are disheartened.

Last year opened out well, and several firms stocked up exceedingly heavily while everybody purchased freely and with confidence. But what happened is known to everyone in the trade. The market went to pieces, and early in January wholesale values descended below cost. Even so far back as that there were travellers ordered not to push canned goods. Managers had concluded that they would sooner not deal in the article at all than turn it over at a sheer loss in payment for interest, insurance, freight and other expense charges.

It was not as if it were a speculative loss. Such are bound to come at times, and can be faced as such. But this came out of the constitution of the market, and it has been realized that that constitution must be changed ere gains can be made. Naturally the wholesalers blame the canners, and in reply the latter say the distributors cause their own losses by throat-cutting.

At all events, some radical change is

necessary. Canned goods have come to be the staple article in the grocery trade around which price-cutting centres. Other articles have been in similar positions. Sugar was once a profitless commodity. Rice, starch and other necessities were exactly the same bugbears to the wholesalers at one time. They threatened to eat the insides out of the business. Yet all this has been changed. Then, why not work the same change in regard to canned goods?

I believe that it can be done—simply by putting canned goods on a fair wholesale combine basis. Previous to this year the plan has not been feasible, for the canners have been apart and the large number of brands were an insurmountable barrier to a uniform price. But now all packs are placed upon the same footing and the canners' syndicate are in the same position to set the wholesale prices as well as their own, just as the Sugar Refiners' Association does in regard to sugar, or as the Canadian rice mill does in regard to rice, or the starch firms with starch. The idea has been worked successfully in ten or a dozen different lines; why not in canned goods? I believe the matter merits the earnest consideration of the canners' syndicate, and any scheme it might devise along this line I believe would receive the unstinted approbation of the wholesale and retail trade.

It is not as if it would be an attempt to extort exorbitant prices from the consumer. Last summer and fall wholesalers were selling "futures" in canned goods at a profit of 1, 1½ or 2½c. per dozen. This was the highest rate of profit. How can a healthy business be conducted on such a margin? It's simply impossible. I believe that 8 to 10 per cent. is the least profit that should be allowed. Let the canners force the wholesalers to take this much and they will remove the sickness of an unhealthy market and set a crippled business on a better and firmer footing.

CAN.

August 19, 1901.



Our Order Books give evidence of our stride in the Coffee Trade. Our leaders are

*L. S. & B. No. 1*

*EXTRA, EMPIRE.*

LUCAS, STEELE & BRISTOL, - - HAMILTON.

THE RETAIL GROCER should sell WILSON'S FLY PADS.

BECAUSE they are 300 times cheaper than Sticky Paper.

BECAUSE they are vastly superior to any other Fly Poison.

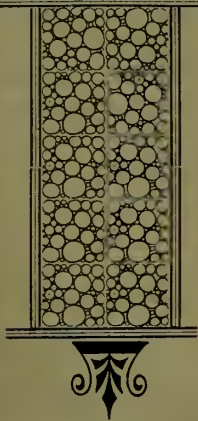
BECAUSE they always give satisfaction.

BECAUSE they pay 100% profit.

Avoid Unsatisfactory Imitations.

Archdale Wilson, Hamilton, Ont.

# A Huge Success.



Our travelers enjoyed their holidays amazingly.

We enjoyed the largest letter order business since inception of this firm in 1845, and for the same we heartily thank our customers.

**JAMES TURNER & CO.**

Wholesale Grocers.

HAMILTON, ONT.

# TORONTO EXHIBITION, AUG. 26--SEPT. 7.

A cordial invitation extended to all our customers and intending buyers to visit us when in the city.

Office and Warehouse. 49 Front Street East.

## Thos. Kinnear & Co., Wholesale Grocers. Toronto.

### BUSINESS CHANGES.

#### DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

**H.** HUDON & CO., general merchants, St. Angele (Rimouski), Que., have affected a compromise.

Z. Harvey, general merchant, St. Hilarion, Que., is offering 25c. on the dollar.

Bowman Bros., crockery dealers, Sydney, N.S., have assigned to H. S. Ross.

L. A. Wright & Co., grocers, etc., Picton, Ont., have assigned to Wm. R. Wright.

The Ashcroft Trading Co., general merchants, Ashcroft, B.C., are offering to compromise.

Alexander Cowan, general merchant, Kingsville, Ont., has assigned to C. B. Armstrong.

A meeting of the creditors of Ludger Hould, general merchant, Gentilly, Ont., has been held.

Alex. Desmarteau has registered as curator of N. Messier & Co., provision dealers, Montreal.

A meeting of the creditors of Honore Tharwette, general merchant, St. Lazare de Vaudreuil, Ont., has been held.

A meeting of the creditors of Gaspard Charette, general merchant, St. Marie de Blandford, Que., has been held.

A meeting to appoint a curator for G.

Charette, general merchant, St. Marie de Blandford, Que., has been held.

A meeting of the creditors of Black & Co., general merchants, Hawkesville, Ont., has been called for to day (Friday).

#### PARTNERSHIPS FORMED AND DISSOLVED.

McIntyre & Co., grocers, Columbia, B.C., have dissolved, and J. A. McIntyre continues.

#### SALES MADE AND PENDING.

The assets of Joseph Lachapelle, grocer, Montreal, have been sold.

The stock of Louis Bedard, tobacconist, etc., Ottawa, has been sold.

John S. McInnes, general merchant, Glace Bay, N.S., has sold out.

The assets of J. R. Dufreene, tobacconist, etc., Montreal, are to be sold.

The assets of E. E. Wells, general merchant, Frelighsburg, Que., are to be sold on August 27.

The stock of the estate of G. E. Nugent, general merchant, Hazel Cliffe, N.W.T., will be sold by auction on September 3.

The stock of V. Leblanc & Co., general merchants, Hull, Que., who recently assigned, has been sold at 60c. on the dollar.

### CHANGES.

Isaiah Herbert has registered as general merchant in Shawenegan Falls, Que.

W. H. Day crockery dealer, etc., St. Thomas, Ont., is removing to London.

Lemuel Welch, general merchant, Wheatley, Ont., has sold out to Whitney Bros.

Thomas G. Harlton, general merchant, Shipka, Ont., has sold out to H. Wing.

Mrs. M. H. Desrosiers has registered as grocer in Montreal in her husband's name.

Morse & Jack, general merchants, Blenheim, Ont., have sold out to Robinson & Co.

T. G. Tennant, general merchant, Newry, Ont., has sold out to Richard Common.

N. M. Lander, confectioner and fruiterer, Edmonton, N.W.T., has been succeeded by J. E. Bildeau.

Esdras Guerin has registered under the style of E. Guerin & Co., general merchants, St. John, Que.

N. Mailhout, has registered under the style of E. E. Mailhout & Frere, cigar manufacturers, Three Rivers, Que.

### DEATHS.

George Lambert, grocer, Levis, Que., is dead.



# DON'T BE . . .. MISLED

by appearances. There are other jars that look like ours on the outside, but your customers will soon detect the difference in the contents.





# CANNED MEATS.

POTTED AND DEVILLED.

ALL KINDS.

## THE DAVIDSON & HAY, LIMITED

36 YONGE STREET - - TORONTO.

### TERMS AND DATINGS.

(By M. A. Dean.)

It is only at the close of the fiscal year, when the inventory has been taken and the books balanced, that the jobber comes to realize that somewhere, or somehow, something has entered into the conduct of his business which has materially affected the net results, and which does not appear either in the merchandise or expense account. This invisible disturber of the profit account has doubtless appeared in all our balances, and has caused more serious thinking than we like to admit; and it is a dangerous element in business, for the reason that it trifles with the fundamental principles of good merchandising, and whenever these are disturbed, the cost can hardly be estimated.

The topic under consideration, viz., "Terms and Datings," is an important one, for the reason that it represents one of the sources of disappointment when the balance of the profit account is taken, and these, when recklessly abused by any jobbing house, not only seriously disturb the business of that house, but affect trade quite generally.

In speaking of "Terms," we mean that rule in business which governs the time for which credit is given for goods bought and the discounts allowed for anticipated settlements.

By "Datings," we refer to the arbitrary method by which dates are fixed on in-

voices or contracts without regard to time of purchase or delivery of the goods, and by means of which additional time is granted without remuneration.

Inasmuch as time or discount, or both, are factors in nearly every transaction by which goods are bought and sold, it is important that the jobber ascertain as closely as possible the amount of discounts secured on his purchases and those allowed on his sales, in order that he may adjust his terms without loss to himself and yet with fairness to the trade. While an equitable basis may have been reached in the earlier days, when more liberal discounts were obtained by the jobber than are now secured, we are compelled, by a careful estimate, to admit that to-day we are sufferers from our indifference to the extent of many thousands of dollars, even on the basis of strict adherence to our present terms; and where concessions have been made the loss has been increased to that extent.

For the purpose of illustration, let us take a business employing a capital of \$200,000:

|                                             |             |
|---------------------------------------------|-------------|
| We estimate yearly purchases.....           | \$1,000,000 |
| Bought for net cash, 15 per cent.....       | 150,000     |
|                                             | \$ 850,000  |
| Average per cent. discount, 1½.....         | 12,750      |
| Annual sales.....                           | \$1,100,000 |
| Average per cent. discount allowed, 1½..... | 16,500      |
| Loss.....                                   | \$ 3,750    |
| or ½ per cent. on the capital.              |             |

There is an apparent discrepancy in the figures showing percentage on sales as compared with purchases; but it must be borne in mind that in the grocery line, for instance, net cash sales are too limited to be considered, and the discount allowed on tea

and other goods in excess of the percentage received, will make the average percentage nearly as shown.

It is not intended to suggest amendments or changes in terms, but we appeal to the credit men to destroy, if possible, the practice of allowing all manner of terms and datings as an inducement to trade. No permanent advantage can possibly accrue from a violation of terms, and a strict adherence to them will not only save us this invisible enemy, but will enable us to conduct business on a basis that will be more satisfactory to the trade and more in harmony with true business principles. The temptation is strong when a salesman sends in an order from a desirable customer showing a nice profit, to overlook the extra one per cent. discount or the additional thirty days' time, or the dating of the invoice the first of the following month, as allowed by the salesman; for are we not all desirous of increasing our sales and striving hard to secure our share of the business? But let us always have in mind that here is one of the dangerous leaks in the dykes; and the credit man who will refuse to pass such an order will help to turn back the tide, which threatens to become serious if not checked.

### ADVERTISING WISDOM.

Suppose you're ad. don't pull at fast—

What be you goin' tur dew?

Throw up the sponge an' quit the race,

An' tell the folks yew're thru?

Uv course yew hain't, yew're goin' tur try

An' try an' try ag'in;

Bimeby success will crown yew're ads.,

An' then yew'll git the tin.

—Advertising Experience.



There are no goods that can approach

## UPTON'S

### Jams, Jellies and Marmalade

for their high quality.

The best people use it.

The best grocers handle it.

A. F. MacLAREN IMPERIAL CHEESE CO., Limited.



## TRADE IN COUNTRIES OTHER THAN OUR OWN.

**G**ALLON apples are decidedly firmer in London, England, and very few parcels of choice quality now remain on that market.

New crop Denia onions for prompt shipment from the other side are offered on the basis of 2s. per crate c. and f. There seems little disposition among buyers here to speculate in the article at that figure. Crop advices report the outlook favorable for a large crop.—N. Y. Journal of Commerce.

## PRICES FOR PRUNES.

A press despatch from San Jose, Cal., says: "President Woods, of The Cured Fruit Association says that the 24,000,000 pounds sold to The California Packers' Company was believed to be for members individually. The packers have raised prices considerably over the purchase price. With prices \$30 to \$40 per ton on green prunes the new crop will have better prices this year than ever before."

## PUGET SOUND SALMON PACK.

Coast advices, reporting on the salmon run on Puget Sound, say: "In some canneries there was a scarcity of help, which caused an advance to be paid so as to handle the fish. The pack shows a most decided increase over that of 1900. Press accounts of the run are highly colored, as they usually are, yet it is the biggest since 1897. The canneries on the Puget Sound can pack with a good run 50,000 cases a day. This can be increased if there is plenty of help. Whether this number of cases has been turned out in any one day since the big run set in we are not advised."

## CERRANTS IN GREAT BRITAIN.

The market for currants remains steady for the better qualities, but there has been some further decline in Provincial. The latter is less inquired for than the former, but the general volume of trade is satisfactory for the time of year. The supply of Vostizza and Gulph currants is shrinking rapidly under the heavy demand made upon it, and this fact, when viewed in conjunction with a revival of the demand from the outports, would seem to indicate that a further decline in prices can scarcely be hoped for in the immediate future. A strictly hand-to-mouth policy of buying would, however, appear to strongly recommend itself, as new Provincial fruit which, according to reports, will be of excellent quality, can be bought to arrive early in September at prices some shillings below the cheapest quotation for common Gulph fruit of the present season, with which it will probably compare favorably in appearance. Unless some unlooked-for development should arise to cause an important increase in the price of new Provincial, holders of this growth of the present crop are doubtless well advised in disposing of their stock as quickly as possible as the new fruit will in all probability be immensely superior in quality to the old and at the same time much cheaper.—Produce Markets' Review.

## BALTIMORE PEACH PACK.

Mail advices in New York from Baltimore on new pack of peaches report the following quotations subject to confirmation,

regular terms f.o.b. Baltimore: Standard, 3s., pie, 70c.; do gallon pie, unpeeled, white, \$2.25; do gallon, yellow, \$2.50; second 2s., white, 72 1-2c.; do 2s., half yellow, 75c.; do 2s., all yellow, 77 1-2c.; white 3s., pie, peeled, 85c.; yellow 3s., pie, peeled, 90c.; second 3s., white, 95c.; do 3s., half yellow, 97 1-2c.; do 3s., yellow, 81; standard 2s., white, 90c.; do 2s., half yellow, 92 1-2c.; do 2s., all yellow, 95c.; fair standard 3s., white, \$1.10; do half yellow, \$1.15; do all yellow, \$1.20; good standard, 3s., white, \$1.20; do half yellow, \$1.25; do all yellow, \$1.30; extra standard 3s., white, \$1.40, and do yellow, \$1.50.

It is understood that these prices are somewhat speculative. Packers' prices, so far as can be learned, have not been named as yet. The basis indicated is considered rather high for the new pack, in view of the reports as to the new crop prospects, although it is conceded in late advices that the output will not be over two-thirds of that of last year. Estimates as to the probable yield place the total for the Maryland and Delaware sections as not over 2,700,000 baskets, against about 4,000,000 baskets last year.

## CANNED SALMON IN LONDON.

There is no improvement in the demand for salmon, and quotations are rather easier. The daily reports of the salmon catch on the Skeena and Fraser rivers are noted with interest, for on the out-turn of these, valuations for the coming season practically depend. Up to the time of writing, the catch has been small, but it is too early to give an opinion whether the pack will be large or small, as the fishing on the Fraser will not end until about the 25th of August.—Produce Markets' Review.

## CALIFORNIAN ORANGE CROP.

Regarding the new crop of Californian oranges mail advices from Redlands report: "As the orange season draws to a close, we are all interested in the coming crop, and, although it is very early to tell very much about it, we can get an idea as to the approximate amount by comparing the amount of new oranges set in the trees with the amount a year ago. Different districts make different reports regarding this, a few shipping points claiming that they will have considerable increase over last year. But the majority of the districts report the prospective crop no larger than last year, and possibly not as large. Taking all districts into consideration, prospects are that navels will run a lighter crop than last year, while seedlings will show some increase. In all probability, the natural increase occasioned by the trees getting older will make up for the lighter crop, and we expect to see just about as many oranges shipped next season as will be shipped this season."

## OUTLOOK FOR NEW PRUNES.

A private telegram from the Coast states that The Cured Fruit Association is offering old-crop prunes on the 3 1-4c. basis for the four sizes. The advices state that sizes 50s. to 80s. only are offered. For 50s. to 60s., 4 1-2c.; 60s. to 70s., 4c.; 70s. to 80s., 3 1-2c., and 80s. to 90s., 3c. f.o.b. the Coast in bags, with the usual advance for 25-lb. bags. One agent here has been advised to sell only subject to confirmation of prices. It is intimated also that the association will open higher than the 3 1-4 cent basis for the four sizes on new crop.

A report is current here also that sales of new crop have been made in this market on the basis of 3 1-2c. for the four sizes f.o.b. the Coast. We were unable to confirm this report and the statement is received with reservation in many quarters. It could not be learned that any important business had been done in this market on old crop fruit at the prices just made. It is generally believed, however, that new crop will open up to that basis if not higher in view of the short crop of apples both here and abroad and the short crop of prunes in France. Late advices figure on a crop of not over 35,000,000 pounds in France. The spot situation is undoubtedly very strong, and the most conservative dealers here look for a favorable business in most lines of dried fruits, prices it is believed being high enough to prevent any heavy purchases at the outset.—N. Y. Journal of Commerce.

## COAST SALMON COMBINE.

A press despatch from Seattle, says: "The Pacific Packing & Navigation Company opened general offices at Seattle to-day. T. B. McGovern being in control pending the election of officers by the full Board of Directors. Delafield, McGovern & Co. have been made selling agents for the present season. Philip F. Kelly will represent all selling interests at Seattle, and efforts on Western export business will be a special feature."

The following prices for domestic trade were made to-day: Alaska red, talls, 95c.; medium red, 85c.; pink, 70c.; sockeye, talls, \$1.10; flats, \$1.25; halves, 85c.; spring, talls, \$1.25; flats, \$1.40; halves, 92 1-2c.; cohoes, talls, 90c.; flats, \$1.05; halves, 72 1-2c.; humpbacks, talls, 70c.

The company's Alaska canneries report a full pack, with red fish and heavier percentage. Puget Sound canneries have a full pack of sockeye, but the run has partly quit."

## INQUIRIES REGARDING CANADIAN TRADE.

The following were among the recent inquiries relating to Canadian trade received at the High Commissioner's office in London, England:

1. A fruit salesman and commission agent in Leeds desires to correspond with exporters of Canadian fruit and poultry who require representation.

2. An agent in London, who is conversant with the provision and fruit trade, is open to take up the agency of Canadian shippers who can utilize his services.

3. Inquiry is made for particulars of partly opened out copper claims in Canada for development purposes.

Mr. Harrison Watson, curator of the Canadian Section of the Imperial Institute, London, England, is in receipt of the following inquiries regarding Canadian trade:

4. A London house desires names of Canadian producers of graphite who can offer supplies.

2. A London timber merchant intends visiting Canada in September with the object of arranging for regular supplies of shooks for fruit and egg cases, and would like to hear from manufacturers in a position to furnish same.

3. A house doing business in the United Kingdom and South Africa wishes to arrange for exclusive agencies for the latter country in Canadian flour, leather, woodenware, lobsters, cheese, furniture, doors, etc.

[The names of the firms or individuals making the above inquiries will be furnished on application to the Editor of THE CANADIAN GROCER.]



# IF A DOUBT EXISTS

as to the distinctive merits  
of . . . . .

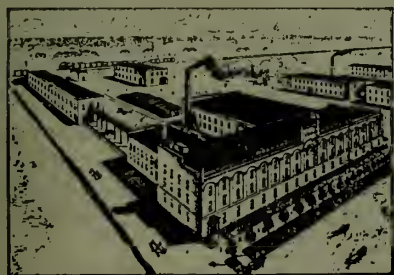


## Imperial White Wine Vinegar

a single barrel or half-barrel order will speedily drive it away.

You will find it clear and sparkling—no sediment whatever—pleasant in flavor, of full Government strength and always uniform. As a keeper of pickles it has no equal—being used extensively by well-known Canadian packers.

Five grades—one quality—that the best. The name "IMPERIAL" on every package is a guarantee that you are offering your customers the highest quality Vinegar procurable.



## THE WALKERVILLE MATCH CO., LIMITED

Manufacturers of the Celebrated

Maple Leaf, Crown,  
Knight and Imperial  
Parlor Matches



The well and favorably-known

Hero and Jumbo  
Sulphur Matches

**Our Leaders** that give the dealers a big profit: { Imperial Parlor, 1,000 matches, to retail for 5 cents.  
Jumbo Sulphur, 1,000 " " " 5 "

Our goods are put up in neat and attractive packages, and are for sale by all first-class grocers

## HAND PICKED

are all the Beans that enter into a can of Kent Baked Beans. We use nothing but the finest hand-picked Pea Beans—the choicest stock of Kent County.

These, prepared with the choicest Bacon-Pork and Granulated Sugar, go to make "Kent Baked Beans" the standard of excellence. Order a sample case and introduce them to your customers.

THE KENT CANNING CO., LIMITED CHATHAM, ONT.

## A CANNED GOODS BOOKLET.

ONE of the most practical and, at the same time, attractive booklets of the season has been issued by The Simcoe Canning Co., Simcoe, Ont. The principal feature of the booklet is a detailed list of the various lines put up at the several factories operated by this company, including canned vegetables, sauerkraut, baked beans, catsups, canned fruits in syrup, fine fruits in glass, jams, jellies, fruit pulps, canned meats and soups, mince meats, plum puddings, evaporated fruits and vegetables, etc. Inasmuch as this booklet is intended for distribution at the Pan-American and Glasgow Expositions, a unique feature is a five-page article dealing with the progress, prosperity and natural advantages of Canada. The agricultural, lumbering, fishing and mining industries of the Dominion are briefly but interestingly described. The following extract setting forth the capabilities of Canada for fruit-growing is worth repeating: "As to the fruits and vegetables grown in the Dominion of Canada, whether in the great fruit belts of Ontario, in the classic Annapolis Valley of Nova Scotia, or in British Columbia, these being all north of the 48° of latitude, it is generally conceded that the flavor and fibre of such varieties as are grown in any part of Canada are superior to those grown further south. This may, however, be merely the whim of a Canadian packer of these fruits and vegetables, but, if so, it is superinduced by the fact that expatriated Canadians in the Great Republic send us letters and inquiries as to where our goods can be purchased in that country. We would therefore close this article on Canada with a suggestion that one or more of the large and enterprising wholesale dealers in the business centres of the United States might find it profitable to themselves and satisfactory to their customers to order a supply of our goods, as notwithstanding the duty that has to be paid on them they could still be sold at a profit to the dealer."

## A P. E. I. TRAVELLERS PLAINT.

THE recent arrest in Charlottetown of a commercial traveller, under the P. E. Island Commercial Travellers' Tax Act, has aroused indignation in the breasts of the "Knights of the Gripsack." Our versatile friend, W.S.L., champions the cause of his fellow travellers in the following verses. Travellers' Rest, a way station on the P. E. Island Railway near Summerside, has evidently appealed to his imagination as a quiet place where the 10,000 commercial travellers of Canada might assemble for a picnic were the fear of arrest removed.

The particulars of the arrest were given in The Charlottetown Guardian of June 5.

WELCOME TO P. E. ISLAND.  
Tell me not in mournful numbers  
That that tax will always be  
For the visit of our travellers  
Helps our Island—should be free.  
All enjoyment, and not sorrow  
Is the Knight of Gripsack's way;  
Friendly always—and, to-morrow,  
Bargain counters bright and gay.  
Life is real, life is earnest,  
And the Jail is not our goal;  
Leaders Farquharson and Gordon  
Do not force us pay that toll!  
In the world's broad field of battle  
P. E. Island's business life  
Wants the bargains travellers offer:  
Welcome all without the strife.



Travellers' Rest is nice and pleasant;  
Let the dead past bury its dead.  
Sawing wood in plenty, present,  
Peace and quietness, God o' Head.  
Lives of great men all remind us  
We can make our lives sublime;  
Perhaps Sir Louis ere he leaves us  
Will abolish Tax and Fine.  
Law is long and time is fleeting,  
And our hearts though stout and brave,  
Hate a law suit, rather greeting  
Islanders to buy and save.  
Sister Provinces we greet thee—  
Travellers o'er our Island main—  
Twenty dollars in your pocket  
Seeing—shall take heart again.



Let us then be up and doing  
With a heart for travellers' fate,  
Still achieving, not pursuing,  
Learn to labor—and to wait.  
WILL S. LOUSON.

## A MEDICAL REPORT ON CANNED GOODS.

A DESPATCH from Ottawa says some time ago the Department of Inland Revenue sent out circulars to 4,348 medical men in the Dominion, asking whether any cases of illness, apparently attributable to the use of tinned goods, had come under their notice within recent years. Out of 1,313 replies received 1,059 answered in the negative and 254 in the affirmative. From Ontario came 112 affirmatives and 466 negatives, and from Quebec 66 affirmatives and 22 negatives.

The Department now recommends the adoption of the following precautions in the interest of the public health:—Imported canned goods should also be subject to inspection. Vessels of glass or earthenware should be used instead of tins or cans. The date of filling and the name of the factory and its proprietor should be stamped on the tin itself.

Purchasers should use up the contents of cans within 24 hours after opening. The sale of canned goods should be prohibited after a certain lapse of time from the date of their manufacture. The periods suggested vary from six months to two years.

Canned goods should be kept in cold-storage and never stored on grocers' shelves or exposed to the sun's rays or any high temperature. Such treatment of canned goods should be prohibited by law.

Judging from the replies received from physicians, the number of cases of disease apparently attributable to the use of tinned goods would average about 128 per annum in Canada in an average period of about seven years. A total of fifteen cases terminated fatally. From a close analysis, the Department finds there is nothing in the canned salmon trade to justify newspaper strictures which have been brought to its notice.



We extend a hearty invitation to all our friends to make our offices your headquarters while visiting the "Industrial Exhibition."

THE **EBY, BLAIN CO.,** LIMITED

WHOLESALE IMPORTING AND  
MANUFACTURING GROCERS.

**TORONTO.**

#### P. C. LARKIN IN LONDON.

WE understand that Mr. P. C. Larkin, of Toronto, whose labors in popularizing British-grown green tea in Canada are well known and appreciated, will arrive in England by the Oceanic on the 31st inst., says The Home and Colonial Mail, London, Eng. Mr. Larkin's object in coming here is to meet the members of the Indian Tea Association, and the directors of the leading Indian tea companies in London to discuss the manufacture of Indian green teas for the American and Canadian market, some parcels of these teas having recently arrived in the Dominion. Of these teas Mr. Larkin, in some letters we have seen, expresses the highest opinion. As compared with Japanese, he pronounces them infinitely superior in quality. Mr. Larkin also expresses the opinion that, by comparison with these Indian green teas, those of Ceylon suffer, and that the makers of Ceylon will have a difficulty in holding their own against them. Mr. Larkin mentions that two samples of Indian green teas were superior to a fancy Japanese tea, which was considered unmarketable because of its high price. He prognosticates that if Indian producers will only push their teas their growth will be in universal demand sooner or later throughout the American continent, and whether it be a matter of four years or forty before these teas are in general consumption, depends on the enterprise of the grower.

#### CANNERY COMBINE COMPLETED.

The work of consolidating about 30 salmon canneries on Puget Sound and in Alaska was completed to-day, and The Pacific Packing and Navigation Co. paid over about \$5,000,000 in cash and distributed stock to the various cannerymen who have come into the combination, says a Portland despatch. The firms who constitute the new company follow: Pacific-American Fisheries Co., Pacific Steam

Whaling Co., Ainsworth & Dunn, Fairhaven Canning Co., Quadra Packing Co., Icy Straits Packing Co., Taku Packing Co., Chilcoot Packing Co., Thlinket Packing Co., Chatham Straits Packing Co. and Boston Fishing and Packing Co.

E. E. Ainsworth, the manager of the company, said: "The pack of the company should be 1,500,000 cases. As far as this year is concerned, it would be poor management to attempt to revolutionize things, and I am content to have the canneries run along as they have been since the season opened."

The Pacific Packing and Navigation Co., this afternoon, purchased all the canneries of Hume Bros. & Hume, of San Francisco. —Vancouver Province, August 13.

#### WANT TO PROHIBIT TRADING STAMPS.

A deputation from the Hamilton Retail Grocers' Association waited upon the Market, Police and Jail Committee of the Hamilton Council on Monday, asking that a by-law be passed by that council prohibiting the use of trading stamps. A. G. Bain, who addressed the committee, said that the association was a unit in desiring the prohibiting by-law passed. The method, he claimed, was unfair, inasmuch as only one merchant in each trade could use the stamps in a certain locality. He also claimed the customers were being deceived and that the merchants using the stamps were not satisfied.

The committee instructed the city solicitor to report on the matter. Until this report is made no action will be taken.

#### TRADING STAMPS IN WOODSTOCK.

The Woodstock, Ont., City Council have passed a by-law to prohibit the giving, receiving or selling of trading stamps under penalty of a fine not exceeding \$50. The by law does not prohibit merchants or manufacturers from issuing coupons that they redeem themselves.

#### THE HEAVY SOCKEYE SALMON RUN.

One of the heaviest runs of salmon that has ever ascended the Fraser River is passing up at the present time.

When the fishermen went out last night it was soon seen that the waters were swarming with myriads of fish, for in less than an hour some of the boats returned to the shore loaded to the gunwales with sockeyes.

Nearly all the boats were in by 9 o'clock, and there is scarcely a craft of any kind fishing on the river to-day.

The reason is that the canneries have placed a limit of 200 on the boats, and the boats, with scarcely an exception, landed more than this number during the short period they were out last evening. It would therefore be useless to take any more until to-night, for they could not be used.

The Columbia Cold Storage Company, of New Westminster, have purchased a good many of the surplus salmon and are freezing them. —Vancouver Province, August 13.

#### PERSONAL MENTION.

Mr. C. H. Colson, of C. E. Colson & Son, Montreal, has just returned from a trip through the Maritime Provinces, in the interests of Epps's cocoa. He was very favorably impressed with the future business outlook in the east.

Mr. G. C. Goodfellow, representing C.E. Colson & Son, is now on his regular western trip, booking fall orders for the various firms they represent.

It is computed that \$30,000 worth of blueberries have been shipped from Rat Portage, Ont., this season.

A. J. Lane & Co. have bought out A. E. Sims, baker, Peterboro', Ont.

The Leger Roller Flour Mill, Battersea, Ont., was destroyed by fire a few nights ago. The mill was a comparatively new one and was fitted with modern machinery.

# What One Woman Says!

Windsor Salt doesn't cake. You don't have to run for the ice-pick and dig and scrape in the Salt box when a spoonful of Salt is needed. Windsor Salt is fine, dry and white—every particle of moisture has been removed from it.

**"Windsor Salt  
Is The Salt For Me,"**

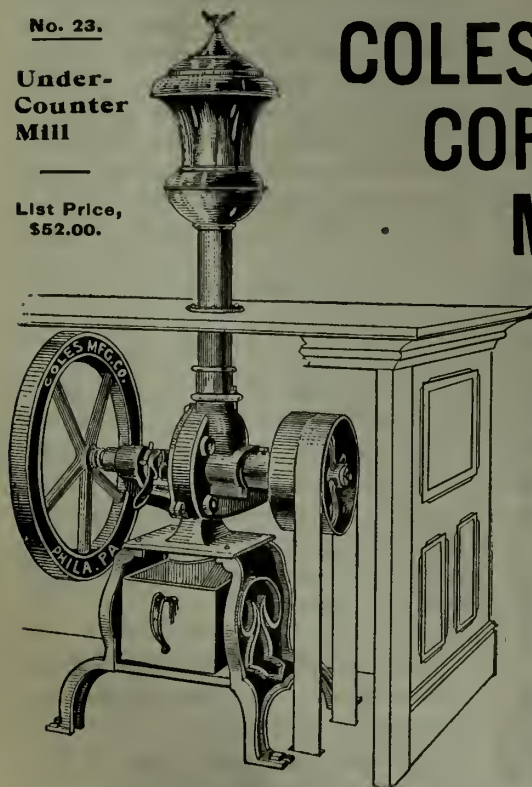
so says one wise, little woman—"it saves me time, trouble and patience. There's not a woman in the land but would be glad to do likewise—*save time, trouble, patience.* Ask them and see. Suggest Windsor Salt—the Salt that doesn't cake.

THE CANADIAN SALT CO., LIMITED  
Windsor, Ont.

No. 23.

Under-  
Counter  
Mill

List Price,  
\$52.00.



## COLES COFFEE MILLS

None better for  
Granulating or  
Pulverizing.

Our mills will  
Pulverize with-  
out heating Coffee.

Every Coles  
Coffee Mill has a  
Breaker that  
breaks the Coffee  
before it enters the  
grinders, thus re-  
ducing wear of  
grinders.

A GREAT  
LABOR-SAVER.

Our Grinders  
wear longest.

Agents { TODHUNTER, MITCHELL & CO., Toronto.  
DEARBORN & CO., St. John, N.B.  
FORBES BROS., Montreal.  
GORMAN, ECKERT & CO., London, Ont.

COLES MANUFACTURING CO., PHILADELPHIA,  
PENN'A.

Purity  
Freedom from Acid  
Flavor  
Strength  
Brightness  
Freedom from Sediment

are what characterize our vinegar as  
different and superior to all others.

**Wilson, Lytle, Badgerow  
Co., Limited**

TORONTO



# THE CANADIAN GROCER

President,  
JOHN BAYNE MacLEAN,  
Montreal.

## THE MacLEAN PUBLISHING CO. Limited.

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, North-West Territories, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

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WHEN WRITING ADVERTISERS  
PLEASE MENTION THAT YOU SAW  
THEIR ADVERTISEMENT IN THIS PAPER

### QUALITY FIRST.

IT rests to a large extent with the grocer if he will cater to a cheap class of trade or to a custom that is willing to pay a fair price for reliable goods. Any man who habitually extols the virtue of his low grade goods to customers who are accustomed to using a better class is making a most serious mistake, and one very detrimental to his business. There is no salesmanship required to sell cheap goods. The price is their strong point, and too often after the goods are sold there is a considerable explanation necessary to convince the customer that he has had value for his money. There is no such trouble for the merchant with standard, well-known goods made by reputable firms. He may not have the opportunity to make people believe he is giving them a wonderful bargain, but he has the satisfaction of knowing there will be no complaints to attend to afterwards. A demand for cheap goods is always a poor trade, yet many men seem continually striving after cheap trash, simply because they are able to sell it to

their customers at a low price, thus pandering too much to the lower-grade portion of his trade. So the quality of groceries in some sections has steadily decreased owing to the grocers' folly of continually advertising cheap goods.

Educate your clerks in the profitableness of pushing the sale of the better goods, because they please and give you more margin. Tell him any person can sell pickles at 10c. per bottle that cost \$1 per dozen, but it requires salesmanship to sell good goods at 25, 30 or 35c. per bottle. This same thing applies to other goods sold by the grocer, such as biscuits, soaps, teas, etc. How much 25c. tea is sold by our merchants who might easily only sell half what they now do and increase the sale of 40 and 50c. tea? Now, when people who are able and willing to pay the price for good goods want them, where do they go for their groceries? To the man who has the name of selling cheap trash, or to the reliable man who has the reputation for quality first? A demand developed for standard goods will always remain with a man, because it is built on the rock of well-known value, while that for cheap goods you never know when you have it, for it will run anywhere for a matter of a few cents. Which pays to push, reliable goods or cheap trash? There can be no question of the wisdom of talking "quality first, last and always."

The idea of a uniform holiday for travellers may now be considered a fixture as far as Western Ontario wholesale houses are concerned. The travellers never had a better fortnight "off" than from August 5 to 17, 1901.

### THE FRUIT CROP OF ONTARIO.

The prospects for the crop of the larger Ontario fruits, with the exception of apples, are somewhat better now than appeared to be the case a month ago. Pears are going to be this season the biggest crop in recent years. Peaches are fair, a little, if anything, under last year's production. Plum trees are yielding well, and the crop will average good, though it is a failure in a few small districts. Grapes are bound to be a big crop.

It is not likely, however, that prices will be low, as the scarcity of small fruits and

the shortage of apples is bound to make the demand for these fruits active. Pears will probably be cheap, but fairly good prices should be paid for all other fruits.

It is expected that by the end of August an army of 20,000 Canadians will have been transported from this side of the great lakes to conquer the grain fields of Manitoba. And yet we are told Canada is not a military nation.

### BEET-SUGAR INDUSTRY IN ONTARIO.

ALTHOUGH the lane which leads to the establishment of the beet-sugar industry in Canada is a long one, there are indications that we are at last nearing a point which is believed to be not far from the turn which shall bring us to the actual realization of our hopes.

A company has been organized at Wallaceburg, Ont., and it is proposed to erect a factory at a cost of \$600,000. Capital stock to the amount of \$300,000 has been subscribed.

The Walkerton Provisional Beet-Sugar Co. is another concern which is being organized with a capital stock of \$500,000, divided into 50,000 shares of \$10 each.

A third company being promoted is The Ontario Sugar Co. This company is to have a capital stock of \$1,000,000, and the 10 per cent. necessary to be subscribed under the Ontario Companies Act, before incorporation can be secured, is being raised.

There is one feature about this proposed company that is worthy at least of a passing notice, and that is, there will be no water in the stock. No shares will be given to promoters, and no one can secure a share without paying for it in cash. This feature is so unique in these days of company organization that the company deserves to be congratulated.

Another feature worthy of note is the class of men who are lending financial assistance to the enterprise, among the charter members there being such well-known business men and capitalists as Messrs. Hugh Blain, Robert Jaffray, M. J. Haney, M. McLaughlin, W. J. Gage, Colonel Pellatt, Arch. Campbell, James Fowler and N. B. Nash.

It has not yet been determined as to where the factory shall be located.



## DISCOUNTS AS ENCOURAGEMENT TO CASH PAYMENTS.

**A** PETITION is being circulated among the retail grocers of Brantford pledging the signers thereof to pay no discounts after January 1, 1902, on cash payments.

Retailers' profits are no doubt small, but the proposal to do away with discounts for cash payments hardly seems business like.

The retailer, and properly so, demands a discount off for cash from the wholesaler from whom he buys his goods. And that which he expects the wholesaler to do to his customers he should be prepared to do to his own.

The most satisfactory way to do business is on the cash basis. We do not think anyone will deny that whatever difference of opinion exists is in regard to the condition of the public mind towards the cash system. There are some places in which it would be folly to inaugurate the system, simply because the time is not opportune.

Reforms are only successful after the people have been educated sufficiently to accept them. And the greater the reform the greater usually is the effort necessary to do the educating.

Those who are advocating the cash system are champions of a reform movement. Ten years ago there were not nearly as many merchants doing business on a cash basis as there are to day. But the proportion of cash to credit merchants is still small indeed, showing that there is a great deal of educating yet to be done. And in regard to the cash system, as well as in regard to practically everything else, the best way to educate is by example.

Get consumers to recognize that the cash system is profitable to them as well as to merchants, and there are few of them who will not soon get into the habit of buying for cash instead of on credit.

Instead of educating the people to pay cash the proposal of the Brantford merchants will have a tendency in the opposite direction.

It is impossible to sow seed of one species and from it produce species of another and distinctly opposite type.

Then it is, it has always seemed to us, unfair to compel the cash customer, who

is, as a rule, the best customer, to pay the same price as he who takes more or less time to pay for his goods.

Not the least among the arguments in favor of the cash system is the increased opportunity it gives the retailer to compete with the departmental stores. The merchants who are competing most successfully with those stores are the merchants who, like them, are doing business on the cash basis.

Let any merchant ask himself the question: What stage of development would the department stores have reached if they had followed the old rut in regard to the credit system? And from the answer he will gather a pretty good idea, if he never has before, what the cash system means to the department store.

Had there been no cash system there would have been no department stores, at any rate as we know them to-day.

The promoters of the petition in Brantford would be wise if, instead of trying to effect an agreement for doing away with discounts for cash payments, they would circulate a document pledging the subscribers to employ them. It would have an excellent educative effect on customers.

### A LIGHT CROP OF BEANS.

After several weeks of uncertainty the market is in receipt of definite information regarding the Ontario bean crop, though the reports so far received are not final and conditions may be changed somewhat before the crop is entirely gathered.

Reports, covering practically every section of the counties of Essex and Kent, the home of the bean in Canada, indicate that, owing to the extreme heat when the beans were in blossom, they did not "set" or "pod." The result is abundance of straw, but few pods.

This condition, in face of the fact that the demand for export has been so great that the market is now practically bare, has caused an advance of from 50 to 75c. per bushel.

Prices have not yet reached a steady basis, as the opinion of buyers varies greatly as to values. For carload lots \$2.20 has

been quoted this week in Montreal. In Toronto dealers quote the range of values to be from \$2 to \$2.25 for carload lots, and from \$2.25 to \$2.50 for smaller quantities.

### AN INDEPENDENT CANNING FACTORY.

One result of the formation of the syndicate which now has the control of the canned goods output of Ontario is that a new independent factory will be established in Hamilton by Lumsden Bros., wholesale grocers. Hamilton and Toronto.

This firm have already secured premises. The building they will occupy was at one time used as a Baptist church, but was some years ago converted into a foundry.

It is intended to furnish the works with modern canning appliances, and so arrange the output that the premises will be continued in operation all year around. A full assortment of canned vegetables, fruits and meats, as well as jams, jellies and marmalade, will be packed. The brands will be "Jersey," "Standard" and "Old Church."

As Lumsden Bros. are an enterprising firm and have a sound, strong connection, this new concern will surely be a factor in the canned goods market in the years to come.

### CHANGE IN PAPER BAG DISCOUNTS.

At a meeting of paper bag manufacturers held in Toronto last week the schedule of prices on paper bags was so changed that the discount is now 5 per cent. greater on all quantities than it was formerly. The quotations are now as follows:

|                       | Bags.   | P.C. |
|-----------------------|---------|------|
| Over .....            | 300,000 | 55   |
| From 150,000 to ..... | 300,000 | 52½  |
| " 50,000 to .....     | 150,000 | 50   |
| " 20,000 to .....     | 50,000  | 47½  |
| Under .....           | 20,000  | 45   |

The cause of the reduction is the competition of imported bags, which have been sold in rather large quantities here lately, though they are not considered to be of as good quality as the Canadian article.

### WILL BROOM CORN ADVANCE?

It is reported by United States exchanges that the extreme heat this summer has affected the broom-corn crop, and that, as a consequence, brooms will be advanced this season. Some of the largest Canadian manufacturers state that they have not yet been informed of serious advance in broom corn, so are not changing their quotations on brooms.



## THE CENSUS AND CANADA'S DEVELOPMENT.

ALTHOUGH the people of this country had been somewhat prepared, through the paragraphs which appeared from time to time in the daily papers, for the failure of the census returns to come up to expectations, the publication of the official figures has been none the less palatable.

Canada is deeply disappointed over the fact. There is no question about that. We had been counting on a population of at least 6,000,000, while the actual number is 5,338,883, or over 600,000 below the lowest ruling estimate.

At no time since Confederation can we really be said to have had a census which has shown a satisfactory increase in population. The first census of the Dominion was taken in 1871. This was two years before Prince Edward Island was admitted into the Dominion, but counting it as if already a part thereof, we find that in the 30 years the population of the Dominion has increased only a little over 46 per cent. But this was at a faster ratio than during the past 10 years, being about 15½ per cent. each decade, as compared with less than 10½ per cent. The increase between 1881 and 1891 was proportionately larger than during the past decade, being 11¾ per per cent., and it was disappointing enough. The increase between 1871 and 1881 was nearly 19 per cent., counting the Province of Prince Edward Island as though part of the Dominion in 1871.

It is significant that the periods covered by the last two census returns have been the most satisfactory industrially in the history of the country. Population cannot, therefore, be considered the best test of either a country's greatness or of its prosperity.

In the past decade, which has proved so disappointing to us in respect to population, the Dominion has made extraordinary strides in nearly everything that goes to make up the material wealth of a country, while her position among the nations is infinitely more enviable.

In no particular has Canada shown her development during the last 10 years more than in her foreign trade. The extent of this development may be gathered from the following table giving the foreign trade of

swelled from 13,222,568 in 1891 to 21,500,175 in 1900. The freight carried by the out-going ocean vessels nearly doubled, being 2,100,987 tons in 1891 and 4,163,404 tons in 1900. The number of vessels engaged in the coasting trade was 125,564 in 1891 with a tonnage of 24,986,130 compared with 143,229 in 1900 with a tonnage of 33,631,730. In inland navigation there was also a substantial gain, there being 19,008 vessels in 1891 with a tonnage of about 4,000,000, while the freight carried was 715,861 tons. In 1900 the figures were: vessels, 21,195; tonnage, 6,300,000; and freight carried, 817,971 tons.

Another evidence of the increased wealth of the people is the amount of money on deposit in the savings banks, and we find that in 1891 the amount per head was \$10.39 and \$12.75 in 1900.

While it is to be regretted that the census returns do not show as large an increase in population as desirable, what is to be regretted infinitely more is the disposition on the part of certain newspapers to set the racial pot boiling afresh. Nothing scarcely that we can conceive of is likely to produce more deplorable results. As no one stands to lose more than the business men of

the country from such an untoward state of affairs, it is to be hoped they will exercise all their influence in making abortive the efforts of the strife-makers.

Racial strife does not unite nations; it dismembers them. Neither does it help to develop the natural resources of a country or to expand its trade and commerce.

The census in regard to the manufacturing industries of the country has not yet been completed, and, as it is being based on a somewhat different unit from that of the census of 1891, we do not see how it will be possible to make a very reliable comparison. For example, in 1891 that concern which employed (3) three or more persons was constituted a factory. Under the census now being taken by special commissioners, that is constituted a factory which employs five or more persons.

## Winners in the Coffee Essay Contest.

THE judges having completed their labors, we are able, this week, to give the names of the successful essayists in the coffee contest. The result is as follows:

First Prize—C. L. Marshall, 41 Gwynne avenue, Toronto.

Second Prize—Wm. Rhodes, Brockville, Ont.

Third Prize—R. H. Hudson, 8 Denison Square, Toronto.

The five essayists who are entitled to honorable mention and to receive for one year a copy of THE CANADIAN GROCER, are:

W. C. Forman, Ingersoll, Ont.

Herbert Le Roy, Tabor, Morris County, N.J.

James H. Connal, Peterboro', Ont.

Harry Cooper, 31 Front street east, Toronto.

S. A. Brubacker, Berlin, Ont.

The judges were Mr. Henry Swan, a retailer of over 40 years' experience, and Mr. William Ince, jr., of Perkins, Ince & Co., the oldest wholesale grocery house in Toronto. They have given the essays a great deal of attention and thought and THE CANADIAN GROCER feels under a great compliment to them. The names of the essayists were unknown to the judges, as they only had access to the manuscripts.

The prize essays will be published in a special number of this paper on September 6.

the Dominion for the years 1891 and 1901 respectively:

## FOREIGN TRADE OF CANADA.

|                                          | 1891.         | 1901.         |
|------------------------------------------|---------------|---------------|
| Foreign trade (imports and exports)..... | \$218,384,934 | \$379,243,773 |
| Imports.....                             | 119,967,638   | 181,225,369   |
| Exports.....                             | 98,417,296    | 198,018,404   |
| Exports, mine.....                       | 5,977,736     | 40,143,828    |
| Exports, fisheries.....                  | 9,896,533     | 10,730,999    |
| Exports, forest.....                     | 25,865,868    | 30,271,619    |
| Exports, animals and their products..... | 27,248,266    | 57,703,265    |
| Exports, agricultural products.....      | 18,301,152    | 38,594,226    |
| Exports, manufactures..                  | 6,985,461     | 17,845,935    |

The railway mileage of Canada in 1891 was 14,000, in 1900, the last year for which we have any returns, they were 17,656. The freight carried by the railways was 21,753,021 tons in 1891 and 35,946,183 in 1900, while the number of passengers carried

**"It's a good rule to be on your guard whenever you hear great professions of a very little virtue."**

*—Robert Louis Stevenson.*

As for example, Japan Teas are "claimed" to be this, that, and something else, all vastly superior to others, whereas, in fact, it is a matter of common knowledge that they are largely painted and doctored preparations with mighty small virtues at the best.

# "SALADA"

## UNCOLORED CEYLON GREEN TEA

is their rival and gives tangible evidence of superiority in a Teapot infusion. Sealed lead packets only. Retails 25c., 30c., 40c.

Samples for the asking.

**"SALADA" -- Toronto and Montreal.**



## Steam Laundries

must have the finest quality of **STARCH** to obtain the desired finish on linen.

We supply three-fourths of the best Canadian Laundries with their Starch.

COMMENT IS UNNECESSARY.

**The Brantford Starch Works, Limited, BRANTFORD, ONT.**

**JAMS**==Get your order in for good Jam before a further advance takes place. Jams will have an enormous sale this year, and prices will be higher than ever before known.

**THE CANADA BISCUIT COMPANY, Limited**

Office Phone: Main 3624.  
Warehouse Phone: Main 3676.

King and Bathurst Streets,  
**TORONTO**



**AGENCY WANTED.****A Reliable Manufacturers' Agent**

travelling in the Maritime Provinces and Newfoundland, wants to represent on commission, a reliable provision house or wholesale grocer, in addition to his present business. Apply to JOHN B. HARTY, 106 163, North Sydney, N.S. (35)

**Toronto Commission Houses.****New Messina Lemons**

Get our special quotations for "Long Keepers" for your Summer trade.

**Pineapples**

We are now in a position to fill your orders for all grades of this popular fruit.

**McWilliam & Everist,**

Wholesale Fruit, Produce and Commission Merchants

25 and 27 Church St., TORONTO, Can.

Long Distance Phone Main 645.

Warehouse Phone Main 3394.

## Butter Cheese Eggs Poultry

Consignments Solicited.

Highest Prices. Prompt Returns.

**The Wm. Ryan Co.,**

... Limited.

70 and 72 Front St. E., Toronto.

**Butter Wanted**

In Tubs and Pails. Ship to us.

**Rutherford, Marshall & Co.**

Commission Merchants,

68 Front Street East, Toronto.

Telephones Main 4226 and 4227.

The

**DAWSON Commission Co., Limited**

FRUIT, PRODUCE AND  
COMMISSION MERCHANTS.

Cor. Market and  
Colborne Streets.

**TORONTO**

**Canadian Produce Company, Toronto**

In no other way can General Store Keepers dispose of their chickens so profitably or with so little trouble as with us.

**QUEBEC MARKETS.**

MONTREAL, August 22, 1901.

**GROCERIES.**

THERE have been several changes in prices during the week, the most important being a reduction of 10c. on all grades of sugar. In canned goods, the feature is an advance in peas of 2½c. per doz. For tomatoes, corn and fruits a brisk demand is still in evidence. The Fraser River salmon catch is reported to be exceptionally good. Walter Baker & Co. have advanced prices on chocolates and cocoas 2c. per lb. The price of beans has advanced from \$1.95 per 60 lb. to \$2.10. As high as \$2.75 has been asked for gallon apples, but no transactions at that price have materialized. Generally speaking, the grocery business is in a very satisfactory condition, with one or two exceptions.

**SUGARS.**

The weakness noted last week has culminated in an all-around reduction of 10c. The market is now steadier, and some wholesalers are advising their customers to buy in anticipation of an advance. Local quotations are \$4.40 per 100 lb. for granulated and \$3.65 to \$4.25 per 100 lb. for yellows, according to quality. City, 5c. additional.

**SYRUPS.**

There is very little doing in this line at the present time. Quotations are as before, namely: 1½ to 2c. per lb. for cane syrup, and 3 to 3¼c. for corn syrup, according to parcel.

**MOLASSES.**

The molasses market continues very firm; 29c. per gal., in small lots, is the price still quoted.

**CANNED GOODS.**

The most important feature in the canned goods market this week is the advance that has taken place in the price of peas of 2½c. per doz., the quotation now being 85c., as against 82½c. last week. Quotations on tomatoes are as before, viz., 80c., and for corn, 75c. A good demand for canned fruits is reported at the following prices: Strawberries, \$1.50; raspberries, \$1.40; gooseberries, \$1.40; pears, \$1.55 for 2's and \$2 for 3's; Lombard plums, \$1.20; greengages, \$1.30; yellow peaches, \$1.70 for 2's and \$2.50 for 3's; sliced pineapple, \$2.30, and \$2.45 for grated; 3 lb. apples, 85c.; red pitted cherries, \$1.80, and whites, \$2.

It is now a certainty that the Fraser River salmon pack will be very satisfactory, and there is no fear of prices going higher. However, there may be a scarcity of cheaper salmon. It generally follows that when there is a good catch of Fraser River

The following Brands manufactured by

**The AMERICAN TOBACCO CO.**

OF CANADA, Limited.

Are sold by all the Leading Wholesale Houses

CUT TOBACCO . . .

OLD CHUM.

SEAL OF NORTH CAROLINA

OLD GOLD

CIGARETTES

RICHMOND STRAIGHT CUT.

SWEET CAPORAL.

ATHLETE.

DERBY

...EVERY...

**COMMISSION MERCHANT**

in Canada should have a card in these columns. We will be pleased to talk to you about it and quote rates.

**Winnipeg Brokers.****M. B. STEELE**

Wholesale Commission Merchant and Broker.

Correspondence and Agencies Solicited.

Stovel Building, - WINNIPEG, CANADA.

P.O. Box 731.

**JOSEPH CARMAN . . .**

WHOLESALE MERCHANDISE BROKER  
AND MANUFACTURERS' AGENT.

Winnipeg, Manitoba, Canada.

Secretary Winnipeg Fruit and Produce Exchange  
Correspondence and Agencies Solicited.

Storage, Track Facilities.

**Foreign Shippers**

If you want to offer your goods in  
**WINNIPEG, CANADA,** we will be  
pleased to answer your inquiries.

**E. NICHOLSON**

Wholesale Commission Merchant and  
Broker.

115 Bannatyne St. East, Winnipeg, Canada.

**Winnipeg Fruit Merchants.****THE RUBLEE FRUIT CO.  
LIMITED.**

IMPORTERS OF FOREIGN AND DOMESTIC  
GREEN AND DRIED FRUITS, NUTS, Etc.

151 Bannatyne St.,  
WINNIPEG, MAN.

12th St.,  
BRANDON, MAN.

**Winnipeg Advertising Agents.****ADVERTISING in WESTERN CANADA**

will be Carefully, Efficiently, and Promptly  
attended to by

**The Roberts Advertising Agency,  
WINNIPEG, CANADA**

## SITUATION WANTED.

EXPERIENCED SALESMAN, AN EXPERT IN teas and coffee, grocers' specialties, having solid connection in Manitoba and Northwest Territories, is desirous of connecting with an A1 firm by September 1, on salary or commission basis. Highest references. Address "Salesman," THE CANADIAN GROCER, Toronto. (34)

## We are always glad

to receive orders for the insertion of advertisements. But will those who send us "Condensed" or "Want" advertisements please bear in mind that they can only be inserted when cash or stamps accompany the order. The rate is 2c. per word each insertion, numbers and contractions counting as words.

MACLEAN PUB. Co., Limited  
Montreal. Toronto.

salmon there is a lack of the cheaper kinds. Then, again, on account of the scarcity of tin, the cans are being used altogether for the better pack.

## SPICES.

Pickling spices are a little higher this week, with a good demand. Pepper should advance, as stocks on the rise are not very large, and a rather poor crop is reported. We quote as follows: Nutmegs, 35 to 65c. per lb., as to size; Penang mace, 45 to 50c. per lb., as to quality; pimento, ground, 12½ to 15c.; cloves, 15 to 25c.; pepper, ground, black, 17 to 20c., according to grade; white, 25 to 27c.; ginger, whole, Cochin, 15c.; Japan, 10c.; Jamaica, 20c.; ground, Japan, 15c.; Cochin, 20c.; Jamaica, 25c.

## RICE.

Last week we noted an advance in imported Patna rice of 9d. to 1s. per 112 lb., no other change having taking place in the meantime. The demand is fairly good. We quote in combine district: B rice, in bags, \$3.10; in ½ bags, \$3.15; in ¼ bags, \$3.20; in pockets, \$3.25. In 10 bag lots an allowance of 10c. is made. CC rice, \$3 in bags; \$3.05 in ½ bags; \$3.10 in ¼ bags; and \$3.15 in pockets. In the open territory prices are about 10c. less. Patna rice is worth 4¾c. per lb.

## COFFEE.

Coffees have never been so cheap as they are now, and there is no sign of improvement.

## TEAS.

Lower grade Japans are a little easier, especially in Kobo teas, but higher grades remain much as before. Cable reports show that the 3rd crop of teas now coming in are of very good quality. The Indian and Ceylon tea markets for low to medium grades still show a firm feeling. There is nothing of particular importance to report this week. Still, the tea business is in good condition and the demand continues to be steady.

## FOREIGN DRIED FRUITS.

RAISINS—As reported last week, Valencia raisins have opened at 20s. c.i.f. and shipments are expected to be made about August 22. This fruit will be sold at 6½c. Of last-year fruit, there is still a considerable quantity to be disposed of at the following prices: 4½ to 4¾c. for fine off-stalk, 5½c. for selected and 6c. for layers.

SULTANA RAISINS—Prices for the new crop of Sultanas are high, the following being the quotations; 42s. 3d. for 2-star, 39s. 3d. for 3-star and 34s. 9d. for 4-star. This does not permit wholesalers to sell at less than 12, 11 and 10c.

DATES — The features in this line to be noted are low prices and early shipments.

## Victoria Fruit Merchants.

From the Atlantic to the Pacific,

## OKELL &amp; MORRIS'

(Gold Medal Brands) of **Whole Fruit Preserves**

Messina Orange Marmalade, Tomato Ketchup, Sauces, Pickles and Vinegars

are acknowledged the purest and best. Trade-Builders, Trade-Winners 15 Gold and Silver Medals, and 30 Diplomas for purity and excellence. Write for prices to Factory, Victoria, B. C.

## Victoria B. C. Commission Merchants

## PATTON &amp; SONS

Wholesale Produce  
and  
Commission Brokers

Operating B. C. Cold Storage and Ice Works. Bonded and Free Storage.

Consignments Solicited.  
Advances Made on Warehouse Receipts.

AGENCIES ACCEPTED.

Toronto Fruit Merchants.

## ..CALIFORNIA ORANGES..

CANADIAN BERRIES,  
" CHERRIES.

California Peaches, Apricots, Plums. Foreign Nuts, Dates, Figs.

ALL AT LOWEST MARKET.

## HUSBAND Bros. &amp; Co.

82 Colborne St., Toronto

Telephone Numbers—Main 3428, Main 54.

## CLEMES BROS.

Just Address **TORONTO** Everybody Knows Us

Are you going to speculate in 10 or 25 boxes Summer-Keeping

## LEMONS ?

Write us about them.

JAMES MCINTOSH, 34 Yonge St., TORONTO  
Sole Agent in Canada for

**H AND H**  
TRADE MARK

the unequalled cleaner. The C. P. R. have TREBLED their use of it for Carpets, Plush Seats, etc.

# B

## Bee STARCH

A wonderful laundry labor-saver, because the iron will not stick.

Women who try it, like it.  
Dealers who handle it, like it.

It profits both.

# ROWAT'S

PICKLES.

ROWAT'S  
WORCESTER SAUCE.

ROWAT'S  
VINEGAR.

Lines that, to parody the opera, look nice—smell nice—taste nice.

Prices and particulars from the Agents

**SNOWDON & PATERSON**  
449 St. Paul St., MONTREAL.



Wholesalers will likely quote  $4\frac{1}{2}$  to 5c. on goods delivered here November 1.

**FIGS**—Comadre figs are quoted by one broker at 10s. 3d. c.i.f. for the first half of September. This will enable the wholesalers to quote  $3\frac{3}{4}$  to 4c., which is a low price.

**EVAPORATED FRUITS**—As noted in these columns last week, goods of this kind are scarce. Holders are asking  $7\frac{1}{2}$  to 8c. whereas 6c. was the price a few weeks since.

#### NUTS.

Valencia shelled almonds are lower, selling price now being 28c. First arrivals will sell at 25c.

#### GREEN FRUITS.

The green fruit market continues active, and prices are generally firmer. Tomatoes are 25c. per basket lower. We quote as follows: Californian Valencias, \$6 per half box; Messina lemons, 300's, \$4.25 to \$4.50; 360's, \$3.75 to \$4.25 per box; Verdilli lemons, \$4.50 to \$5 per box; pineapples, 20 to 30c.; tomatoes, 20 to 25c. per 12 quart basket; Canadian apples, 25 to 35c. per basket; Californian plums, \$1.50 to \$1.75 per box; peaches, \$1.50 to \$1.75; limes, \$1.50 per box; Ontario peaches, 40 to 60c. per basket; Ontario plums, 40 to 60c.; raspberries, 11 to 12c.; cocoanuts, \$3.25 per bag of 100; Bartlett pears, \$3.25 to \$3.50 per box; blackberries, 8 to 10c.; watermelons, 20 to 25c.; bananas, No. 1, \$1.75 to \$2.25, and eight hands, \$1.35 to \$1.50.

#### COUNTRY PRODUCE.

**EGGS**—The demand is fairly good from local buyers for small lots. The market is steady. Quotations are much as before, viz.: Canded stock, 12 to  $12\frac{1}{2}$ c.; straight receipts, 11 to  $11\frac{1}{2}$ c., and No. 2 canded stock,  $9\frac{1}{2}$  to  $10\frac{1}{2}$ c. per doz.

**HONEY**—A good business is being done in honey, and prices are unchanged at 10 to  $10\frac{1}{2}$ c. for white clover comb and 8 to 9c. for strained.

**POTATOES**—An active trade is being done in potatoes, owing to a steady demand from American buyers. The price is as before, \$1.75 in bbls.

**ASHES**—This market is without feature. We quote: Firsts, \$4.25 to \$4.35; seconds, \$3.85, and pearls, \$6.75 to \$7.25 per 100 lb.

#### BUTTER AND CHEESE.

**CHEESE**—In spite of the stocks of cheese on the other side being light, English buyers are holding off in expectation of a heavy fall make, which they are evidently depending upon. As a consequence of this, the cheese market cannot be said to be in a very good condition. Prices for finest Western are  $9\frac{3}{8}$  to  $9\frac{1}{4}$ c., as compared with 11 to  $11\frac{1}{4}$ c. the same time last year:

# Clark's Meats

are in **CONSTANT DEMAND**

because everyone who uses, finds them perfectly satisfactory. They are winning new friends all the time.

**60 Varieties**

**KEEP COOL!**

**Georgia Watermelons**

First car of the season just arrived.

*Extra Fancy Bananas, Pineapples, Oranges, Lemons.*

**CANADIAN** Tomatoes, Raspberries, Cherries, Currants, etc., arriving 3 to 5 times daily per express.

Telephone or Mail your orders. Will make prices right. Quality Right.

**Hugh Walker & Son,** Wholesale Fruit Importers, **Guelph, Ont.**

**EPPS'S**

GRATEFUL.  
COMFORTING.

IN  $\frac{1}{4}$ -LB. LABELLED TINS.

14-LB. BOXES.

Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal.

In Nova Scotia, E. D. ADAMS, Halifax.

In Manitoba, BUCHANAN & GORDON, Winnipeg.

THE MOST  
NUTRITIOUS.

**COCOA**

**PARAFFINE WAX**

In "One Pound Cakes" for

**HOUSEHOLD USE**

Washing Clothes, Ironing, Sealing Canned Fruit, etc.

QUEEN CITY OIL COMPANY, Limited, - - - TORONTO, ONT.  
SAMUEL ROGERS, President.

for finest Eastern  $9\frac{1}{2}$  to  $9\frac{3}{4}$ c.: for undergrades,  $8\frac{1}{2}$  to  $9\frac{3}{4}$ c.

**BUTTER**—The butter market is quiet but steady. Some 400 packages sold during the week at  $20\frac{1}{4}$  to  $20\frac{1}{2}$ c. Quotations rule at  $20\frac{1}{2}$  to 21c. for finest, and undergrades from  $18\frac{1}{2}$  to  $19\frac{1}{2}$ c.

#### FLOUR AND GRAIN.

**FLOUR**—The market is featureless. A fair trade is being done in oats for local consumption. We quote: Manitoba spring wheat patents, \$4.40 to \$4.10; winter wheat patents, \$3.55 to \$3.80; straight roller, \$3.20 to \$3.40; in bags, \$1.60 to \$1.65 and Manitoba strong bakers', \$3.50 to \$3.80.

**GRAIN**—We quote: No. 1 spring wheat, 76 to 77c. afloat July; peas, 81c.; rye, 57 to 58c.; No. 2 barley,  $51\frac{1}{2}$  to 52c.; oats, 38 to 39c.; buckwheat,  $56\frac{1}{2}$  to 57c.; corn, 61 to 62c.

**OATMEAL**—Prices are still being well maintained. Car lots are worth \$4.05 to \$4.10 on track and \$4.15 to \$4.20 for jobbing lots.

**FEED**—Demand continues good, but offerings are small. Ontario bran has sold at \$16 and shorts \$17 to \$17.50 per ton in bulk. Mouillie, \$20 to \$25 per ton, as to quality.

**BALED HAY**—Supplies on the local market are pretty well cleaned up, and

# TEAS For the Wholesale Trade

Japans, Congous, Indian, Ceylon, Oologs, Pingsuey, Gun-powders, China Greens.

WRITE FOR QUOTATIONS.

## S. H. EWING & SONS, 96 King St., MONTREAL

consequently a better feeling prevails the market.

### LIQUORS.

#### SCOTCH WHISKIES.

|                                                   | Per case of quarts.        |  |
|---------------------------------------------------|----------------------------|--|
| Roderick Dhu .....                                | \$0 50 less 3 p.c. 30 days |  |
| Usher's O.V.G. Special Reserve .....              | 9 75                       |  |
| Usher's G.O.H. ....                               | 12 25                      |  |
| Gaelic, Old Smuggler .....                        | 9 75                       |  |
| Greer's O.V.H. ....                               | 9 50                       |  |
| Old Mull .....                                    | 9 75                       |  |
| Sheriff's One Star .....                          | 10 25                      |  |
| " V.O. ....                                       | 10 50                      |  |
| Kilmarnoch .....                                  | 9 75                       |  |
| Doctor's Special .....                            | 10 00                      |  |
| House of Lords .....                              | 10 75                      |  |
| Bulloch, Lade & Co.—                              |                            |  |
| Special blend .....                               | 9 25                       |  |
| Extra special .....                               | 11 00                      |  |
| John Dewar & Sons—                                |                            |  |
| Extra special .....                               | 9 50                       |  |
| Special liqueur .....                             | 12 25                      |  |
| Extra " .....                                     | 16 50                      |  |
| James Ainslie & Co.—                              |                            |  |
| Higbland Dew .....                                | 6 75                       |  |
| Glen Lion, extra special .....                    | 12 50                      |  |
| J. Brown & Co.—                                   |                            |  |
| Duke of Cambridge .....                           | 12 00                      |  |
| Mitchell's—                                       |                            |  |
| Heather Dew .....                                 | 7 00                       |  |
| Special Reserve .....                             | 9 00                       |  |
| Mullmore .....                                    | 6 50                       |  |
| W. Teaches & Sons—                                |                            |  |
| Highland Cream, qts., \$9.50 less 3 p.c. 30 days. |                            |  |

#### CANADIAN WHISKIES.

|                                    | In barrels per gal. |  |
|------------------------------------|---------------------|--|
| Gooderham & Worts, 65 O.P. ....    | \$4 50              |  |
| Hiram Walker & Sons " .....        | 4 50                |  |
| J. P. Wiser & Son " .....          | 4 49                |  |
| J. E. Seagram " .....              | 4 49                |  |
| H. Corby " .....                   | 4 49                |  |
| Gooderham & Worts, 50 O.P. ....    | 4 10                |  |
| Hiram Walker & Sons " .....        | 4 10                |  |
| J. P. Wiser & Son " .....          | 4 09                |  |
| J. E. Seagram " .....              | 4 09                |  |
| H. Corby " .....                   | 4 09                |  |
| Rye, Gooderham & Worts .....       | 2 20                |  |
| " Hiram Walker & Sons .....        | 2 20                |  |
| " J. P. Wiser & Son .....          | 2 19                |  |
| " J. E. Seagram .....              | 2 19                |  |
| " H. Corby .....                   | 2 19                |  |
| Imperial, Walker & Sons .....      | 2 00                |  |
| Canadian Club, Walker & Sons ..... | 3 60                |  |

Less than one bbl. per gallon.

|              |        |
|--------------|--------|
| 65 O.P. .... | \$4 55 |
| 50 O.P. .... | 4 15   |
| Rye .....    | 2 25   |

#### CHAMPAGNE.

The prices below are subject to the trade discount of 5 and 3 per cent.

|                                  | Per Case.                     |  |
|----------------------------------|-------------------------------|--|
| Comte de Castellane—             |                               |  |
| Cuvee Reservee... { Quarts ..... | \$12 50                       |  |
| " " " " { Pints .....            | 13 50                         |  |
| Carte d'Or .....                 | 15 00                         |  |
| Cbampagne Ve Amiot—              |                               |  |
| Carte d'Or .....                 | 16 00                         |  |
| " Blanche .....                  | 13 00                         |  |
| " d'Argent .....                 | 10 50                         |  |
| Pommery—                         |                               |  |
| Sec and Extra Sec .....          | Quarts. \$28 00 Pints \$30 00 |  |
| Mumm's—                          |                               |  |
| Extra Sec .....                  | 28 00 30 00                   |  |
| Moet & Cbandon—                  |                               |  |
| White Seal .....                 | 28 00 30 00                   |  |
| Brut Imperial .....              | 31 00 33 00                   |  |
| Perrier-Jouet—                   |                               |  |
| Frut .....                       | 28 00 30 00                   |  |
| Reserve Dry .....                | 28 00 30 00                   |  |

#### GIN.

|                                | Per Case.       |  |
|--------------------------------|-----------------|--|
| Pollen Zoon—                   |                 |  |
| Red, cases of 15 bottles ..... | \$9 75          |  |
| Green, " 12 " .....            | 4 75            |  |
| Violette, " 12 " .....         | 2 45            |  |
| P. Hoppe " Night Cap " Brand—  |                 |  |
| Red, cases of 15 bottles ..... | 10 50           |  |
| Green, " 12 " .....            | 5 25            |  |
| Yellow, " 15 " .....           | 10 75           |  |
| Blue, " 12 " .....             | 5 40            |  |
| Poney, " 12 " .....            | 2 50            |  |
| Draught—                       |                 |  |
| Hogsheads .....                | Per Gal. \$2 95 |  |
| Quarter casks .....            | 3 00            |  |
| Octaves .....                  | 3 05            |  |
| De Kuyper—                     |                 |  |
| Violet, 2 doz. cases .....     | 5 30            |  |
| Green, " " .....               | 6 00            |  |
| Red, " " .....                 | 11 50           |  |
| White, " " .....               | 4 00            |  |

Terms, net 30 days, 1 per cent. off 10 days. In five-case lots, freight may be prepaid.

| Key Brand—      |       |  |
|-----------------|-------|--|
| Red cases ..... | 10 25 |  |
| Green " .....   | 4 85  |  |
| Poney " .....   | 2 60  |  |

|                          |       |  |
|--------------------------|-------|--|
| Melcher's—               |       |  |
| Infantes (4 doz) .....   | 4 75  |  |
| Picnic .....             | 7 75  |  |
| Poney .....              | 2 60  |  |
| Blue cases .....         | 4 75  |  |
| Green " .....            | 5 50  |  |
| Red " .....              | 10 25 |  |
| Honeysuckle, small ..... | 7 90  |  |
| " large .....            | 15 25 |  |

#### MONTREAL NOTES.

Fraser River salmon catch is good.  
Canned peas are 2 1/2 c. per doz. higher.  
Gallon apples and evaporated apples are scarce.  
Sugars have declined 10c. per 100 lb. all around.  
Beans have advanced from \$1.95 to \$2.10 per 60 lb.

#### NEW BRUNSWICK MARKETS.

#### OFFICE OF THE CANADIAN GROCER.

ST. JOHN, N.B., August 22, 1901.

**B**USINESS has been rather quiet. There is, however, considerable buying being done for fall. Markets are firm with a general upward tendency. This is particularly noticed in beans and oatmeal. In canned goods, peaches, peas and apples are held for higher prices. The card price on sugar is expected to come into use about September 1. There was a meeting of the committee representing the three Provinces in the city this week and everything is moving smoothly. When it is remembered that sugar represents about one-third the

*There is no better trade-winner than  
a good article - Sell your customers  
Blue Ribbon Ceylon Tea  
address orders to 12 Front St. East - Toronto  
and they will receive prompt attention*



# Save Money

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Paper Bags, Twines,  
etc., etc., from

## Douglas AND Ratcliff,

PAPER DEALERS  
AND IMPORTERS

Phone 1773.

30-34 Church Street

TORONTO.

turnover in a grocery business, and that it has been handled at a loss, there is little wonder that the trade wanted a change. Even at the prices which will be charged the profit will be small. But there will be, as there has not been, a margin of profit.

**OIL**—In burning oil, business begins to be more active. The low prices are still quoted. Paint oils are quiet and unchanged. Lubricating oils are quite firmly held. Shipments are light. There is a small inquiry for wax, but candles are dull. Prices are unchanged. Cod oil, for which this is a receiving port, is more freely coming to hand. Prices are still held quite high. Much of this oil is further refined here.

**SALT**—Further arrivals of Liverpool coarse salt are daily expected. Prices are quite firm. Sale continues good. In fine salt, Canadian has steady demand at even figures. We quote as follows: Liverpool coarse, 52 to 58c.; English factory-filled, 95c. to \$1; Canadian fine, \$1 per bag; cheese and butter salt, bulk, \$2.40 per bbl.; 5-lb. bags, \$2.85 to \$2.90 per bbl.; 10-lb. bags, \$2.70 to \$2.75 per bbl.; 20 lb. wood boxes, 22c. each; 10 lb. wood boxes, 14c. each; cartons, \$2 per case of 2 doz.; English bottled salt, \$1.25 to \$1.30 per doz.; mineral rock salt, 60c. per 100 lb. (Selected lumps.)

**CANNED GOODS**—New goods continue to arrive. Several brands of new peas are on the market. The past week has shown quite a call for new goods, because of a stronger feeling manifest in prices. Gallon apples have been more freely bought. Peaches have been advanced in the west. This is quite a large market. Other fruits are lightly handled. New spring salmon, which are here, have a ready sale. Lobsters are not sellers, the high prices of late years killing the demand. It has also brought a quantity of second-grade goods on the market. Domestic sardines have been advanced 25c., but the price is still low. Kipper herring and haddies are short. Prices are firm.

**GREEN FRUITS**—The market is active. Fruit is rather scarce and prices are quite high. Apples are freely received. The New Brunswick crop is short and prices are

firmly held. Californian fruit has a large sale. The quality of fruit is very fine and prices keep high. Pears are the big sellers. There is a large sale for Georgia peaches. Quality A1 melons are small sellers and dealers make no money on them. Bananas are in excellent demand. Oranges, though high, sell quite freely. The quantity imported is small. Lemons are rather easier. They are in fair demand. Delaware grapes have a fair sale.

**DRIED FRUITS**—There is little spot business and it is chiefly for seeded raisins. Stocks in all lines are getting well cleaned up. There has been no money made. New currants have shown quite an advance during the week. Some should be received in a few weeks. Apples and peaches are the only new Californian fruit quoted. The week shows advanced figures. Some should be received early in September. It is expected first shipments of Valencias are on the way. The outlook for raisins is unsettled. Spot Californians—old fruit—have advanced in the west, and it is thought new will open at quite full figures. Prunes also are firmer, and prices for new stock will likely be quite near last year's figure. Evaporated and dried apples are firmer. Spot business is light. New goods will rule quite high.

**DAIRY PRODUCE**—Eggs are rather firmer but there is little if any change in prices. Strictly fresh bring extra figures. In butter good stock is scarce. Prices keep low. Right goods would move freely. Cheese are a light stock in local markets. Twins are demanded. Prices keep quite high though perhaps not as firm.

**SUGAR**—Low prices continue. Some of the best granulated sugar seen is Dutch. If the sugar agreement is to be a success the local refinery wants to be careful of the quality of sugar it turns out. And this depends much on the trade. They should refuse to accept poor sugar.

**MOLASSES**—There is nothing new. Further receipts of Porto Rico are expected. The low prices are held and little prospect of any change. Sales are light.

**FISH**—Dry cod are easier. There are fair receipts and a fair sale. Pollock are unchanged. They are a summer fish.

Smoked herring are dull. Stocks are light. The new pack not yet received. Prices keep quite high. Pickled herring are rather higher and are likely to sell firm. Fresh fish are scarce. There should be shad at this season but none are being received. Pickled shad are likely to be high. We quote as follows. Large and medium dry cod, \$3.75 to \$3.80; small, \$2.50 to \$2.60; haddies, 5 to 5½c.; smoked herring, 12 to 13c.; fresh haddock and cod, 2½c.; boneless fish, 4 to 5c.; pollock, \$1.60 to \$1.65 per 100 lb.; pickled herring, \$2.05 to \$2.15 per half bbl.; Canso herring, \$5 per bbl., \$2.75 halves; Shelburne, \$4.50 per bbl., \$2.25 halves.

**FLOUR, FEED AND MEAL**—There is but a fair business. Flour is tending higher, particularly Ontario. Little change is yet noted in local prices. Oats are very scarce and high. Oatmeal, while high, shows a wide range in price. Business is light. Beans continue to climb. The advance is about \$4 per bbl. Peas are likely to continue high. Good quality stock is hard to get. The high prices in cornmeal are firmly held. Feed is about impossible to get. We quote as follows: Manitoba flour, \$4.60 to \$4.70; best Ontario, \$3.70 to \$3.80; medium, \$3.60 to \$3.70; oatmeal, \$4.20 to \$4.30; cornmeal, \$2.90 to \$3; middlings, \$22 to \$23; oats, 48 to 50c.; hand-picked beans, \$2.30 to \$2.45; prime, \$2.20 to \$2.25; yellow eye beans, \$2.80 to \$3.00; split peas, \$4.10 to \$4.15; barley, \$3.90 to \$4; hay, \$12 to \$14.

### ST. JOHN NOTES.

Northrup & Co. is finding a steady sale for Cottolene—both pails and tins.

The annual meeting of the Maritime Board of Trade opened in Chatham, N.B., on Wednesday, and will continue in session Thursday and Friday.

L. C. Archibald, of The Canada Milk Condensing Co., Antigonish, N.S., was in the city this week. Dearborn & Co. have been appointed their agents here.

W. D. Hooper introduced the Canadian manager for "Sunlight" soap to the trade this week. Mr. Hooper, the representative



for New Brunswick, has worked up a nice business.

Baird & Peters have still some Porto Rico molasses to arrive, and buyers would find it an advantage to have their orders placed so as goods could be forwarded while landing.

### MANITOBA MARKETS.

WINNIPEG, August 19, 1901.

**B**USINESS has been very good all week, and prices are, in almost every instance, firm and steady, or with a tendency to advance.

**FLOUR**—No change of price has occurred during the week. The demand is highly satisfactory to the millers.

**CEREALS**—Market very firm. There is a dearth of rolled oats, and they are very high and hard to obtain. The price is still \$2.25 to \$2.30 per sack. Split peas firm at \$2.50; pot barley, \$2.30 to \$2.40; pearl

**EVAPORATED FRUITS**—Apples are very scarce and the few remaining of last year's crop are held at very high figures. Apricots are 12½ to 13½c. and latest advices from California indicate that all but about 60 cars are out of the growers' hands. Peaches—There has been an increased activity but regular prices are hard to quote. Cables from Greece indicate the damage by rain to the currant crop as serious and the market is firmer in consequence though prices have not advanced. The balance of Valencia stocks are steady but there is a growing eagerness on the part of holders to dispose of the balance of their stocks.

**RICE**—The report of advance in the price of Japan rice is confirmed this week by cable from Kiobe, Japan, the advance being fully ½c. per pound. No real reason is given for the advance.

**TEAS**—Congous are coming in rapidly

farmers mostly trading it out at country stores for groceries.

**CHEESE**—No further change recorded in cheese, the market remaining steady at 7¼ to 7½c.

**EGGS**—Fair supply, but of inferior quality. Price, 12c. Winnipeg.

### NOTES.

The first few loads of the new crop of wheat are on the market and in quite a number of instances the threshing is well under way. The grainmen and millers estimate that about one-half the wheat crop is now cut. One farmer on the Portage Plains yesterday finished cutting his wheat crop of 2,700 acres and will begin threshing on Monday.

There are too many harvest hands coming into the country and many of them are of an undesirable sort. There is beginning to dawn on the minds of the people here the idea that the C.P.R. are making use of the harvest to bring in men to ultimately take the place of the striking trackmen.

Fruitmen are already complaining of the falling off in car service at the Northern Pacific depot since it was taken over by the Canadian Northern. In the days of the Northern Pacific a particularly good service was given on fruit trains. This week, a car of bananas was held here on the track for nearly 24 hours before the houses to whom it was consigned could get delivery, with the result that the fruit missed the Friday branch-line trains, and was so ripe it had to be put on the market here at a reduced figure in order to clear it out. A deputation from the Fruit Exchange waited on Mr. Shaw to-day asking for a remedy of the grievance.

### HUDSON BAY COMPANY'S PICNIC.

The employees of the Hudson Bay Company, Winnipeg, held their annual outing on Thursday, August 15 (Civic Holiday). The weather was absolutely perfect. Commissioner C. C. Chipman invited them to his summer home, the historic Lower Fort Garry, about 20 miles down the Red River. The employees and their friends, to the number of 400, went down in a special train.

Inside the high stone walls of the old fort gaily-colored marquees were erected. There was an abundance of choice viands, fruits of all sorts and every kind of soft drink known to man.

The velvet turf furnished an excellent place for the races and games. The event of the afternoon was a baseball match between a picked team of the employees and the team of the Royal Canadian Dragoons.

The outing had but one fault, it was all too short for the many pleasant things there were to see and do. The employees feel specially grateful to Commissioner Chipman for the courtesy extended.



Sacred Mountain near Tea-producing District, Japan.

barley, \$3.75 to \$4; white beans, \$2.05 to \$2.10; cornmeal, \$1.65 to \$1.70.

**SUGAR**—Firm and unchanged. Granulated, \$5.20; yellow, \$4.35; lumps, \$5.70 barrel; boxes, \$5.80.

**CANNED GOODS**—Situation is practically unchanged. Syndicate continue to control the vegetables, and prices are very stiff. Quite a few sales have been effected, but whether routing instructions have been given is unknown. The 4c. per 100 allowed by the factories is not satisfactory to the jobber here, and there is no question that some other and better arrangement will have to be made to interest the Winnipeg merchants. In fruits, pitted cherries have arrived, but the price is almost, if not altogether, prohibitive, being \$4.90 to \$5 for Bowlby's goods. Reports are circulating freely as to the partial failure of the Ontario peach crop, some reports putting it at 50 per cent.

for the last two weeks and the quality so far is excellent.

**SOAP**—There has been an advance along some lines of soap and further sharp advances may be looked for owing to the increased price of all soap materials.

**GREEN FRUITS**—The supply of all lines from California and Washington are scarcer than last week, plums and peaches being almost unobtainable. However, fruitmen are hopeful that the coming week will be productive of better things. No changes are reported in prices for the week. Ontario tomatoes are arriving in small quantities by express and sell for \$1.75 per basket. The quality is excellent. Southern apples, in barrels, arrived this week and are quoted at \$6.

**BUTTER**—There is little or no change in the situation. Several purchases this week have been made at 16½c. factories. Dairy butter is not arriving in large quantities, the

*To limit office  
5-9-01*



## TRAVELLERS' PICNIC AT LONDON.

THE members of the Canadian Order of the Knights of the Grip are so fond of "the road" that when they did get their holidays, from August 5 to 17, many of them spent a good part of the time "on the move." Several parties visited the Pan-American Exposition during the fortnight, and it would take a good judge to decide who had the largest time, according to reports. On the last day of the fortnight a trainload of them went up from Toronto to London to hold the second annual picnic of the order in company with their London brethren.

Practically every branch of trade was represented in the Toronto party, and as the majority of them were veterans in both years and experience, many a good story was told and many interesting experiences related.

The reception at London was what might be expected when travellers welcome travellers. After luncheon, a procession was held through the main streets, after which cars were taken to Springbank Park, where the games were conducted.

The Toronto and London travellers were pitted against each other in three contests—a tug-of-war, a baseball match, and a game of rounders. The baseball game was well contested, but the London men seemed to have had more practice, and won out with a score of 9 to 5. The London men also won the tug-of-war. The game of rounders was not only interesting but at times exciting. Owing to one of the heavy-weights sitting on the ball and bursting it, the game had to be left unfinished. This was aggravating to several of the Toronto players, as the score was 13 to 12 in favor of London, and they felt confident that they could pull down that small lead and ultimately win out.

Another exciting event was the chase of a greased porker. In fact, its capture was the climax in the fun for the day. Several thousand people witnessed the games. The winners of the day were as follows:

100 yards' race; travelling men only—1, H. A. Turner; 2, R. Ripley.

75 yards' four-legged race; badge-holders—1, G. Hamilton, H. A. Hamilton and R. Ripley.

25 yards' wheelbarrow race, travellers only—1, B. Lind and Johnston; 2, F. Carnall and Russell.

100 yards' race, wholesale employes and travellers—1, R. H. Chapman; 2, E. Best.

25 yards' and return, jockey race, open to badge-holders—1, Obernesser and Obernesser.

50 yards' race, travellers over 50 years of age—1, W. J. Anderson; 2, B. S. Switzer.

100 yards' race, hotelmen only—1, J. Obernesser; 2, R. J. Thompson, Strathroy.

20 yards' race, rolling the barrel—1, Russell; 2, Carnall.

75 yards' race, travellers over 200 lb.—1, T. Mortimer; 2, J. W. Couse.

50 yards' obstacle race, employes of wholesales and badge-holders—1, F. Carnall; 2, W. J. Obernesser; 3, H. Peel.

75 yards' race, committeemen only—1, H. Southam; 2, H. Turner.

50 yards' race, all aboard, travellers only—1, M. McDougall; 2, S. Mannes.

50 yards' race, girls under 15—1, Carrie Fitchett; 2, Flo. Hardy; 3, Helen McNiff.

75 yards' race, boys under 15—1, Chas. Clark; 2, Fred Arsott; 3, C. Brennan.

Tilting the ring, wholesale employes and travellers—1, Hyman and Buttery; 2, Matthews and McDonald.

50 yards' race, egg and spoon, badge-holders—1, T. Hamilton; 2, A. F. Hamilton.

100 yards' race, square heel and toe, judges only—1, Hyman; 2, Pocock.

Catching a greasy pig, open to the world—Frank Robertson.

## CLEMES BROS. REMOVING.

Clemes Bros., wholesale fruiterers, Toronto, have decided to remove into larger premises. They have secured the large building at the south east corner of Church and King streets, and hope to occupy these premises about October 1. The business will be continued as a strictly wholesale concern.

## HINTS TO BUYERS.

Contributors are requested to send news only not puffs of goods they handle, or the arrival of standard goods that everyone has in stock, or that they are offering goods at close figures, or that they have had an unusually large sale this season.

W. H. Gillard & Co. are showing exceptional value, they state, in cheap pickles of excellent quality.

"Condor" mustard, to be obtained from E. D. Marceau, is giving excellent satisfaction. Those who have tried it are well pleased with its merits.

John Sloan & Co. are getting into shape for handling a big quantity of "Boston Luxury" coffee this fall.

Gallon apples and evaporated apples, the latter in 50-lb. boxes, are being offered by W. H. Gillard & Co. at advantageous prices.

John Sloan & Co. have received a car of molasses put up in the neatest and cleanest packages they have ever sold.

E. D. Marceau reports his "Condor LX" tea, in 1-lb. and ½-lb. packages, to be selling fast, the second lot now being almost all delivered.

B. Trudel, of L. Chaput, Fils & Cie., Montreal, left that city on Saturday for Sault Ste. Marie, Winnipeg and British Columbia. They ask their friends to wait for him as he has many bargains to offer.



## CLOTHES PINS...

Selected and full count, in packages of 4 doz.—6 doz.—12 each to a case.

This makes a very attractive shelf display line. Also in cases of 5 gross, large and small sizes. Ask for quotations.

BOECKH BROS. & COMPANY,  
TORONTO.

Manufactured by  
WM. CANE & SONS MFG. CO.,  
Limited,  
NEWMARKET.

## GOOD NEWS

should be told, and so with us

## VICTORINE

The Clothes Washer is good news to thousands of women.

Do you sell it?

Write for samples.

**VICTORINE** (Incorporated)  
MONTREAL.



DWIGHT'S

SODA

FREE

It is a good time to distribute our free books of Receipts and useful information. They are always acceptable. If your supply is out, you might write for some, and don't let your stock run down of

Dwight's Cow Brand Soda

JOHN DWIGHT & CO..

34 Yonge St., TORONTO.

Agencies in all leading centres.

**GRIMBLE'S** English Malt  
Six GOLD Medals **VINEGAR**

GRIMBLE & CO., Limited, London, N.W., Eng.



## WASHED AND UNWASHED COFFEE.

A WESTERN subscriber writes: "I would like to know what washed coffee is, the process, and how does it affect coffee. Some claim it damages it, while others say it improves it."

We judge that the contradictory statements which our friend refers to come from salesmen or other people interested in one line of coffee as against another. We do not think either statement is based on exact knowledge of the changed quality of a coffee prepared for market in one case with washing and in another case without. Few people have a chance to make a proper test of this sort, as the coffees which come to us from a given plantation are always either washed or unwashed, depending on the abundance of water at that particular place.

If the planter has plenty of water he washes his coffee, for the simple reason that this gives a product which will command a higher price. It doesn't matter to him, or to the dealer, whether the washing helps the coffee or hurts it. It certainly helps the price; and this, of course, means that most buyers think the washing process is really a benefit to the coffee.

Washing certainly improves the appearance of a coffee very much, giving it a better color, a better surface, and, particularly, a white centre which shows out very prettily in the roasted beans. Perhaps the whole demand for washed coffees is based on this improvement in appearance. The general idea is that the drink quality also, is improved, but this, as we said before, is usually merely an impression, and is not based on comparative tests of the same crop of the same coffee, washed and unwashed. Some coffee men think there is no improvement in quality by washing. We do not know that any good judges consider that washing really hurts the quality of a coffee.

As to details of the washing process, these differ greatly in different countries and plantations. The older method was to treat the coffee in a big trough or vat, water being run in at one end and out at the other. Now washing machines are often used, consisting of a long cylinder with a revolving shaft through the centre carrying discs or paddles by which the coffee is thoroughly stirred through the water, both coffee and water passing through the cylinder from one end to the other. These machines operate on coffee which has already been pulped. Ripe coffee cherries are pulped by means of a revolving disc working in a fixed hopper, into which the coffee is fed, and with it, usually, a stream of water. This operation breaks the cherry open and in the subsequent washing the pulpy matter which envelops the seeds is further loosened and partly carried away. It is this wet separation of the sticky pulp from the seeds, instead of allowing it to dry on them and be removed later with the parchment in the hulling operation, which makes the distinction between washed and unwashed coffees. The dry method must be followed in most plantations because water is scarce; and the coffee so finished seems to be perfectly good, though not so attractive as when washed.

If the pulping is done with a good stream of water, even if there be no regular washing afterwards, the coffee may get something of the improved appearance sought for by washing, and it is sometimes diffi-

cult to tell whether a coffee has been regularly washed or only pulped with a liberal water supply. The judge of coffee has no trouble, however, in telling the difference between a washed coffee and one that has had the pulp removed dry.

One improvement in the quality of many washed coffees, prepared by the earlier method, was the separation of light berries by the skimming or floating of them off from the washing tank. This gave the washed coffees a reputation for soundness and uniformity, and freedom from quakers, which they may not have a right to when treated in the newer washing machines.

Whether coffee is washed or not it has to be dried, and there is a sort of fermentation which goes on during washing and drying, about which coffee planters have various ideas, just as is the case in the curing of tea leaves. There is no reason to doubt that this fermentation in the separation of the coffee pulp has an important effect on the drink value of the coffee beans, and this is the point probably which needs to be studied most carefully—by tests which are really scientific—in order to arrive at the very best method of producing dried, parchment coffee.

A great part of the coffee crop is still dried in the sun on a paved court or "patio"; but where the coffee is machine-washed, it is more common to use a steam dryer, and, preceding this, to use a centrifugal separator to throw off the loose water mechanically.

A considerable part of the coffee crop is now washed, though we do not know of figures giving the exact proportion. Perhaps it is as much as 10 per cent. of the whole. Nearly all Central American coffees are washed, Guatemalas particularly; also most of Bogotas. Washed Mexicans show equal improvement, but lack of water causes most Mexicans to be shipped unwashed. The great part of the Brazil crop is not washed, but the percentage of washed coffee is increasing, because practically any sort of coffee so treated commands a better price.—The Spice Mill.

### A TEA GROWER'S SOLILOQUY.

Tea Trust, or no Tea Trust? that is the question. Whether it is wiser for us all, to suffer The kicks and claims of exacting Jobbers, Or to combine and ship 'em what we please Obvious of their growls. To taste—to smell, No more, but lie in chairs and smoke, Or go to Nikko like the Diplomats, And let experts and the Japanese Do what they d—d well please. 'Tis a consummation devoutly to be wished. To smoke, to sleep—to sleep, perchance to dream! Ay, there's the rub, for in that sleep What dreams may come, of Ceylon Teas And China Greens out-knocking fair Japans? And then to wake and find that "Trust," And "Bust," have rhymed, and all our hard-won Trade has vanished. Then the sad Tea Man Will his quietus make with a bare teaspoon! Who would not join a Trust, then grunt and sweat At matching teas that never can be matched, But that the fear of something by and bye: That plausible promoters may depart and seek The undiscover'd country, from whose bourne They never will return—puzzles us all, And makes us rather bear the ills we have, Than fly to others that we know not of.

—Japan Daily Herald.

### SHERIFF'S SALE OF TEAS.

Will be sold at public auction at a rate on the dollar, at 12 o'clock noon, on Tuesday, 27th of August, at City Sheriff's Office, Court House, Toronto; small stock well-selected teas, coffees, etc., \$401.25; furniture, \$100.00.

Terms cash. Inventory and stock can be inspected on application to sheriff.

**COX'S GELATINE** Always Trustworthy  
ESTABLISHED 1725.

Agents for Canada:

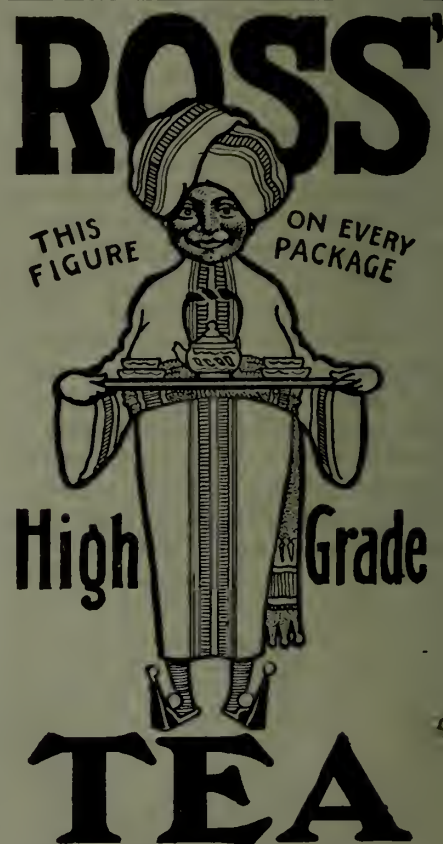
C. E. COLSON & SON, Montreal.

D. MASSON & CO., Montreal.

ARTHUR P. TIPPET & CO.,  
Toronto, St. John, N.B., and Montreal

Perhaps you haven't yet had the opportunity of getting acquainted with our "LORD ROBERTS" CEYLON TEA. It is a winner, and, while it retails at only 25c., you would really think it worth 40c., to look at it, and if you drew it your opinion would not change. It is not a Blend, just a straight tea, in 90-lb. chests. It has been a leader with us for 12 months, and the success we have had is great. If you should be a little doubtful about your 25c. bulk tea, give this a trial.

**JOHN SLOAN & CO.**  
TORONTO.



"YELLOW" means a newspaper that unduly exaggerates.

It could also be applied to some packers of tea with out losing any of its force.

We have not got the largest sale of tea in "the world," but we do claim to put up the only Pure Ceylon tea in Canada, and everybody knows that "Ceylon" is the best tea sold.

THE ROSS TEA CO., - - TORONTO.



August 22, 1901.

Goods in large lots and for prompt pay are generally obtainable at lower prices. All quotations for staple products are under the direct control of the Editors, who call daily upon all the leading houses in the principal centres.

## HARDWARE PAINTS AND OILS

|                                        |        |  |        |       |        |
|----------------------------------------|--------|--|--------|-------|--------|
| Wire nails, base.....                  | \$2 85 |  | \$2 85 |       | \$3 20 |
| Cut nails, base.....                   | 2 35   |  | 2 35   |       | 2 65   |
| Barbed wire, per 100-lb.               | 3 05   |  | 3 05   | \$ 50 | 3 75   |
| Oiled and Annealed Wire,<br>No. 9..... | 2 80   |  | 2 80   |       |        |
| White lead, Fur.....                   | 6 25   |  | 6 37½  |       | 6 80   |
| Lined oil, 1 to 4 bbls., raw ..        | 83     |  | 81     |       | 84     |
| " " " boiled ..                        | 86     |  | 84     |       | 87     |
| Turpetine, single bbls. ....           | 55     |  | 55     | 57    | 58     |

## SYRUPS AND MOLASSES

|                             |        |    |        |        |
|-----------------------------|--------|----|--------|--------|
| <b>Syrups-</b>              |        |    |        |        |
| Dark                        | 17%    | 30 | 32     |        |
| Medium                      | 2 3/4% | 35 | 37     |        |
| Bright                      | 2 3/4% |    | 37     | 36 1/4 |
| Corn Syrup, barrel, per lb. | 2      |    | 3      | 36 3/8 |
| " " 1/2 bbls. "             | 3 1/2% |    | 3%     |        |
| " " kegs                    | 3 1/4% |    | 3 1/4% |        |
| " " 3 gal. pails, each      | 1 40   |    | 1 40   |        |
| " " 2 gal.                  | 1 05   |    | 1 05   |        |
| <b>Honey</b>                |        |    |        |        |
| " 25-lb. pails              | 90     |    | 1 00   |        |
| " 38-lb. pails              | 1 20   |    | 1 40   |        |

## CANNED MEATS

|                                 |       |        |        |        |        |        |
|---------------------------------|-------|--------|--------|--------|--------|--------|
| Comp. corn beef, 1-lb. cans.... | 1 50  | \$1 85 | \$1 60 | \$1 65 | \$1 60 | \$1 70 |
| " " 2-lb. cans.....             | 2 75  | 3 30   | 2 85   | 3 00   | 2 60   | 2 90   |
| " " 6-lb. cans.....             | 8 50  | 11 00  | .....  | 8 25   | 8 75   | 9 25   |
| " " 14-lb. cans.....            | 20 00 | 24 50  | .....  | 19 50  | 20 00  | 21 00  |
| Minced callops, 2-lb. can.....  | ..... | 2 75   | .....  | 2 60   | 2 50   | 2 80   |
| " " 1-lb. can.....              | 3 00  | 3 90   | .....  | 3 00   | 3 00   | 3 25   |
| " " 2-lb. can.....              | 6 00  | 7 90   | .....  | 7 00   | 5 80   | 6 00   |
| English brawn, 2-lb. can.....   | 2 40  | 2 75   | .....  | 2 45   | 2 75   | 2 80   |
| Camp sausage, 1-lb. can.....    | ..... | .....  | .....  | 2 50   | 2 50   | .....  |
| " " 2-lb. can.....              | ..... | .....  | .....  | 4 00   | 4 00   | .....  |
| Soups, assorted, 1-lb. can..... | 1 15  | 1 50   | .....  | 1 50   | 1 40   | .....  |
| " " 2-lb. can.....              | 2 40  | 2 45   | .....  | 2 20   | 2 25   | .....  |
| Soups and Boull, 2-lb. can..... | 1 75  | 2 50   | .....  | 1 80   | 1 75   | .....  |
| " " 6-lb. can.....              | 3 50  | 5 85   | .....  | 4 50   | 4 25   | 4 50   |
| Sliced smoked beef, 1/2 lb..... | 1 65  | 1 70   | 1 65   | 1 70   | .....  | 2 00   |
| " " 1 lb.....                   | 2 75  | 3 10   | 2 80   | 2 95   | .....  | 3 25   |

## FRUITS

| Foreign                    |                     |       |       |       |       |            |
|----------------------------|---------------------|-------|-------|-------|-------|------------|
| Currents, Provincials, bbl | .....               | ..... | ..... | ..... | 12    | 12½        |
| "                          | ¼-bbls.             | ..... | ..... | ..... | ..... | .....      |
| "                          | Fillatras, bbls.    | ..... | 10    | ..... | ..... | .....      |
| "                          | ¼-bbls.             | ..... | 10    | ..... | ..... | .....      |
| "                          | cases.              | ..... | 10    | ..... | 10    | .....      |
| "                          | ¼-cases.            | ..... | 10½   | ..... | 10    | 12½        |
| "                          | Patras, bbls.       | ..... | ..... | ..... | ..... | 12         |
| "                          | ¼-bbls.             | ..... | ..... | ..... | ..... | .....      |
| "                          | cases.              | ..... | 11    | 11    | 11½   | .....      |
| "                          | ¼-cases.            | ..... | 11    | 11    | 11½   | .....      |
| Vostlzas, cases.           | .....               | 14    | 15    | 12    | 14    | .....      |
| Dates, Hallowees.          | .....               | ..... | 3½    | 4     | ..... | 3½         |
| "                          | Salrs               | ..... | 3     | 3½    | 4     | .....      |
| Flgs, 10-lb. boxes.        | .....               | 70    | 90    | 9½    | 12    | 10 12      |
| "                          | Mats, per lb.       | ..... | 8½    | 3½    | 3½    | .....      |
| "                          | 7 cr, 28-lb. boxes  | ..... | ..... | ..... | 16    | .....      |
| "                          | 1-lb. glove boxes   | ..... | ..... | ..... | 12    | 10 12      |
| Prnnes, California, 30's   | .....               | ..... | 8     | 8     | 8½    | 10 12      |
| "                          | 40's                | ..... | 7½    | 7½    | 8     | 9          |
| "                          | 50's                | ..... | 7½    | 7     | 7½    | 8          |
| "                          | 60's                | ..... | 7     | 6     | 7     | 7½         |
| "                          | 70's                | ..... | 6½    | 6     | 6½    | 7          |
| "                          | 80's                | ..... | 6     | 5½    | 6     | 6½         |
| "                          | 90's                | ..... | 5½    | 5     | 5½    | 6          |
| "                          | 100's               | ..... | 5     | 4½    | 5     | .....      |
| "                          | Bosnla, A's         | ..... | ..... | ..... | 9     | .....      |
| "                          | B's                 | ..... | ..... | 7½    | 8     | .....      |
| "                          | U's                 | ..... | 5     | 6½    | 6½    | .....      |
| "                          | French, 50's        | ..... | ..... | ..... | ..... | .....      |
| "                          | 110's               | ..... | 3½    | 3½    | 3½    | .....      |
| Raisins, Fine off stalk    | .....               | 5     | 5½    | ..... | 5½    | 8 8½       |
| "                          | Selected            | ..... | 5½    | 6     | 6½    | 9 9½       |
| "                          | Selected layers.    | ..... | 6     | 6½    | 7½    | .....      |
| "                          | Sultanas            | ..... | 8     | 10    | 9     | 12 10 10   |
| "                          | California, 2-crown | ..... | 5     | 5½    | ..... | 9 9½       |
| "                          | 3-crown             | ..... | 6     | ..... | 7½    | 8½ 9       |
| "                          | 4-crown             | ..... | 6½    | ..... | 8½    | 9 9½       |
| "                          | seeded, 3-cr.       | ..... | 9½    | 10    | 11    | 10 10½     |
| "                          | Malaga, Lion layers | ..... | 1 50  | ..... | 2 00  | 2 25 12 40 |
| "                          | Black baskets       | ..... | ..... | ..... | 2 25  | 2 50 2 75  |
| "                          | Blue baskets        | ..... | ..... | ..... | ..... | 2 80 3 00  |
| "                          | Dehesa clnsters.    | ..... | ..... | 3 00  | 4 00  | 3 25 3 50  |
| "                          | Choice clnsters.    | ..... | 2 75  | 3 00  | 3 00  | .....      |

## PROVISIONS

|                               |       |       |       |             |
|-------------------------------|-------|-------|-------|-------------|
| Dry Salted Meats—             |       |       |       |             |
| Long clear bacon .....        | 10    | 11    | 11½   | .....       |
| Smoked meats—                 |       |       |       |             |
| Breakfast bacon .....         | 14    | ..... | 14    | .....       |
| Rolls .....                   | 11    | ..... | 12    | 11 12       |
| Medium Hams .....             | 13 14 | 13½   | 14 14 | 14          |
| Large Hams .....              | ..... | 12½   | 13    | .....       |
| Shonider hams .....           | 11    | ..... | 1½    | 8 9         |
| Backs .....                   | ..... | ..... | 15    | .....       |
| Meats out of pickle 1c. less. |       |       |       |             |
| Barrel Pork—                  |       |       |       |             |
| Canadian heavy mess .....     | 19 50 | ..... | 20 00 | 19 00 19 50 |
| " short cut .....             | 20 00 | ..... | 21 00 | 19 00 20 50 |
| Plate beef .....              | 12 50 | 18 50 | 12 50 | 14 00 14 50 |
| Lard, tierces per lb. .....   | ..... | 11    | ..... | 11 11½      |
| Tubs .....                    | ..... | ..... | 11½   | 11½ 12½     |
| Pails .....                   | 11½   | ..... | 11½   | 11½ 12½     |



Subscribers wanting goods or special quotations on anything anywhere in Canada at any time, can get them by mail or wire by corresponding with THE CANADIAN GROCER, Toronto or Montreal.

IT doesn't matter whether it is a case of being **TOO FAT** or **TOO THIN**  
Bread, Cakes, etc., made from

## "SUPERIOR GLUTEN FLOUR"

Will restore nature to its normal condition.

Samples and prices on application to

**E. A. SHOEBOOTHAM**  
CANADIAN AGENT,  
St. James' Park, LONDON, Canada.



## Geo. Stanway & Co.

Brokers and  
General Commission Merchants

Teas, Sugars, Molasses, | 46 Front St. East,  
Canned Goods | **TORONTO.**

Correspondence Solicited.

## For Catchy Money-Making Lines in BISCUITS

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QUELPH, ONT.

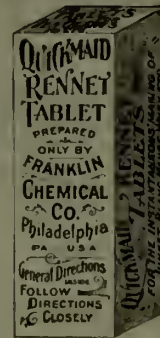
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## Smyrna Figs.

Special low quotations for  
first quality natural fruit,  
to arrive ex. direct  
steamer.

**WARREN BROS. & CO.**  
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## QUICKMAID RENNET TABLETS



Make delicious desserts in  
ten minutes.

A book of recipes goes  
with each package.

The most reliable Rennet  
Tablets on the market. For  
sale by all wholesalers.

Retails at  
**10 Tablets for 10 Cents.**

## SLEE, SLEE & CO.,

Limited

Tower Bridge Brewery,  
LONDON, ENG.

## FOR English Malt Vinegars.

Ontario Agents

**John W. Bickle & Greening.**  
HAMILTON AND TORONTO.

From whom Samples and Prices can be obtained.

| COFFEE                               |        | Montreal. |  | Toronto. |        | St. John,<br>Halifax. |        |
|--------------------------------------|--------|-----------|--|----------|--------|-----------------------|--------|
| Green—                               |        |           |  |          |        |                       |        |
| Mocha.....                           |        | 24        |  | 23       | 28     | 25                    | 30     |
| Old Government Java.....             |        | 27        |  | 22       | 30     | 25                    | 30     |
| Rio.....                             |        | 10        |  | 7 1/2    | 9 1/2  | 12                    | 13     |
| Santos.....                          |        |           |  | 9 1/2    | 10 1/2 |                       |        |
| Plantation Ceylon.....               |        | 29        |  | 26       | 30     | 29                    | 31     |
| Porto Rico.....                      |        |           |  | 22       | 25     | 24                    | 28     |
| Guatemala.....                       |        |           |  | 22       | 25     | 24                    | 26     |
| Jamaica.....                         |        | 18        |  | 15       | 20     | 18                    | 22     |
| Maracahio.....                       |        | 13        |  | 13       | 18     | 13                    | 15     |
| NUTS                                 |        |           |  |          |        |                       |        |
| Brazil.....                          |        |           |  | 15       | 16     | 8 1/2                 | 9      |
| Valencia shelled almonds.....        | 31     | 31        |  | 30       | 33     | 22                    | 25     |
| Tarragona almonds.....               | 11 1/2 | 12 1/2    |  | 13       | 14     | 13                    | 15     |
| Formegetta almonds.....              |        |           |  |          | 14 1/2 |                       |        |
| Jordan shelled almonds.....          |        | 40        |  | 40       | 43     |                       |        |
| Peanuts (roasted).....               | 7 1/2  | 8         |  | 8        | 10     | 9                     | 10     |
| " (green).....                       | 6 1/2  | 7         |  | 7        | 9      |                       |        |
| Cocoanuts, per sack.....             |        | 3 00      |  |          | 3 75   | 3 50                  | 4 00   |
| " per doz.....                       |        |           |  |          | 60     | 60                    | 70     |
| Grenoble walnuts.....                | 9 1/2  | 10        |  |          | 12 1/2 | 9                     | 12     |
| Marbot walnuts.....                  |        | 9 1/2     |  |          | 11 1/2 | 9                     | 10     |
| Bordeaux walnuts.....                | 7      | 8         |  |          | 9      | 9                     | 10     |
| Sicily filberts.....                 | 9      | 10        |  |          | 10 1/2 | 9                     | 10     |
| Naples filberts.....                 |        |           |  | 10       | 11     | 10                    | 11     |
| Pecans.....                          | 10     | 12        |  | 13       | 15     | 12                    | 14     |
| Shelled Walnuts.....                 | 19     | 20        |  | 20       | 25     |                       |        |
| SODA                                 |        |           |  |          |        |                       |        |
| Bl-carb, standard, 112-lb. keg.....  | 1 65   | 1 80      |  | 2 00     | 2 25   | 1 70                  | 1 75   |
| Sal soda, per bbl.....               | 70     | 75        |  | 80       | 90     | 85                    | 90     |
| Sal Soda, per keg.....               | 95     | 1 00      |  | 1 00     | 95     | 1 00                  |        |
| Crannlated Sal Soda, per lb.....     |        |           |  |          | 1      |                       |        |
| SPICES                               |        |           |  |          |        |                       |        |
| Pepper, black, ground, in kegs.....  |        |           |  |          |        |                       |        |
| " palls, boxes.....                  | 16     | 18        |  | 18       | 14     | 15                    |        |
| " in 5-lb. cans.....                 | 14     | 17        |  | 19       | 15     | 16                    |        |
| " whole.....                         | 15     | 17        |  | 19       | 12     | 13                    |        |
| Pepper, white, ground, in kegs.....  |        |           |  |          |        |                       |        |
| " palls, boxes.....                  | 26     | 27        |  | 26       | 27     | 24                    | 26     |
| " 5-lb. cans.....                    | 25     | 26        |  | 25       | 26     | 20                    | 22     |
| " whole.....                         | 23     | 25        |  | 23       | 25     | 20                    | 22     |
| Aliger, Jamaica.....                 | 19     | 25        |  | 22       | 25     | 20                    | 25     |
| Cloves, whole.....                   | 12     | 30        |  | 14       | 35     | 18                    | 20     |
| Pure mixed spice.....                | 25     | 30        |  | 25       | 30     | 25                    | 30     |
| Cassia.....                          | 13     | 18        |  | 20       | 40     | 16                    | 20     |
| Cream tartar, French.....            | 25     | 24        |  | 25       | 20     | 22                    |        |
| " " best.....                        | 28     | 25        |  | 30       | 25     | 30                    |        |
| Allspice.....                        | 10     | 15        |  | 13       | 16     | 16                    | 18     |
| WOODENWARE                           |        |           |  |          |        |                       |        |
| Palls, No. 1, 2-hoop.....            | 1 90   |           |  | 1 60     |        | 1 90                  |        |
| " " 3-hoop.....                      | 2 05   |           |  | 1 75     |        | 2 05                  |        |
| " half, and covers.....              | 1 75   |           |  | 1 70     |        | 1 75                  |        |
| " quarter, jam and covers.....       | 1 45   |           |  | 1 20     |        | 1 45                  |        |
| " candy, and covers.....             | 2 70   | 3 20      |  | 1 75     | 2 70   | 3 20                  |        |
| Tubs No. 0.....                      |        | 11 00     |  |          | 8 50   | 11 00                 |        |
| " " 1.....                           |        | 9 00      |  |          | 7 00   | 9 00                  |        |
| " " 2.....                           |        | 8 00      |  |          | 6 25   | 8 00                  |        |
| " " 3.....                           |        | 7 00      |  |          | 5 35   | 7 00                  |        |
| PETROLEUM                            |        | Montreal. |  | Toronto. |        | St. John,<br>Halifax. |        |
| Canadian water white.....            | 11 1/2 | 15 1/2    |  |          | 17 1/2 | 16                    | 16 1/2 |
| Sarnia water white.....              | 16     | 17        |  |          | 16 1/2 | 16                    | 16 1/2 |
| Sarnia prime white.....              |        | 19        |  |          | 15 1/2 | 16                    | 16 1/2 |
| American water white.....            |        |           |  |          | 17 1/2 | 17                    | 17 1/2 |
| Pratt's Astral (barrels extra).....  | 18 1/2 | 19        |  |          | 17 1/2 | 18                    | 18 1/2 |
| Black— TEAS                          |        |           |  |          |        |                       |        |
| Congou—Half-chests Kalsow.....       |        |           |  |          |        |                       |        |
| Moning, Paking.....                  | 13     | 60        |  | 12       | 60     | 11                    | 40     |
| Caddies Paking, Kalsow.....          | 17     | 40        |  | 18       | 50     | 15                    | 40     |
| Indian—Darjeelings.....              | 35     | 55        |  | 35       | 55     | 30                    | 50     |
| Assam Pekoes.....                    | 20     | 40        |  | 20       | 10     | 18                    | 40     |
| Pekoe Sonchong.....                  | 18     | 25        |  | 18       | 25     | 17                    | 24     |
| Ceylon—Broken Pekoes.....            | 35     | 42        |  | 35       | 42     | 34                    | 40     |
| Pekoes.....                          | 20     | 30        |  | 20       | 30     | 20                    | 30     |
| Pekoe Souchong.....                  | 17 1/2 | 40        |  | 17       | 35     | 17                    | 35     |
| China Greens—                        |        |           |  |          |        |                       |        |
| Gunpowder—Cases, extra first.....    | 42     | 50        |  | 42       | 50     |                       |        |
| Half-chests, ordinary firsts.....    | 22     | 28        |  | 22       | 28     |                       |        |
| Young Hyson—Cases, sifted.....       |        |           |  |          |        |                       |        |
| extra firsts.....                    | 42     | 50        |  | 42       | 50     |                       |        |
| Cases, small leaf, firsts.....       | 35     | 40        |  | 35       | 40     |                       |        |
| Half-chests, ordinary firsts.....    | 22     | 38        |  | 22       | 38     |                       |        |
| Half-chests, seconds.....            | 17     | 19        |  | 17       | 19     |                       |        |
| " thirds.....                        | 15     | 17        |  | 15       | 17     |                       |        |
| " common.....                        | 13     | 14        |  | 13       | 14     |                       |        |
| Pingsueys—                           |        |           |  |          |        |                       |        |
| Young Hyson, 1/2-chests, firsts..... | 28     | 32        |  | 38       | 32     | 30                    | 10     |
| " " " seconds.....                   | 16     | 19        |  | 16       | 19     |                       |        |
| " Half-boxes, firsts.....            | 28     | 32        |  | 28       | 32     |                       |        |
| " " " seconds.....                   | 16     | 19        |  | 16       | 19     |                       |        |
| Japans—                              |        |           |  |          |        |                       |        |
| 1/2-chests, finest May pickings..... | 38     | 40        |  | 38       | 40     |                       |        |
| Choice.....                          | 32     | 36        |  | 33       | 37     |                       |        |
| Finest.....                          | 28     | 30        |  | 30       | 32     |                       |        |
| Fine.....                            | 25     | 27        |  | 27       | 30     |                       |        |
| Good medium.....                     | 22     | 24        |  | 25       | 28     |                       |        |
| Medium.....                          | 19     | 20        |  | 21       | 23     |                       |        |
| Good common.....                     | 16     | 18        |  | 18       | 20     |                       |        |
| Common.....                          | 13     | 15        |  | 15       | 17     |                       |        |
| Nagasaki, 1/2-chests, Pekoe.....     | 16     | 22        |  |          |        |                       |        |
| " " Oolong.....                      | 14     | 15        |  |          |        |                       |        |
| " " Gunpowder.....                   | 16     | 19        |  |          |        |                       |        |
| " " Siftings.....                    | 7 1/2  | 11        |  |          |        |                       |        |
| RICE, MACARONI,<br>SAGO, TAPIOCA.    |        |           |  |          |        |                       |        |
| Rice—Standard B.....                 | 3 00   | 3 10      |  | 3 1/2    | 3 25   | 3 40                  |        |
| Patna, per lb.....                   | 4 25   | 4 50      |  | 4 1/2    | 5      | 5 6                   |        |
| Japan.....                           | 4 40   | 4 90      |  | 5 1/2    | 5      | 5 6                   |        |
| Imperial Seeta.....                  | 4 60   | 4 90      |  | 4 1/2    | 5 1/2  | 5 6                   |        |
| Extra Burma.....                     |        |           |  | 4 1/2    | 4 1/2  | 4 1/2                 |        |
| Java, extra.....                     |        | 5 1/2     |  | 6        | 6 1/2  | 6 1/2                 |        |
| Macaroni, dom'ic, per lb., bulk..... | 5      | 6         |  | 7 1/2    | 7 1/2  | 7 1/2                 |        |
| " Imp'd, 1-lb. pkg., bulk.....       | 8      | 12        |  | 9        | 10     |                       |        |
| " " " Italian.....                   | 8      | 10        |  | 11       | 12 1/2 |                       |        |
| Sago.....                            | 3 1/2  | 4         |  | 4 1/2    | 4 1/2  | 5                     |        |
| Tapioca.....                         | 3 1/2  | 4         |  | 4 1/2    | 4 1/2  | 5                     |        |



# HOLIDAYS ARE NOW OVER.

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We want to talk business and offer you bargains in many lines which cannot last long, on account of low prices.

## We Offer:

600 Boxes Dufour French Prunes, 25 lbs.

300 Boxes California Prunes, - 25 lbs.

Santa Clara Prunes, 30/40, 40/50, 50/60, 60/70, 100/110.

50 Bales Pure Mayette Grenoble Walnuts.

50 Cases Shelled Walnuts.

300 Boxes, 7 lbs. each, Finest English and Dripped Peels.

75 Boxes, 10 lbs. each, Finest Dimbola Citron Peels.

150 Boxes, Nice Lot of Sultana Raisins.

100 Boxes, 36 1-lb. Cartoons, California Seeded Raisins.

550 Boxes G. & S. 3-Crowns Loose Muscatels.

50 Boxes G. & S. 4-Crowns Loose Muscatels.

50 Boxes G. & S. 2-Crowns Loose Muscatels.

All these goods are in first class condition and kept in cold storage.

We have also a full assortment of 1900 pack Canned Vegetables, Fruits, and Salmon.

Ask our prices on new pack Canned Goods.

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## A SNAP:

500 Boxes Merles F.O.S. Valencia Raisins, - \$1.00

30 Cases "Gee Whiz," - - - case, 2.50

---

## PRICES LOW.

We are sellers.

We want to clear everything.

---

# L. Chaput, Fils & Cie.,

Wholesale Importers,

 **Montreal**

## THE PROVISION TRADE.

The Markets—Winnipeg Provision Man Dead—Miscellaneous Notes.

### WINNIPEG PROVISION MAN DEAD.

HERE died in Winnipeg last week one of the most familiar figures among business men in that city—P. Gallagher, sr., of P. Gallagher & Sons, wholesale and retail meat merchants.

Mr. Gallagher, as his name indicates, was an Irishman by birth, but had spent nearly all his life in Canada. He came to Winnipeg in the year 1880 from the Maritime Provinces, where he had been in the same line of business. From the first he was very successful. He was known from one end of the country to the other as a shrewd, careful and fair buyer. He handled large contracts for the Government and also for railway and other contractors.

Mr. Gallagher was an ardent Conservative in politics, and had been a life-long friend and supporter of the late Sir John A. Macdonald. Having the ready wit and the gallantry of speech so common to his countrymen, he had many friends. He leaves a widow, six sons and four daughters to mourn his loss. The funeral was one of the largest in the city for some time.

### BARREL PORK FOR CANADIAN LUMBER CAMPS.

"One result of the shortage of barrel pork in Canada," said a Toronto provision dealer this week, "is that United States packers are here trying to get a share of the lumber-camp-supply trade. The market here is so high that, notwithstanding the duty on United States meats coming into this country, the large packers from the other side find prices here more satisfactory than they can get elsewhere. The United States pork is not as fine an article as that packed here, but that makes little difference. Canadian prices have to be adjusted to meet the competition of United States houses, and it looks now as if the latter would find a good market even after the Canadian stock is all well cleared out."

### HOW TALLOW IS CONSUMED.

A leading tallow dealer is reported by The New York Journal of Commerce as stating that practically no tallow comes from the slaughter-houses or packers any more, as the packing house uses up all but its refuse beef fat for edible purposes, such as oleo oil and stearines, instead of soap stock. The chief supply of tallow now comes from butchers' trimmings, which are taken by the beef houses and rendered. Even the best of this is put into oleo oil and stearine.

Hence the supply of soapmakers' tallow is growing smaller all the time as packers stop selling the product for that purpose since they started manufacturing oleo products. Armour has not sold any tallow for some years.

### THE UNITED STATES HOG MARKET.

The total packing of hogs in the United States last week was 420,000, as compared with 425,000 for the preceding week, and 340,000 for the same period last year. Since March 1, the total pack amounts to 1,071,000, against 1,001,500 one year ago. Prices during the week ruled at 70c. above last year's quotations.

### HOW TO VALUE TALLOW.

In answer to an inquiry as to how to value tallow, The Oil and Colorman's Journal says: "The commercial brands of tallow are (1) rendered tallow, (2) pressed tallow, and (3) premier jus. Tallow is valued—its color, smell and taste—by the titre test, that is to say, the solidifying point of the fatty acids as determined by Dalican's method, the higher the solidifying point the greater is the percentage of solid fatty acids. Moisture is determined in the usual way, and gross adulteration by filtration of the melted fat at a steam heat. The harder the tallow and the freer it is from fatty acids and impurities the more valuable it is."

### THE PROVISION MARKETS.

#### TORONTO.

The market is quiet. There is a fairly good trade doing in beef, but, as the offerings of both dressed hogs and calves are light, the high prices are maintained and the movement is small. Hogs are 25c. per cwt. higher. Lambs are 1c. per lb. lower. We quote as follows: Dressed hogs, \$9.50 to \$9.75 per cwt.; mutton, \$6 to \$7 per cwt.; yearling lambs, 7 to 7½c. per cwt.; spring lambs, 8 to 9c. per lb.; beef carcasses, \$7.50 per cwt. for best and \$6 to \$7 for mediums; hind quarters, 8½ to 9½c. for best; fore quarters, 4½ to 5½c. for best; calves, \$8 for best and \$6 to \$7 for mediums.

The market for pork products continues to stiffen. "Everything points to a continuance of present quotations for some time to come," said a Toronto packer on Wednesday. "Any changes in the next two or three months will be upwards. This is due not only to the good demand here, but to the stiff markets both in Europe and the

United States." An advance of ¼c. is noted in lard. Breakfast bacon and medium hams are ½c. higher. We quote: Long clear bacon, 11½c. Smoked meats—Breakfast bacon, 15c.; rolls, 12c.; small hams, 14c.; medium hams, 14c.; large hams, 13c.; shoulder hams, 11½c.; backs, 15c. Barrel pork—Canadian heavy mess, \$20; Canadian short cut, \$21; lard, tierces, 11c.; tubs, 11¼c.; pails, 11½c.

#### MONTREAL.

An advance in Chicago clear pork from \$22.50 to \$23 is about the only change that took place this week. We quote as follows: Heavy Canadian short cut mess pork, \$20.50 to \$21.50; selected heavy short cut mess pork, boneless, \$21.50 to \$22.50; family short cut back pork, \$20.50 to \$21.50; heavy short cut clear pork, \$20 to \$21.50; hams, 13c.; bacon, 14c.; lard, pure Canadian, \$2.30 per pail; refined lard compound (Fairbank's), \$1.92 for 1 to 24 pails; \$1.90 for 25 to 49 pails; \$1.88 for 50 pails and over; Snow White and Globe compound, \$1.65 per pail; Cottolene, 9½c. per lb. in tierces, and 10¼c. in 26 lb. pails, and 10¼c. in 50-lb. boxes, for Quebec.

#### WINNIPEG.

The cured meat market here is decidedly firm. Hams ranging in size from 12 to 14 lb. are quoted as high as 15c. All other prices are the same as last week. We quote: Sugar-cured hams, 14 to 15c.; sugar-cured bellies, 14c.; sugar-cured backs, short, 14c.; sugar-cured shoulders, 10c.; dry salt long clear bacon, 12½c.; shoulders, cut square, 9½c. Lard is also firm at \$2.35 for 30-lb. pails.

#### ST. JOHN N.B.

There is little business. Local packed pork is about out of the market. The American continues to advance, and very high prices rule. Beef, in comparison, is very reasonable. Lard continues very high.

## EGGS, BUTTER, CHEESE, ETC.

CONSIGNMENTS SOLICITED.

Write us when you have Eggs and Butter to offer. Cases supplied.

The J. A. McLean Produce Co., Limited,  
77 Colborne St., TORONTO.

## SMOKED MEATS PURE LARD

Our "MAPLE LEAF" brand is unexcelled

We are large dealers in EGGS and BUTTER. WRITE US.

D. GUNN, BROTHERS & CO.

Pork Packers and Commission Merchants  
78-80 Front St. E. - - TORONTO.





To hold the Best Trade  
you must sell the Best  
Goods.

REGISTERED  
*Bow Park*  
BRAND

## Sweet Pickles

Always Lead.

Your wholesaler will give you quotations, or write direct.

**Shuttleworth & Harris,**  
BRANTFORD, CANADA.

The demand for

REGISTERED  
*Bow Park*  
BRAND  
**HAMS**

is growing every day, and we  
think it will pay you to handle  
them.

Your customers will enjoy  
them and you will be pleased to  
sell them, as they are the best in  
any line of goods.

**The Brantford Packing Co.**  
LIMITED  
BRANTFORD, ONT.

# LARD

Owing to the scarcity of hogs we  
have not been able to fill all orders for  
pure lard.

We would remind the trade that we  
are also refiners of **LARD COMPOUND**  
and can supply a brand of this article  
equal to any in the market ; at prices  
very much lower than pure lard.

WRITE FOR QUOTATIONS.

**F. W. FEARMAN CO.**

Limited

Pork Packers, Lard Refiners,  
Butter and Cheese Dealers,

Hamilton, Ont.

**THE CANADIAN PACKING CO.**  
LONDON, ONT.



GUARANTEED CHOICE AND PURE.

**GOLD MEDAL, PARIS 1900.**

Please order goods through your wholesale house

## CEYLON GREEN TEAS IN CANADA.

By William Mackenzie, in The Home and Colonial Mall.

I WROTE to a Canadian broker, pointing out the difficulty I had as to advising the making of Ceylon greens, whether in large or small quantities. This is his reply:—

"I can quite understand the difficulty you experience in advising your friends on the green tea business, and also their discouragement at the uncertainty of the demand for it. However, it is some consolation to us to know that we are not alone in our vagaries on this matter, but that a market like New York is acting in a similar manner. This looks as if there was some good reason for our peculiar actions, if such they can be called, seeing they are only business methods.

"I think the discouragement your friends feel is entirely due to their not appreciating the difficult position of these teas in our market. They evidently believe that when a broker (say myself) sells a jobber a line of Ceylon green, it is simply because that jobber wants the tea, and is looking for it, whereas the fact is that I have perhaps talked Ceylon greens to that man for weeks, and at last got him to try, say, twenty or forty packages. He has then to 'enthuse' his travellers on the goods, and out they go to sell them. The jobber then buys a few more, and repeats this until the travellers, having sold every customer whom they can induce to handle them, the demand in that quarter stops, and you cannot place another package with that man until those customers begin to buy again. When this will be is very uncertain. The country retailer here is not a pushing character. The Ceylon green has been squeezed on to him, and he had often neither the brains nor the energy to get it off his hands in the same manner as it came on to them. His customers are likely Japan tea drinkers; no one asks for Ceylon greens, and he is not going to argue with them as to the better value of the Ceylon, and it goes off very very gradually. This occurs in hundreds of cases. In the meantime there is a lull all round, and reports go abroad that the demand has stopped; this reaches the growers, prices drop a little, and they stop making and the whole business feels upset. There will be for some time to come periodical spurts and periodical lulls in the demand, but each spurt will be a little larger than the previous one, like rings from a stone thrown in the water. The growers have got to recognize the fact that they have entered the lists against Japans, which have been in use here for thirty or forty years, and it must necessarily be a hard fight, with many discouragements to all that are engaged in it. But I confidently feel that if the Ceylon green tea is persistently pushed it will come to be a great business with us."

Louis Monette has opened a general store at Hull, Que.

Fredericton, N.B., grocers have started to close at 7 p.m.

The estate of M. E. Boivin, grocer, etc., Ottawa, has been purchased by E. Boivin & Son.

J. Boughner, of Mapleton, Ont., is opening a grocery store on Talbot street, St. Thomas.

Harry Ryerson, driver for W. C. Anderson, grocer, Halifax, was thrown from his wagon the other day and had a rib broken, besides receiving several severe bruises.

Once used and your customers will ask for OUR

# LARD

not twice or three times, but **ALL THE TIME**

## Our Process of Rendering

Demands absolute cleanliness and purity.  
An Absolutely Pure Lard is the result.

## Every Grocer Should Have It

FROM 3-LB. TINS UP.

**The Farmers' Co-Operative Packing Co.**  
of BRANTFORD, Limited.

## Our Brands Give Satisfaction.

**SUGAR-CURED HAMS,  
BONELESS BREAKFAST BACON,  
ROLL BACON, PURE LARD**

## Hot Weather Specials

READY FOR LUNCHEON:

**BOILED PORK HAMS,  
LUNCH BEEF,  
BOLOGNA SAUSAGE,**

**BOILED BEEF HAMS,  
HAM, CHICKEN and TONGUE  
SAUSAGE.**

**The Park, Blackwell Co., Limited**  
**Packers and Exporters.**  
**TORONTO, CANADA.**

London Agents: Messrs. Miller Bros.  
16 Tooley St.

Liverpool Agents: Messrs. W. P. Sinclair & Co.  
12 North John St.

W. A. CARSON

J. ERLE CALDWELL

## Belleville Pottery Co.

SUCCESSORS  
TO...



KINDLY WRITE US FOR CATALOGUE AND PRICE LIST.



# Ceylon and Indian Teas— Black or Green.

**The Black Teas** were introduced into Canada only a few years ago. Reflect how they have gained in popularity yearly and consider the present consumption.

**The Green Teas** are still quite a novelty, but have already made their mark and merit all success. They are made expressly to meet the tastes of those who do not drink Black Tea.

In addition to their unquestioned merits, remember how they are advertised—See the daily papers

Ceylon Greens are for sale in Montreal by—

Messrs. Carter, Galbraith & Co.

“ L. Chaput, Fils & Cie.

“ Laporte, Martin & Cie.

“ E. D. Marceau.

“ “Ozo” Tea Co.

## OTTAWA GROCERS' FIRST PICNIC.

THE Ottawa Retail Grocers' Association is to be congratulated on the success of their first annual picnic, which was held on Wednesday last week at Stanley Island, Ontario. The excursion proved a grand success from every point of view, over 300 employers, employees, their families and friends partaking of the hospitality of the Association and all were united in saying that the outing was the most pleasant and enjoyable spent for some time.

The route taken by the excursionists was by the Ottawa and New York Railway to Cornwall and from there by the steamer Filgate to Stanley Island. It was a most exceedingly popular one. After leaving Cornwall it presented a remarkable variety of scenery which included many scenic and historic resorts. The train left the Central depot at 8 a.m. arriving at Cornwall 10 a.m. The excursionists were then transported over to the wharf by the Cornwall electric cars where they took the steamer. The trip down the river was commenced at 11 o'clock and all agreed that it was impossible to find words wherewith to sketch the varied splendors of the St. Lawrence River and Lake Francis with their numerous islands. The effect of the scenery that presents itself is a sensation never to be forgotten.

Directly opposite Cornwall lies Cornwall Island, the home of that large and prosperous population, the St. Regis Indians, to whom attention has lately been drawn by the uprising of one of their chiefs, Jake Skin, who has just spent twenty days in jail for insubordination. From all appearances the island is well cultivated. Colquhoun Island, some three or four miles farther down the river, presents another pleasant spot. It is situated almost in the middle of the river and has a number of attractive residences built on it.

The steamer instead of stopping at Stanley Island continued its course on down the river, in order that the excursionists might view the beautiful scenery, to a point called Lancaster Light Cairn in Lake St. Francis, nearly opposite the village of Lancaster. This particular spot is a small island built of stones by the United Empire Loyalists about a hundred years ago.

At this point the steamer turned around and returned to Stanley Island, one of the most favored summer resorts on the St. Lawrence. It is a grand island, a fisherman's paradise, a source of water supply; in fact, a real natural sanitarium. The island is about a mile from the mainland, and affords a splendid view for miles both up and down the river as well as across Lake St. Francis in both directions. It has an area of about 75 acres, and fully one-half

of it is laid out as a park, which is traversed by paths and walks which, to the eye of an onlooker, are most pleasing. It has a bicycle track nearly two miles long, golf links, tennis and croquet grounds.

On arriving at the island, the excursionists were escorted by the committee in charge to the Algonquin House, where dinner was served to over 200. This is an excellent hotel, and is becoming better known and more generously patronized every year. The excursionists were all loud in their praises of its situation and its many attractions. Its situation is one of the most charming features. The picturesque scenery visible from the hotel is a great attraction.

The committee expressed entire satisfaction with the manner in which Mr. J. R. Duquette, the popular proprietor, treated the excursion party.

Dinner over, the excursionists devoted the time until 6.30 in the evening in swimming, fishing, bowling, sailing and viewing the natural beauties of this charming summer resort.

During the afternoon Mr. Duquette took a number of the excursionists over to Hamilton's Island and then crossed over to Hopkin's Point in his yacht, The Ivey. The trip was much enjoyed by the party.

The return trip was commenced at 6.30, the excursionists arriving in the city at 9.55.

## NOTES.

The picnic was such a success that it will henceforth be an annual affair.

The committee in charge were: W. J. Eastcott, president; J. G. Stewart, vice-president; H. C. Ellis, secretary; Wm.

York, treasurer; and the following excursion committee: M. H. McVeity, H. W. Booth, Charles Prevost, George J. Miller, W. Hand and J. Phillip.

The Ottawa and New York Railway received much praise for the systematic arrangements they had made for the excursion. Mr. Hamilton, assistant passenger agent, and H. K. Gays, assistant general manager, accompanied the excursion to see that all arrangements were carried out. Mayor Campbell, of Cornwall, who is also president of The Montreal and Cornwall Navigation Co., boarded the boat at Cornwall and was of valuable assistance in pointing out scenes of interest to the excursionists.

The Ottawa Pipe Band, who were engaged by the association, contributed greatly to the enjoyment of the day. Their selections were much appreciated, not only by the excursionists, but by all the guests at Stanley's Island.

Among the representatives of wholesale houses present the following were noted: J. D. Larose, Canada Biscuit Co., Limited; G. W. Hunt, Ottawa Fruit Exchange; R. B. Whyte, J. G. Whyte & Sons; E. W. Richardson, Cochrane & Co.; L. McCurdy, McCormick Biscuit Co.; Van Gilchrist, Borthwick Fruit Exchange; W. G. Reilly and C. F. King, local representatives of The Copeland, Chatterton Co.; W. C. Thorp, Ross Tea Co.; F. E. Convery, Fleishmann's Yeast; C. E. Plain & Co.; J. D. McCusker; H. N. Bate & Sons; Provost Bros.; D. McIntosh; G. Matthews & Co.; Sunlight Soap Co.; J. Campbell, Chaput Fils, Montreal.

POPULARITY

is the proof of merit, and no brand has ever achieved popularity so quickly as

EMPIRE

SMOKING TOBACCO

In 5 10 and 15c. Plugs.

EMPIRE costs you only 39 cents, and pays a good profit.

EMPIRE is well advertised.

EMPIRE is selling well in almost every store from Halifax to Dawson City.

EMPIRE is A BIG PLUG FOR LITTLE MONEY

Made by

THE EMPIRE TOBACCO CO.,  
LIMITED  
MONTREAL, QUE.



# GILLARD'S PICKLE

IS SOLD BY ALL WHOLESALE GROCERS IN CANADA.

Manufactured from the choicest vegetables and finest English pickling vinegar, it stands to-day THE FINEST PICKLE IN THE WORLD. 12 Gold Medals have been awarded for superior excellence.

## GILLARD'S PICKLE—Cases of 2 Dozen.

5-Case Lots and over - - \$3.20 Per Dozen.  
Less Quantity, - - - 3.30 "

## GILLARD'S SAUCE

is a good sauce, none better for gravies, soups, etc.

5-Dozen Lots and over - - \$1.40 Per Dozen.  
Less Quantity - - - 1.50 "

GILLARD & CO., Limited, "The Vintry Works," Walthamstow, London, Eng.



## LICORICE..

We manufacture everything in the Licorice line carried by the Grocery, Drug and Confectionery trades. We might mention—Y. & S. Stick Licorice, plain and corrugated; Acme Licorice Pellets; Y. & S. Licorice Lozenges, in cans or glass jars; A B C Blocks; Purity & Dulce Brand one cent sticks; Bundled Licorice Root; Small Cigars, 300 to box, etc. In PLIABLE LICORICE, Triple Tunnel Tubes, Mint Puff-Straps, Navy Plugs and Golf-Sticks 100 to box; Blow Pipes 200 and 300 to box; Manhattan Wafers, 2 ½ lb. boxes; Curved Stem Pipes, 200 to box. Write for illustrated catalogue.

YOUNG & SMYLLIE

Established 1845.

BROOKLYN, N.Y.

## POTATOES and OATS

IN CAR LOTS.

If open to buy or sell, wire

R. W. HANNAH

Board of Trade, - - - TORONTO

## THE "GLENER"

KINGSTON, JAMAICA, B.W.I.

The Newspaper with the Largest Circulation in Jamaica and the West Indies.

Canadian manufacturers, merchants, etc., desiring to do business with this country and introduce their goods in this market, should put an advertisement in "THE GLENER."

Write for scale of charges, etc., to

THE GLENER CO.,

Limited

"Gleaner" Office, - - - KINGSTON, JA.

## BASKETS

We make them in all shapes and sizes. We have

Grain and Root Baskets,  
Satchel Lunch Baskets  
Clothes Baskets,  
Butcher Baskets,

In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

THE . . .

Oakville Basket Co.

Oakville, Ont.

## ROCK SALT FOR HORSES and CATTLE.



TORONTO SALT WORKS, Toronto, Ont.

## "Chief Keokuk"

Pickles and Condiments.

## "Montrose"

Tomatoes, Peas and Vegetables.

SOLD ON THEIR MERITS.

KEOKUK PICKLE CO.

KEOKUK, IOWA, U.S.A.

## COWAN'S

Hygienic and

Perfection

## COCOA

Queen's Dessert, Royal Navy  
and Perfection - - -

## CHOCOLATE

COWAN'S ICINGS FOR CAKE.

# Symington's

## "Edinburgh" Coffee Essence

Is the Purest and therefore Best and Cheapest!

Refuse imitations said to be "just as good" as Symington's, and recollect that the careful process by which Symington's Essence is made eliminates all unpleasant properties.

ANYONE CAN DRINK IT.

**THOS. SYMINGTON & CO.,**

EDINBURGH and LONDON.

Agents, W. B. Bayley & Co., Toronto

# SOUTHWELL

stands for all that  
is best in

Jams, Jellies

and

Marmalades.

You cannot get better than Southwell's, and most times you get poorer goods for the same money. Write us for Price List.



**FRANK MAGOR & CO.**

16 St. John St., MONTREAL.

DOMINION AGENTS.

## Current Market Quotations for Proprietary Articles

August 22, 1901.

Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy. The editors do not supervise them. If a change is made, either an advance or decline, it is referred to in the market reports, as a matter of news, whether manufacturers request it or not.

### BAKING POWDER.

|                                    |               |  |
|------------------------------------|---------------|--|
| Cook's Friend—                     |               |  |
| Size 1, in 2 and 4 doz. boxes..... | \$ 2 40       |  |
| " 10, in 4 doz. boxes.....         | 2 10          |  |
| " 2, in 6 ".....                   | 80            |  |
| " 12, in 6 ".....                  | 70            |  |
| " 3, in 4 ".....                   | 45            |  |
| Pound tins, 3 doz. in case.....    | 3 00          |  |
| 12oz. tins, 3 ".....               | 2 40          |  |
| 9oz. tins, 4 ".....                | 1 10          |  |
| 5lb. tins, 1/2 ".....              | 4 00          |  |
| Diamond— W. H. GILLARD & CO.       |               |  |
| 1 lb. tins, 2 doz. in case.....    | per doz. 2 00 |  |
| 1/2 lb. tins, 3 ".....             | 1 25          |  |
| 1/4 lb. tins, 4 ".....             | 0 75          |  |

### IMPERIAL BAKING POWDER.

| Cases Contain. | Sizes of Cans. | Per Doz. |
|----------------|----------------|----------|
| 4 doz.         | 10c.           | \$0 85   |
| 3 "            | 6-oz.          | 1 75     |
| 2 and 3 doz.   | 12-oz.         | 3 40     |
| 2 and 13 doz.  | 16-oz.         | 4 35     |
| 1 doz.         | 2 1/2-lb.      | 10 40    |
| 1/2 and 1 doz. | 5-lb.          | 19 50    |

### MAGIC BAKING POWDER.

| Contain. | Sizes of Cans. | Per Doz. |
|----------|----------------|----------|
| 4 doz.   | 4-oz.          | \$0 65   |
| 4 "      | 8-oz.          | 0 80     |
| 4 "      | 12-oz.         | 1 00     |
| 4 "      | 16-oz.         | 1 50     |
| 1 "      | 2 1/2-lb.      | 10 40    |
| 1 "      | 5-lb.          | 7 75     |

### JERSEY OREAM BAKING POWDER.

|                               |      |
|-------------------------------|------|
| 3/4 size, 5 doz. in case..... | 40   |
| 1/2 size, 4 doz. in case..... | 75   |
| 1/4 size, 3 ".....            | 1 25 |
| 1 " 2 ".....                  | 2 25 |

### BLACKING.

|                              |        |  |
|------------------------------|--------|--|
| COONEY'S                     |        |  |
| Boxes, each 4 doz.....       | \$4 50 |  |
| SHOE POLISH.                 |        |  |
| HENRI JONAS & CO. Per gross. |        |  |
| Jonas'.....                  | \$9 00 |  |
| Fromonts.....                | 7 50   |  |
| Military dressing.....       | 24 00  |  |

### BLUE.

|                                                                                               |        |
|-----------------------------------------------------------------------------------------------|--------|
| Keen's Oxford, per lb.....                                                                    | \$0 17 |
| In 10 box lots or case.....                                                                   | 0 16   |
| Reckitt's Square Blue 12-lb. box.....                                                         | 0 17   |
| Reckitt's Square Blue, 5 box lots.....                                                        | 0 16   |
| Nixey's "Cervus" in squares, 1 or., in bags, 1/2 and 1 oz., and in pepper boxes, 20, and 10c. |        |
| Cooney's Royal Windsor, per gross.....                                                        | 4 80   |
| Universal, bag, per gross.....                                                                | 4 80   |

### BLACK LEAD.

|                                                                                  |      |
|----------------------------------------------------------------------------------|------|
| Reckitt's per box.....                                                           | 1 15 |
| Box contains either 1 gro., 1 oz. size; 1/2 gro., 2 oz. or 1/4 gro., 4 oz. size. |      |
| Nixey's Refined 1d. 2d. and 1c. pkts.                                            |      |
| " Silver Moonlight 5 and 1c. size.                                               |      |
| Nixey's Jubilee, round in 1 and 2 oz. blocks.                                    |      |
| Cooney's Universal, per gross.....                                               | 4 80 |

### CORN BROOMS

| BOROKH BROS & COMPANY             | doz. net |
|-----------------------------------|----------|
| Bamboo Handles, A, 4 strings..... | 4 35     |
| " " B, 4 strings.....             | 4 10     |
| " " C, 3 strings.....             | 3 85     |
| " " D, 3 strings.....             | 3 60     |
| " " E, 3 strings.....             | 3 35     |
| " " G, 3 strings.....             | 3 10     |
| " " I, 3 strings.....             | 2 85     |

### BISCUITS.

|                         |                           |  |
|-------------------------|---------------------------|--|
| PEEK, FRAIN & CO.       |                           |  |
| Metropolitan mixed..... | 40 lb. tins 10c.          |  |
| Florence Wafers.....    | 8 lb. tins 36c.           |  |
| Venice Wafers.....      | 8 lb. tins 36c.           |  |
| Florence Wafers.....    | Small tins \$3.70 per doz |  |

### OARR & CO., LIMITED.

|                                                                                |          |
|--------------------------------------------------------------------------------|----------|
| Frank Magor & Co., Agents.                                                     | 0 15     |
| Cafe Noir.....                                                                 | 0 12 1/2 |
| Ensign.....                                                                    | 0 09     |
| Metropolitan mixed.....                                                        | 0 09     |
| Special price list of Fancy Tins for Xmas trade and other lines on application |          |

### CANNED GOODS.

|                           |         |  |
|---------------------------|---------|--|
| MUSHROOMS.                |         |  |
| HENRI JONAS & CO.         |         |  |
| Mushrooms, Rionel.....    | \$14 75 |  |
| " 1st choice Duthell..... | 17 50   |  |
| " 1st choice Lenolr.....  | 18 50   |  |
| extra Lenoir.....         | 20 00   |  |
| Per case, 100 tins.....   |         |  |
| FRENCH PEAS—DELOREY'S     |         |  |
| HENRI JONAS & CO.         |         |  |
| Moyen's No. 2.....        | \$9 00  |  |
| No. 1.....                | 10 50   |  |
| 1/2 Flns.....             | 12 50   |  |
| Fins.....                 | 14 00   |  |
| Tres fins.....            | 15 00   |  |
| Extra fins.....           | 16 50   |  |
| Sur extra fins.....       | 18 00   |  |

### FRENCH SARDINES.

|                       |        |  |
|-----------------------|--------|--|
| HENRI JONAS & CO.     |        |  |
| 1/2 Trefavennes.....  | \$9 00 |  |
| 1/2 Rolland.....      | 9 50   |  |
| 1/2 Delory.....       | 10 50  |  |
| 1/2 Club Alpines..... | 11 50  |  |

### CHOCOLATES & COCOAS.

|                                            |          |
|--------------------------------------------|----------|
| Epps' cocoa, case of 14 lbs., per lb.....  | 0 35     |
| Smaller quantities .....                   | 0 37 1/2 |
| OADBURY'S.                                 |          |
| Frank Magor & Co., Agents                  | per doz. |
| Cocoa essence, 3 oz. packages.....         | \$1 65   |
| Mexican chocolate, 1/2 and 1 lb. pkgs..... | 0 40     |
| Rock Chocolate, loose.....                 | 0 40     |
| " 1-lb. tins.....                          | 0 42     |
| Nibs, 11-lb. tins.....                     | 0 35 1/2 |

|                                           |          |
|-------------------------------------------|----------|
| Chocolate—FRY'S.....                      | per lb.  |
| Caracacas, 1/2's, 6-lb. boxes.....        | 0 42     |
| Vanilla, 1/2's.....                       | 0 42     |
| "Gold Medal" Sweet, 1/2's, 6 lb. bxs..... | 0 29     |
| Pure, unsweetened, 1/2's, 6 lb. bxs.....  | 0 42     |
| Fry's "Diamond," 1/2's, 14 lb. bxs.....   | 0 24     |
| Fry's "Monogram," 1/2's, 14 lb. bxs.....  | 0 24     |
| Cocoa—.....                               | per doz. |
| Concentrated, 1/2's 1 doz. in box.....    | 2 40     |
| " 1/2's.....                              | 4 50     |
| " 1 lb.....                               | 8 25     |
| Homoeopathic, 1/2's 14 lb. boxes.....     |          |
| " 1/2's 12 lb. boxes.....                 |          |

### JOHN P. MOTT & CO.'S.

|                                |             |
|--------------------------------|-------------|
| R. S. McIndoe, Agent, Toronto. |             |
| Mott's Broma.....              | per lb 0 30 |
| Mott's Prepared Cocoa.....     | 0 28        |

|                                            |        |
|--------------------------------------------|--------|
| Mott's Homeopathic Cocoa (1/2's)....       | 0 32   |
| Mott's Breakfast Cocoa (1/2's)....         | 0 40   |
| Mott's No. 1 Chocolate.....                | 0 30   |
| Mott's Breakfast Chocolate.....            | 0 28   |
| Mott's Caracacas Chocolate.....            | 0 40   |
| Mott's Diamond Chocolate.....              | 0 23   |
| Mott's French-Can. Chocolate.....          | 0 18   |
| Mott's Navy or Cooking Chocolate.....      | 0 28   |
| Mott's Cocoa Nibs.....                     | 0 35   |
| Mott's Cocoa Shells.....                   | 0 05   |
| Vanilla Sticks, per gross.....             | 0 90   |
| Mott's Confectionery Chocolate 0 21        | 0 43   |
| Mott's Sweet Chocolate Liquors 0 19        | 0 30   |
| COWAN COCOA AND CHOCOLATE CO.              |        |
| Hygienic Cocoa, 1/2 lb. tins, per doz..... | \$3 75 |
| Cocoa Essence, 1/2 lb. tins, per doz.....  | 2 25   |
| Soluble Cocoa, No. 1 bulk, per lb.....     | 0 20   |
| Diamond Chocolate, 12 lb. boxes.....       | 0 25   |
| Royal Navy Chocolate, 12 lb. boxes.....    | 0 30   |
| Mexican Vanilla Chocolate, 12 lb. bxs..... | 0 35   |

### CHEESE.

|                                        |        |
|----------------------------------------|--------|
| Imperial—Large size jars, per doz..... | \$8 25 |
| Medium size jars.....                  | 4 50   |
| Small size jars.....                   | 2 40   |
| Individual size jars.....              | 1 00   |
| Imperial Holder—Large size.....        | 18 00  |
| Medium size.....                       | 15 00  |
| Small size.....                        | 12 00  |
| Roquefort—Large size, per doz.....     | 2 49   |
| Small size.....                        | 1 40   |
| Paragon—Large size, per doz.....       | 8 25   |
| Medium size.....                       | 4 50   |
| Small size.....                        | 2 40   |
| Individual size.....                   | 1 00   |

### BAYLE'S POTTED.

|                                      |        |        |         |
|--------------------------------------|--------|--------|---------|
| Robert Greig & Co., Agents, Toronto. |        |        |         |
| 1/2-lb.                              | 1-lb.  | 5      |         |
| Jar.                                 | Jar.   | Jar.   |         |
| After Dinner.....                    | \$2 40 | \$4 25 | \$18 60 |
| Devilled.....                        | 2 65   | 4 75   |         |

### COFFEE

|                    |  |          |
|--------------------|--|----------|
| JAMES TURNER & CO. |  |          |
|                    |  | per lb   |
| Mocha.....         |  | 0 32     |
| Damascus.....      |  | 0 28     |
| Calro.....         |  | 0 20     |
| Sirdar.....        |  | 0 17     |
| Old Dutch Rio..... |  | 0 12 1/2 |

### CLOTHES PINS

|                                                           |  |      |
|-----------------------------------------------------------|--|------|
| BOROKH BROS. & CO.                                        |  |      |
| Clothes Pins (full count), 5 gross in case, per case..... |  | 0 55 |
| 4 doz. packages (12 to a case).....                       |  | 0 70 |
| 6 doz. packages (12 to a case).....                       |  | 0 90 |



# Edwardsburg Silver Gloss Starch.

Your idea may be that all starch is starch and that your customers won't detect even a slight difference in quality. You may think that because there is a cent or two extra profit on "Mushroom" brands (that come and go), you can retain the confidence of your trade—it doesn't pay to trifle with the confidence that a customer has in you and your goods.

Edwardsburg Silver Gloss Starch is as staple as flour. In the name there is the fame of nearly half a century. In the making there is the skill of long experience combined with honesty of purpose and unequalled manufacturing facilities. Edwardsburg Silver Gloss Starch represents the highest type of perfection there is or can be in starch. Kegs of 100-lbs.—handsome enamelled horse-shoe tins holding 6-lbs.—handsome 1-lb. packages that give a touch of life and color and "go" to a grocer's shelves.

*Edwardsburg Starch Co'y, Limited*  
*Established 1858.*

164 St. James Street,  
Montreal.

Works,  
Cardinal, Ont.

53 Front Street East,  
Toronto.

# DUNN'S PURE MUSTARDS

GIVE UNBOUNDED SATISFACTION.

The reason is—They are profitable to dealers and satisfying to consumers.

## COUPON BOOKS—ALLISON'S

|                                           | Un-<br>num-<br>bered. | Covers and<br>Coupons<br>numbered. |
|-------------------------------------------|-----------------------|------------------------------------|
| 50 books, one kind or<br>assorted.....    | \$1 50                | \$1 75                             |
| 100 books one kind or<br>assorted.....    | 2 50                  | 3 00                               |
| 500 books, one kind or<br>assorted.....   | 11 50                 | 14 00                              |
| 1,000 books, one kind or<br>assorted..... | 20 00                 | 25 00                              |
| <b>Allison's Coupon Pass Book.</b>        |                       |                                    |
| \$ 1 00 books.....                        | 2                     | cents each                         |
| 2 00 books.....                           | 2                     | cents each                         |
| 3 00 books.....                           | 2                     | cents each                         |
| 5 00 books.....                           | 2½                    | cents each                         |
| 10 00 books.....                          | 3                     | cents each                         |
| 15 00 books.....                          | 3½                    | cents each                         |
| 20 00 books.....                          | 4                     | cents each                         |
| 25 00 books.....                          | 5½                    | cents each                         |
| 50 00 books.....                          | 8                     | cents each                         |

## EXTRACTS.

|                                  | Per gross. |
|----------------------------------|------------|
| 1 oz. London Extracts.....       | \$5 00     |
| 1 oz. " (no corkscrews).....     | 5 50       |
| 1 oz. ".....                     | 9 00       |
| 2 oz. Spruce essence.....        | 6 00       |
| 2 oz. ".....                     | 9 00       |
| 2 oz. Anchor extracts.....       | 12 00      |
| 4 oz. ".....                     | 21 00      |
| 8 oz. ".....                     | 36 00      |
| 1 lb. ".....                     | 70 00      |
| 1 oz. Flat.....                  | 9 00       |
| 2 oz. Flat, Anchor extracts..... | 18 00      |
| 2 oz. Square.....                | 21 00      |
| 4 oz. " (corked).....            | 36 00      |
| 8 oz. ".....                     | 72 00      |
| <b>Per doz.</b>                  |            |
| 4 oz. " glass stop extracts..... | 3 50       |
| 8 oz. ".....                     | 7 00       |

|                                         | Per doz. |
|-----------------------------------------|----------|
| 2½ oz. Round quintessence extracts..... | 2 00     |
| 4 oz. Jockey decanters.....             | 3 50     |

## FOOD.

|                                          | per doz. |
|------------------------------------------|----------|
| Robinson's Patent Barley ½ lb. tins..... | 1 25     |
| " " 1 lb. tins.....                      | 2 25     |
| " " Groats, ½ lb. tins.....              | 1 25     |
| " " 1 lb. tins.....                      | 2 25     |

## GILLET'S POWDERED LYE.

|                     |        |
|---------------------|--------|
| 4 doz. in case..... | \$3 60 |
|---------------------|--------|

## JAMS AND JELLIES

|                                                | per doz. |
|------------------------------------------------|----------|
| <b>SOUTHWELL'S GOODS.</b>                      |          |
| Frank Magor & Co., Agents.                     |          |
| Orange Marmalade.....                          | 1 50     |
| Clear Jelly Marmalade.....                     | 1 80     |
| Strawberry W. F. Jam.....                      | 2 00     |
| Raspberry ".....                               | 2 00     |
| Apricot ".....                                 | 1 75     |
| Black Currant ".....                           | 1 85     |
| Other Jams, W. F.....                          | 1 85     |
| Red Currant Jelly.....                         | 2 75     |
| <b>Jams—</b>                                   |          |
| T. UPTON & CO.                                 |          |
| 1-lb. glass jars 2 doz. in case, per doz.....  | \$1 00   |
| 5-lb. tin pails, 8 pails in crate, per lb..... | 0 06½    |
| 7-lb. wood pails, 6 ".....                     | 0 06½    |
| 14-lb. wood pails, per lb.....                 | 0 06½    |
| 30-lb. ".....                                  | 0 06½    |
| <b>Jellies—</b>                                |          |
| 1-lb. glass jars, per doz.....                 | \$1 00   |
| 7-lb. wood pails, per lb.....                  | 0 06½    |
| 14-lb. ".....                                  | 0 06½    |
| 30-lb. ".....                                  | 0 06½    |

## KNIFE POLISH.

|                                              |  |
|----------------------------------------------|--|
| Nixey's "Cervus" 6d. and 1s. tins.....       |  |
| For price list and sliding scale apply W. G. |  |
| Nixey 12 Soho Sq. London, Eng.               |  |

## LICORICE.

### YOUNG & SMYLLIE'S LIST.

|                                                         |        |
|---------------------------------------------------------|--------|
| 5-lb. boxes, wood or paper, per lb.....                 | \$0 40 |
| Fancy boxes (36 or 50 sticks) per box.....              | 1 25   |
| "Ringed" 5 lb. boxes, per lb.....                       | 0 40   |
| "Acme" Pellets, 5 lb. cans, per can.....                | 2 00   |
| "Acme" Pellets, fancy boxes (40) per box.....           | 1 50   |
| Tar, Licorice and Tolu Wafers, 5 lb. cans, per can..... | 2 00   |
| Licorice Lozenges, 5 lb. glass jars.....                | 1 75   |
| " 20 5 lb. cans.....                                    | 1 50   |
| "Purity" Licorice 10 sticks.....                        | 1 45   |
| " 100 sticks.....                                       | 0 73   |
| Dulce, large cent sticks, 100 in box.....               |        |

## MUSTARD.

### COLMAN'S OR KEENS.

|                                    |        |
|------------------------------------|--------|
| D. S. F., ¼ lb. tins, per doz..... | \$1 40 |
| " ½ lb. tins, ".....               | 2 50   |
| " 1 lb. tins, ".....               | 5 00   |
| Durham, 4 lb. jars, per jar.....   | 0 75   |
| " 1 lb. ".....                     | 0 25   |
| F. D., ¼ lb. tins, per doz.....    | 0 85   |
| " ½ lb. tins.....                  | 1 45   |

### BAYLE'S PREPARED MUSTARDS.

|                                      |           |
|--------------------------------------|-----------|
| Robert Greig & Co., Toronto, Agents. |           |
| Horseradish..... per doz., \$1 75    | \$2 50    |
| English Sandwich.....                | 1 75 2 50 |

### JONAS' FRENCH MUSTARDS

|                       | Per gross. |
|-----------------------|------------|
| Pony size.....        | \$7 50     |
| Imperial, medium..... | 9 00       |
| Imperial, large.....  | 12 00      |
| Tumblers.....         | 12 00      |

|                 | Per gross. |
|-----------------|------------|
| Mugs.....       | 13 20      |
| Flat jars.....  | 13 00      |
| Quart jars..... | 24 00      |

## MATCHES.

|                                       |        |
|---------------------------------------|--------|
| Eddy's Telegraph, 5-case lots.....    | \$4 00 |
| " single cases.....                   | 4 20   |
| Telephone, 5-case lots.....           | 3 90   |
| " single cases.....                   | 4 10   |
| Eagle Parlors, 200s, 5-case lots..... | 1 60   |
| " single cases.....                   | 1 70   |
| " 100s, 5-case lots.....              | 1 80   |
| " single cases.....                   | 1 90   |
| Victoria Parlors, 5-case lots.....    | 2 90   |
| " single cases.....                   | 3 00   |

## MINCE MEAT.

|                                         |         |
|-----------------------------------------|---------|
| Wetley's Condensed, per gross, net..... | \$12 00 |
| " per case of doz., net.....            | 3 00    |

## ORANGE MARMALADE.

|                                       | T. UPTON & CO.                   |
|---------------------------------------|----------------------------------|
| 1-lb. glass.....                      | 2 doz. case, per doz..... \$1 00 |
| 7-lb. pails and 5 and 7 lb. tins..... | 0 07                             |

## PICKLES.

|                                       | STEPHENS'. |
|---------------------------------------|------------|
| A. P. Tippet & Co., Agents.           |            |
| Patent stoppers (pints), per doz..... | 2 30       |
| Corked.....                           | 1 90       |

|                                           | BAYLE'S.                      |
|-------------------------------------------|-------------------------------|
| Robert Greig & Co., Toronto, Agents.      |                               |
| Pandora, per doz.....                     | ½ Pints. Pints. \$2 15 \$3 60 |
| Sliced Sweet.....                         | 1 75 2 85                     |
| Hot Stuff.....                            | 1 75 2 85                     |
| Tobasco Sauce, 2-oz. bottle, per doz..... | \$4 25                        |
| Tobasco Pods in vinegar, ½ pt. ....       | 3 25                          |



## SODA.—COW BRAND



Case of 1 lbs. (containing 60 pkgs., per box, \$3.00.  
Case of ½ lbs. (containing 120 pkgs., per box, \$3.00.  
Case of 1 lb. and ½ lbs. (containing 30 1 lbs. and 60 ½ lbs. packages) per box, \$3.00.  
Case of 50 pkgs (containing 96 pkgs) per box \$3.00.

## SOAP



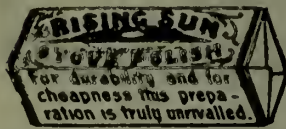
Gloriola Soap, per gross..... 12 00  
Straw Hat Polish, per gross..... 10 20

A. P. TIPPETT & CO.,  
AGENTS  
Maypole Soap, colors per gr., \$10.20.  
Maypole Soap, black per gr., \$15.30.  
Oriole Soap, per gross \$10.20

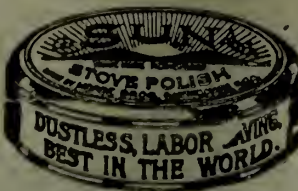
## STOVE POLISH.



No 4-5 dozen in case, per gross . . 4 80  
" 6-3 dozen in case " . . 8 40



Rising Sun 6-oz. cakes, ½ gross boxes \$8 50  
Rising Sun, 3-oz. cakes, gross boxes . . 4 50  
Sun Paste, 100. size, ¼ gross boxes... 10 00  
Sun Paste, 50. size, ¼ gross boxes . . 5 00



## STARCH.

EDWARDSBURG STARCH CO., LTD.

| Laundry Starches—                                 | per lb.  |
|---------------------------------------------------|----------|
| No. 1 White or Blue, 4-lb. cartons                | 0 04 3/4 |
| No. 1 " 3-lb.                                     | 0 05 3/4 |
| Canada Laundry                                    | 0 04 3/4 |
| Silver Gloss, 6-lb. draw-lid boxes                | 0 07 1/2 |
| Silver Gloss, 6-lb. tin canisters.                | 0 07 1/2 |
| Edwardsburg Silver Gloss, 1-lb. pkg.              | 0 07 1/2 |
| Kegs Silver Gloss, large crystal                  | 0 08     |
| Benson's Satin, 1-lb. cartons....                 | 0 05     |
| No. 1 White, bbls. and kegs.....                  | 0 05     |
| Benson's Enamel, per box.....                     | 3 00     |
| Culinary Starch—                                  |          |
| Benson & Co.'s Prep. Corn.....                    | 0 06 1/2 |
| Canada Pure Corn.....                             | 0 05     |
| Rice Starch—                                      |          |
| Edwardsburg No. 1 white, 1-lb. cart               | 0 09 1/2 |
| Edwardsburg No. 1 White or Blue, 4-lb. lumps..... | 0 08     |

KINGSFORD &amp; OSWEGO STARCH



SILVER { 40-lb. boxes, 1-lb. pkgs. 0 04 1/2  
GLOSS { 6-lb. boxes, sliding cover 0 08  
(12-lb. boxes each crates)  
PURE { 40-lb. boxes 1-lb. pack..... 0 07  
48-lb. " 16 3-lb. boxes 0 07  
For puddings, conbards, etc.

OSWEGO { 40-lb. boxes, 1-lb. packages ..... 0 07 1/2  
CORN STARCH. {  
ONTARIO { 38-lb. to 45-lb. boxes, STARCH { 6 bundles ..... 0 06

STARCH IN { Silver Gloss ..... 0 07 1/2  
BARRELS { Pure ..... 0 06 1/2

BEE STARCH.  
Cases, 64 pkgs. 48's..... \$5.00  
½ Cases, 32 pkgs. 24's..... 2.50  
Packages 10c. each.

## BRANTFORD STARCH WORKS, LIMITED.

Ontario and Quebec.

|                                         |            |
|-----------------------------------------|------------|
| Laundry Starches—                       |            |
| Canada Laundry, boxes of 40 lbs.        | \$0 04 1/4 |
| Acme Gloss Starch—                      |            |
| 1-lb. cartons, boxes of 40 lbs....      | 0 05 1/4   |
| Finest Quality White Laundry—           |            |
| 3-lb. Canisters, cases of 48 lbs.       | 0 05 1/4   |
| 4-lb.                                   | 0 05 1/4   |
| Barrels, 175 lbs.                       | 0 05       |
| Kegs, 100 lbs.                          | 0 05       |
| Lily White Gloss—                       |            |
| 1-lb. fancy cartons, cases 30 lbs.      | 0 07 1/2   |
| 6-lb. tin trunks, 8 in case             | 0 07 1/2   |
| 6-lb. enameled tin canisters, 8 in case | 0 07 1/2   |
| Kegs, ex. large crystals, 100 lbs.      | 0 06 1/2   |
| Brantford Gloss—                        |            |
| 1-lb. fancy boxes, cases 36 lbs....     | 0 08       |
| Canadian Electric Starch—               |            |
| Boxes of 40 fancy pkgs, per case        | 3 00       |
| Celluloid Starch—                       |            |
| Boxes of 45 cartons, per case..         | 3 50       |
| Culinary Starches—                      |            |
| Challenge Prepared Corn—                |            |
| 1-lb. packages, boxes 40 lbs....        | 0 05       |
| No. 1 Brantford Prepared Corn—          |            |
| 1-lb. packages, boxes 40 lbs....        | 0 16 1/2   |
| Crystal Maize Corn—                     |            |
| 1 lb. packages, boxes 40 lbs....        | 0 06 1/2   |



## TEAS.

SALADA CEYLON

Wholesale. Retail

|                                  |      |      |
|----------------------------------|------|------|
| Brown Label, 1's                 | 0 20 | 0 25 |
| " 1/2's                          | 0 21 | 0 26 |
| Green Label, 1's and 1/2's       | 0 22 | 0 30 |
| Blue Label, 1's, 1/2's and 1/4's | 0 30 | 0 40 |
| Red Label, 1's and 1/2's         | 0 36 | 0 50 |
| Gold Label 1/4's                 | 0 44 | 0 60 |



Ceylon Tea, in 1 and ½ lb. lead packages, black or mixed.

|                                       |      |
|---------------------------------------|------|
| Black Label, 1-lb., retail at 25c.... | 0 19 |
| " 1/2-lb.                             | 0 20 |
| Blue Label, retail at 30c.....        | 0 22 |
| Green Label " 40c.....                | 0 28 |
| Red Label " 50c.....                  | 0 35 |
| Orange Label, retail at 60c.....      | 0 42 |
| Gold Label, " 80c.....                | 0 55 |

## CROWN BRAND

Wholesale Retail

|                                  |      |      |
|----------------------------------|------|------|
| Red Label, 1-lb. and 1/2's.....  | 0 35 | 0 50 |
| Blue Label, 1-lb. and 1/2's..... | 0 28 | 0 40 |
| Green Label, 1-lb.....           | 0 19 | 0 25 |
| Green Label, 1/2's.....          | 0 20 | 0 25 |
| Japan, 1's.....                  | 0 19 | 0 25 |

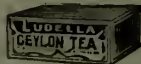
## "SNELLINGS PATENT"



English Break-fast Hopped Tea, 29c.; retail, 40c.  
A. Waddell & Co. Agents, Toronto. Samples on application.



|                     |      |
|---------------------|------|
| Cases each 50 1-lb. | 0 35 |
| " " 50 1/2-lb.      | 0 35 |
| " " 30 1-lb.        | 0 35 |
| " " 120 1/2-lb.     | 0 36 |



LUDELLA CEYLON, 1's AND 1/2's PKGS.

|                             |          |      |
|-----------------------------|----------|------|
| Blue Label, 1's             | 0 18 1/2 | 0 25 |
| Blue Label, 1/2's           | 0 19     | 0 25 |
| Orange Label, 1's and 1/2's | 0 21     | 0 30 |
| Brown Label, 1's and 1/2's  | 0 28     | 0 40 |
| Green Label, 1's and 1/2's  | 0 35     | 0 50 |
| Red Label, 1/2's            | 0 40     | 0 60 |

## TOBACCO.

THE EMPIRE TOBACCO CO., LIMITED

|                                        |      |
|----------------------------------------|------|
| Smoking—Empire, 3/4's, 5's and 10's..  | 0 39 |
| Royal Oak, 2 x 3, Solace, 8's          | 0 52 |
| Something Good, 7's                    | 0 48 |
| Chewing—Hobs, 5's and 10's             | 0 36 |
| Currency, 13 1/2 oz. bars, spaced 9's. | 0 39 |
| Currency, 6's and 10's                 | 0 39 |
| Old Fox, Narrow 10's                   | 0 40 |
| Snowshoe, 10 1/2 oz. bars, spaced 8's  | 0 44 |
| Snowshoe, pound bars, spaced 6's.      | 0 44 |
| Snowshoe, 2 1/4, 6's                   | 0 44 |
| Pay roll, 6's                          | 0 44 |

## WOODENWARE

BOECKH BROS. &amp; COMPANY.

|            |                         |      |
|------------|-------------------------|------|
| Washboards | Leader Globe.....       | 1 55 |
| "          | Improved Globe.....     | 1 65 |
| "          | Standard Globe.....     | 1 80 |
| "          | Solid Back Globe.....   | 1 90 |
| "          | Jubilee (perforated)... | 2 10 |
| "          | Crown.....              | 1 45 |

F.o.b. Toronto.

|                                                                             |      |
|-----------------------------------------------------------------------------|------|
| Matches, Kodak, per case (200's) 9 boxes to packages, 40 packages to case.. | 3 30 |
|-----------------------------------------------------------------------------|------|

## YEAST.

|                                         |      |
|-----------------------------------------|------|
| Royal yeast, 3 doz. 5c.-pkgs. in case.. | 1 00 |
|-----------------------------------------|------|

Mediterranean Fruits  
Granulated and Raw Sugars  
Molasses and Syrups, Glucose, Etc.

Excelsior Macaroni  
White. Castile Soap

C. A. CHOUILLOU &amp; CIE.

14 Place Royale (Customs House Sq.) MONTREAL.

## SUMMER FRUITS

Do you handle the following lines?

California Peaches, Pears, Plums,  
Bananas, Oranges, Lemons,  
Nuts, Etc

We handle all lines pertaining to our business.

Price List Mailed Every Week for the Asking.

WHITE &amp; CO.,

64 Front St. East, TORONTO.

P.S.—We have to offer 1,000 tubs of finest June Butter. Write for prices.

CANADIAN ADVERTISING is best done by THE  
E. DESBARATS ADVERTISING AGENCY  
MONTREAL

## Soap

"IMPERIAL" and  
"SNOW"

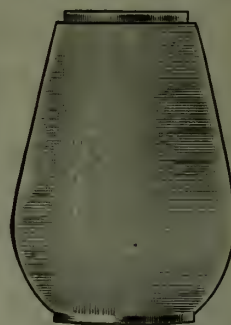
Twin Cakes.  
NOW IN STORE.

Perkins, Ince &amp; Co., - Toronto.



ASK FOR  
MOTT'S

## ARE YOU USING OUR



Cold Blast  
or Jubilee  
Globes

Aetna or  
Quaker Flint  
Chimneys?

Give them a Trial.

THE SYDENHAM GLASS CO.,  
of WALLACEBURG, Limited

## Shredded Whole Wheat Biscuit

For sale by all  
Wholesale Grocers.

J. HEWITT, Agent  
61 Front St. E., TORONTO.



# The Auer Gas Lamp

Money-Back Style.

No. 5

IT will make your store or home as bright as day without costing you as much to run as your oil lamps or electric lights.

THERE is no smell from it and it does not flicker.

IT shows the true colors of your goods which oil and electricity do not.



SATISFACTION GUARANTEED OR YOUR MONEY REFUNDED.

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AUER LIGHT CO., 1682 Notre Dame St., MONTREAL.  
Manufacturers and Importers of  
MANTLES—SHADES—CHIMNEYS—BURNERS—ETC.

# MOLASSES

.....P.Q., May 9th, 1901

THE DOMINION MOLASSES CO.,  
Halifax, N.S.

Dear Sirs,—I beg to advise receipt of the car Molasses, which came to hand in good order and condition, and, as a proof I am satisfied with the quality, now offer same figures for two cars same grade.

This is an extract from a letter received a few days ago referring to a carload of Barbadoes shipped to one of the largest cities in the Province of Quebec.

We have some more of this grade to offer, and the price is low.

The Dominion Molasses Co.,  
Limited  
MOLASSES AND SYRUPS. HALIFAX, N.S.

BUY

## Star Brand

COTTON  
CLOTHES  
LINES

— AND —

COTTON  
TWINE

Cotton Lines are as cheap as Sisal or Manila and much better.

For sale by all Wholesale Dealers

See that you get them.

## WE STOCK

NO. 197

SYRUP PUMP  
AND MEASURE.

Highly commended by those who  
KNOW. (Ask for circular).

WALTER WOODS & CO.  
HAMILTON.

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of any kind that is of value to business men supplied by our Bureau. We can give you market quotations from any town in Canada, reports from the city markets, stock quotations, etc. You can get commercial news from any Canadian paper through us.

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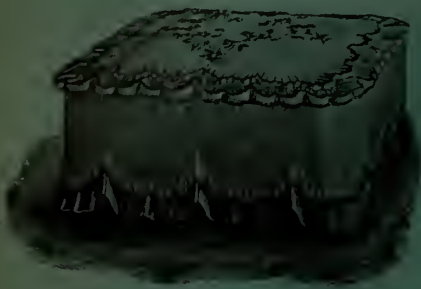
McLAREN'S



Is Honest Goods and just the Thing on Which to Make or Extend a Business.

The Best Grocers make a point of Keeping it always in Stock.

# Decorated Opal



We have just issued our new Catalogue for the coming season. It's a daisy, and yours for the asking.

Have you tried our Mail - Order Department?

Write to us for illustrations or prices of anything you are needing in

|                                 |                                 |
|---------------------------------|---------------------------------|
| White Granite and Printed Ware, | Fruit Jars,                     |
| Dinner, Toilet and Tea Sets,    | Decorated Opal and Fancy Goods, |
| Fancy China of all kinds,       | Lamps and Lamp Goods,           |
| Cut Glass,                      | Decorated Souvenir Goods,       |
| Rich Pottery Vases, etc.,       | Rockingham and Cane Ware,       |
| Lamp Chimneys,                  | Lanterns.                       |

## GOWANS, KENT & CO.

TORONTO and WINNIPEG.

# HALF AN EYE

is all a shrewd grocer needs to see that

## Wethey's Condensed Mince Meat

is preferred above all others.

ALL WHOLESALE HANDLES IT.

## J. H. WETHEY,

Sole  
Manufacturer.

ST. CATHARINES, ONT.

# CROSSE & BLACKWELL'S New Season's Candied Peels

LEMON, ORANGE, CITRON, MIXED (O. L. and C.)

In 7-lb. Tins, 7-lb. or 10-lb. Wood Boxes, and 1-lb. Cartons.

## C. E. COLSON & SON,

## MONTREAL.

CHAS. F. CLARK, President.

JARED CHITTENDEN, Treasurer.

...ESTABLISHED 1849..

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THOS. C. IRVING, Gen. Man. Western Canada, Toronto. JOHN A. FULTON, Gen. Man. Eastern Canada, Montreal.

## OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery 6d. and 1s. Canisters.

## 'WELLINGTON' KNIFE POLISH

## JOHN OAKEY & SONS, LIMITED

MANUFACTURERS OF

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England.

Agent:

JOHN FORMAN, 644 Craig Street  
MONTREAL



PUBLISHED EVERY  
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CIRCULATES IN  
EVERY PROVINCE

# THE CANADIAN GROCER

AND  
GENERAL  
STOREKEEPER

QUALITY..

When a salesman talks price to you

Ask him about **QUALITY**

When he talks quantity . . .

Ask him about **QUALITY**

When he talks merit to you . . .

Ask him about **QUALITY**

That's the——

**STRONG POINT**

in

**Colman's Mustard**

NOT LIKE OTHER BISCUITS.

**CARR & CO.'S**

ORIGINAL

## CAFE NOIR

has a flavor and delicacy all its own. Your customers want it, and you cannot afford to let them buy it elsewhere.

**FRANK MAGOR & CO.,**

Agents for the Dominion.

16 St. John Street, MONTREAL

C. E. JARVIS & CO., Vancouver, Agents for B.C.

THE CANADIAN GROCER



## MILLAR'S PARAGON CHEESE

IS AS COMMENDABLE AS IT IS PROFITABLE.

*You can command the trade of your locality by selling such high-grade articles as*

MILLAR'S PARAGON CHEESE.

Manufactured by \_\_\_\_\_

**THE T. D. MILLAR PARAGON CHEESE CO.,**  
INGERSOLL, ONT.

AGENTS—W. H. Dunn & Co., Montreal. A. E. Richards & Co., Hamilton. Joseph Carman, Winnipeg. Martin & Robertson, Vancouver and Victoria, B.C.



## THE ACME CAN WORKS

Manufacturers of ALL KINDS OF CANS  
for \_\_\_\_\_

Meats, Fish, Fruit, Vegetables,  
Spices, Syrups, etc.

WE MAKE A SPECIALTY OF

**Key Opening Cans**

USING THE LATEST AND BEST SYSTEMS.

**Office and Factory, Ontario St., MONTREAL**

Write us for prices  
on anything you  
require in our line.

# 80 % Profit

IN

# ADAMS' TUTTI FRUTTI.

Price, \$1.00 per Box, containing 36 5c. Bars.

IT IS ALWAYS FRESH.

**The American Chicle Co.,**

Defries Street,  
TORONTO.



## *"As a Twig is Bent So Grows the Tree."*

Plant a seed—bend the first tiny root that comes up and *as it is bent it will grow*. Plant another seed and give it tender care—what does your earnest help produce? Read the answer in the vigorous growth that surely comes.

Sell nameless goods and—*watch your competitor forge ahead*. Sell goods that bear a standard name and watch your business grow. Hustle, bustle, activity everywhere—money flowing in. Start right, because "as a twig is bent so grows the tree."

### *Standard Goods.*

*Stower's  
Lime  
Juice.*

It draws trade, there's no question about it. 20 per cent. stronger than any Lime Juice made—economical—no musty flavor—keeps perfectly in any climate, even after the cork is drawn. And the Lime Juice Cordial and the Lemon Squash that Stower makes are also "Standard Goods."

*"Thistle" Brand  
Finnan  
Haddies.*

We have sold them for seventeen years. They are cured, cleaned and packed right at the water side, in one of the most perfectly equipped and cleanest factories of the kind on the Atlantic Coast. **Real Haddock**, without a particle of dirt or slime. The rich, delicate flavor is retained in all its natural freshness.

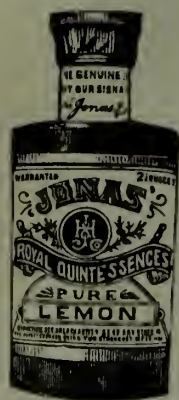
*Stephens'  
Malt  
Vinegar.*

Genuine English Malt Vinegar of the highest quality there is or can be. Stephens' Brewery (John Stevens, Son & Co., Limited) is one of the largest in all England, and the oldest. No adulteration—nothing but **absolutely pure vinegar**. Sold in bulk or bottles—they are standard goods and "standard goods are best to handle."

ARTHUR P. TIPPET & CO., Agts.,  
8 Place Royale, Montreal.

23 Scott St., Toronto.

JONAS' FLAVORING EXTRACTS ARE PROFITABLE  
FOR THE DEALER, BECAUSE THEY GIVE  
SATISFACTION TO THE USER.



There are a great many articles being sold over the counters of some grocery stores in which there is little or no profit, because they fail to satisfy. Among such are a certain class of extracts put up in large, attractive-looking bottles, the contents of which is weak, colored and impure. They are unprofitable in the extreme, because careful and skilful housekeepers have no use for such stuff. They will go to the store where they can get the stronger, richer and purer kind --- JONAS' FLAVORING EXTRACTS.



The most successful grocers in Canada have learned from experience that the choicest and most reliable Extracts to sell over their counters are Jonas' Flavoring Extracts, behind which is thirty-one years of experience, which guarantees their quality to be unequalled. They are the kind which give entire satisfaction. They make regular and profitable customers, and create a demand for other less-known lines. Stick to Jonas' Flavoring Extracts and your customers will stick to you.

Manufactured by

**HENRI JONAS & CO.,**  
**MONTREAL.**



## "Puffs of Profit."

Every puff a man takes of Payne's Cigars strengthens the friendship between him and your store. It pays to sell Payne's Cigars. But that is not all—I can save you money if you'll only give me the chance and let me send you a trial order of a thousand or more.

I can give you better quality (and quality that never varies) for less money than you have ever paid before. This is a pretty bold statement to make, but I can back it up if you'll send for that trial order. I'll pay the freight on it. Money back if not satisfied.

J. BRUCE PAYNE, Cigar Mfr.,  
Granby, Que.

MADE IN CANADA

## "STERLING" BRAND PICKLES

are very appetizing and will not disappoint the shopper in his expectation of a delightful relish.

They are a good pickle to offer your customer if you would cultivate and hold the best trade of your town.

### T. A. LYTLE & CO.

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TORONTO

### Quality First

"There is no salesmanship required to sell cheap goods.

The price is their strong point, and too often after the goods are sold there is considerable explanation necessary to convince the customer that he has had value for his money. There is no such trouble for the merchant with standard, well-known goods, made by reputable firms. He may not have the opportunity to make people believe he is giving them a wonderful bargain, but," etc.

## To What Trade Do You Cater ?

We would like to print the whole article. It was worth every grocer's earnest attention.

### IT STRIKES THE POINT.

From The Canadian Grocer  
August 23—Page 17.

## Tillson's Pan-Dried Rolled Oats

are easy to sell. Their success rests on their high and uniform quality. Compliments come back when they go out.

### The Tillson Co.

Limited

Tilsonburg, Ont.

*To send office  
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# JAPAN TEA

IS THE TEA FOR

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The favorite tea of the Canadian people is grown and cultivated in the gardens of Japan. It surpasses in flavor and excellence the tea of all other countries, because of the perfect climate of Japan and the careful and cleanly method of manufacture. Think this over and then decide for yourself whether or not it is the genuine Japan Tea your customers should always be able to buy from you.

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Annex.

Tel. Main 4142.

MONTREAL, CANADA.



## RETAIL MERCHANTS!

You should always be on your guard when making purchases of goods in our line. DO NOT ALLOW wholesale houses to sell you inferior goods, on which they make a little better profit, when your customers WANT and ASK FOR articles we manufacture.

GILLETT'S GOODS ARE THE  
BEST AND MOST RELIABLE.

**GILLETT'S CHEMICAL WORKS**

Established 1852.

LONDON, ENG. TORONTO, ONT. CHICAGO, ILL.

## THAT IVORY GLOSS STARCH

is worth its  
weight  
in gold

is the opinion of all housekeepers. Any grocer who desires to meet the requirements of his customers will not be without it.

—Manufactured by—

**The St. Lawrence Starch Co.,**

Limited

PORT CREDIT, ONT.



## PURNELL'S MALT VINEGARS

Brewery, Bristol, England.

—AGENTS:—

Charlottetown, P.E.I.—Horace Haszard, South Side Queen Sq.

Halifax, N.S.—J. Peters & Co., 47 Upper Water St.

St. John, N.B.—Robert Jardine.

Montreal—J. M. Kirk, 18 Hospital St.

Toronto—J. Westren & Co., 630 Ontario St.

Hamilton—Imperial Vinegar Co.

Winnipeg—A. Strang & Co., Portage Avenue.

Vancouver, B.C.—C. E. Jarvis & Co., 328 Holland Block.

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Firms desirous of getting into communication with British manufacturers or merchants, or who wish to buy British goods on the best possible terms, or who are willing to become agents for British manufacturers, are invited to send particulars of their requirements for

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168 Fleet Street, London, England.

"Commercial Intelligence" circulates all over the United Kingdom amongst the best firms. Firms communicating should give reference as to bona fides.

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## Grocers Save

time, twine, paper bags, and loss of weight by selling Dwight's Cow Brand Soda in packages, instead of keg soda. Moreover, he sells his customer the best article of its kind and makes a good profit on it.

**JOHN DWIGHT & CO..**

34 Yonge St., TORONTO.

Agencies in all leading centres.

To the trade—



WE HAVE THE FINEST SELECTED VALENCIAS IN CANADA AND WILL GIVE THEM TO YOU AT A LOW PRICE.

W. H. GILLARD & CO., Wholesale Grocers, Hamilton.



THE DOMINION BREWERY CO., LIMITED  
Brewers and Maltsters  
TORONTO

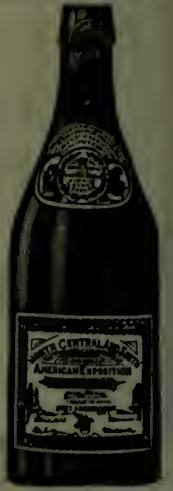
Manufacturers of the Celebrated

# WHITE LABEL ALE

ASK FOR IT AND SEE THAT OUR  
BRAND IS ON EVERY CORK.

Our Ales and Porters have been examined by the best Analysts, and they have declared them Pure and Free from any Deleterious Ingredients.

WM. ROSS, Manager.



AYE READY!

# JATERSONS'

"CAMP" COFFEE  
IS THE BEST.

PRODUCING A CUP OF DELICIOUS COFFEE  
AT A MOMENTS NOTICE.

ASK YOUR WHOLESALE GROCER  
FOR IT.



OLIVES  
AND  
PURE  
OLIVE  
OILS.

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LONDON.



Makers of High-class

PICKLES  
OF  
ALL KINDS.



INDIAN  
CURRIES  
AND  
CHUTNIES.

SAUCES  
OF  
ALL KINDS.



# THE MARITIME BOARD OF TRADE.

Seventh Annual Convention in Chatham, N.B.—A Report of the Proceedings—  
Sydney the Next Place of Meeting.



ONE of those who were fortunate enough to be in attendance at the seventh annual convention of the Maritime Board of Trade, which was held in Chatham, N. B., on Wednesday and Thursday, August 21 and 22,

are likely to have anything but the most pleasant recollection of it. The weather was delightful. Not a cloud obscured the summer sky, and the gentle breezes which came from the broad and beautiful Miramichi River, on the shores of which Chatham is situated, made the temperature ideal. The weather, it might be said, was not ordered specially for the occasion. The summer weather on the Miramichi is among the best on the continent, its normal condition being dry, moderately cool and invigorating. The people in the towns and villages of the Miramichi are proud of both their river and their climate. And the delegates to the Maritime Board of Trade, after their experience, are probably not one whit behind them in this respect.

The unique and important character of the Miramichi district naturally tended to interest the delegates, particularly in view of the fact that they were practically all business men. And when, in addition, one considers the hearty manner in which the local board of trade, the town council and Senator Snowball, head of the milling firm bearing his name, contrived to entertain the delegates it is no wonder they had a good time.

The delegates, however, worked hard as well as enjoyed themselves thoroughly, as the subjoined report of the proceedings will show.

## OPENING OF THE CONVENTION.

The place of meeting was the imposing town hall. By 9.30 o'clock on Wednesday morning a number of delegates had gathered, and 30 minutes later business was under way, with President W. E. Loggie in the chair.

## THE DELEGATES PRESENT.

Although a number of affiliated boards had not sent delegates, the attendance at

the convention was fairly good. The delegates present during the whole or part of the convention were as follows :

KENTVILLE—G. De Wolfe and Geo. E. Calkin.  
HALIFAX—J. A. Chipman, F. K. Warren, F. C. Simson, Geo. E. Boak, J. E. De Wolfe and W. A. Black.  
CHARLOTTETOWN—W. H. Aitken and G. D. Longworth.  
MONCTON—J. H. Harris, C. P. Harris, F. P. Reid, J. Flanagan, A. E. Holstead, E. G. Russell and F. W. Sumner.  
CHATHAM—W. S. Loggie, Mayor W. B. Snowball, M. S. Hocken, D. G. Smith, Senator J. B. Snowball, Geo. Watt and Alex. Burr.  
SYDNEY—E. C. Hanrahan.  
TRURO—C. E. Bentley, Dr. D. H. Muir.  
NEWCASTLE—Mayor D. Morrison, G. A. Lounsbury and P. Hennessy.  
ST. JOHN, N.B.—W. S. Fisher, W. M. Jarvis, Frank O. Allison and W. G. Robertson.  
MIDDLETON, N.S.—N. H. Parsons.  
SUSSEX, N.B.—H. P. Robinson and H. H. Parlee.

## VOCATION OF THE DELEGATES.

In debating power and in businesslike method of conducting the proceedings of the convention the board was strong. As

## SUBJECTS DEALT WITH.

1. Postage on Drop Letters.
2. Railway Discriminating Rates.
3. "Old Home Week" and Tourist Travel.
4. Communication with P.E.I.
5. Import and Export Traffic over the I.C.R.
6. Telegraph Grievance of P.E.I.
7. Public School Curriculum.
8. Should Civic Tax Defaulters in Towns and Cities Vote at Civic Elections?
9. Fire Insurance Rates.
10. Government Inspection of Railway Culverts and Bridges.
11. Extension of Indiantown Railway to Blackville.
12. Marine Insurance Rates.
13. Forest Preservation.
14. Cold Storage on Transatlantic Steamers.
15. Preferential Rebate on Goods from Great Britain.
16. Trade with South Africa.
17. Fast Atlantic Service.
18. More Permanent Materials for Wharves.
19. St. John-Digby Steamship Service.

a result there was a gratifying promptness in the conduct of business. Senator Snowball, during a pleasure trip down the river, said that while he had sat in both the House of Commons and in the Senate he had never sat in a body stronger in deliberative ability than that of the Maritime Board of Trade. And his tribute had reason for its basis. Nearly every delegate was a practical business man, and was able to express himself in a way that everybody understood him. This may be gathered from a glance at the following, although not a complete list :

M. S. Hocken, Chatham, one of the town's aldermen.

G. D. Longworth, lobster packer, Charlottetown, P.E.I.

Alex Burr, Chatham, dry goods merchant and an ex-alderman.

D. G. Russell, Moncton, manager of the Intercolonial Railway.

George Watt, Chatham, insurance agent and one of the town's aldermen.

Fred B. Reid, of Reid & Co., wholesale grocers, Moncton and Campbellton.

Frank O. Allison, secretary of the St. John Board of Trade and financial agent.

J. H. Harris, of the wholesale grocery firm of J. H. Harris & Co., Moncton.

F. C. Simson, manufacturer of fruit juices, etc., and wholesale druggist, Halifax.

Ex-President C. E. Bentley, Truro, N.S., of Blanchard & Bentley, dry goods.

W. G. Robertson, St. John, N.B., district freight agent of the Intercolonial Railway.

W. H. Aitken, Charlottetown, P.E.I., managing partner of the wholesale grocery firm of Caverhill & Co.

Ex-President W. M. Jarvis, St. John, N.B., fire insurance and financial agent of 35 years' experience.

Senator Snowball, senior member of the Chatham lumber mill firm of The J. B. Snowball Co., Limited.

J. A. Chipman, Halifax, wholesale flour and meal, a keen board of trade man and an eloquent speaker.

E. C. Hanrahan, a business man by profession and deputy-mayor of Sydney, C.B., by choice of the people.

J. Flanagan, a dry goods merchant of 34 years' standing in Moncton, N.B., and the last delegate to leave Chatham.

George E. Boak, of the firm of George Boak & Co., Halifax, wholesale grocers and specialists in West-Indian goods.

Dr. Muir, president of The Truro Condensed Milk Co., Limited, Truro, N.S., and an ardent board of trade man.

J. E. De Wolfe, sole member of the old firm of T. A. S. De Wolfe & Son, Halifax, ship agents and commission merchants.

President W. S. Loggie, Chatham, N.B., general merchant, canned goods packer, brick-maker, and vessel-owner.

Fred W. Sumner, senior member of The Sumner Co., owners of a retail hardware store at Moncton and a large lumber mill at Bathurst, N.B.

Ex-President M. G. De Wolfe, Kentville, N.S., retired general merchant and one of the most enthusiastic members of the Maritime Board of Trade.

W. B. Snowball, Chatham, manager of The J. B. Snowball Co., Limited, mayor of the town, chairman of the school board and an enthusiastic young Canadian.

George E. Calkin, Kentville, N.S., retired hardware merchant and at present enjoying life on a fruit farm and holding the secretaryship of his local board.

C. P. Harris, retired merchant, Moncton. Mr. Harris was one of the original founders of the Moncton cotton factory, the sugar refinery and the local street railway.

Donald Morrison, a native of Burnt Church, but now a resident of Newcastle, where he carries on business as dry goods merchant and blueberry packer, besides which he is mayor of the town.

G. A. Lounsbury, Newcastle, N.B., where he has been in the agricultural implement business during the past 10 years. He has at present in course of construction a fine new business block.



W. A. Black, of Pickford & Black, Halifax, owners of the famous line of steamships running to the West Indies and warm champions of closer trade relations between those colonies and Canada. Mr. Black has also had some Parliamentary experience, having sat in the Provincial Legislature.

W. S. Fisher, member of the wholesale hardware firm of Emerson & Fisher, St. John, N.B., and of the Enterprise Store Co., Sackville, N.B., besides being financially interested in other commercial enterprises, to say nothing of his presidency of the St. John Tourist Association.

#### A THOUGHTFUL SECRETARY.

Secretary Smith, who is the publisher of The Miramichi Advance, had the minutes of the last annual meeting neatly printed and these were distributed among the members. This avoided the tedious task of reading the minutes, and on motion they were taken as read.

Mr. George E. Boak, of Halifax, said that he noticed that his name had been omitted from the minutes, and on motion of Messrs. W. M. Jarvis and J. A. Chipman, the secretary was instructed to rectify the error.

#### COMMITTEE ON BUSINESS.

A committee to arrange the order of business was appointed as follows: Messrs. M. G. De Wolfe, Kentville, N. S., chairman; W. M. Jarvis, St. John, N.B.; J. A. Chipman, Halifax; W. H. Aitken, Charlottetown, P.E.I.; J. H. Harris, Moncton, N.B.; H. P. Robinson, Sussex, N. B.; E. C. Hanrahan, Sydney, N.S.; C. E. Bentley, Truro, N. S.; Mayor Snowball, Chatham, N.B.; Mayor Morrison, Newcastle, N.B.

#### COMMUNICATIONS.

A number of communications were read. Among them were the following:

I regret very much that an accident which prevents me walking makes it impossible for me to attend the meetings of the Board as I have expected to do. Mr. Troop also finds himself prevented from going at the last moment, but I feel sure that our representatives will make up in quality what they lack in numbers. I hope you may have a thoroughly successful and profitable meeting, and that some practical good may result from your deliberations. With renewed regrets for my enforced absence, believe me,

Yours truly,

G. S. CAMPBELL,  
President Halifax Board of Trade.

Halifax, Aug. 20.

Replying to your favor of recent date I regret being unable to do anything with our business men re. Board of Trade. I trust in the near future that something in this direction may be done, as I feel it is a necessity.

JOHN A. FLETT.

Campbellton, N.B., Aug. 2.

I am very sorry I have so much on my hands at present that it is difficult to get away. W. J. Hemming has promised to go down and I will arrange for two other delegates, possibly A. A. Davidson and, if possible, myself. You can de-

pend on our board being represented by two if not three delegates.

D. MORRISON,

Secretary Newcastle Board of Trade.  
Newcastle, Aug. 20.

Mr. Morrison, however, did find time to put in an appearance, and when he did he could not find time to get away.

Secretary Smith said the Fredericton Board had informed him that it could not see any benefit to be derived from affiliating with the Maritime Board. When it could it would do so.

#### REVISION OF BY-LAWS AND CONSTITUTION.

Mr. M. G. De Wolfe said that the committee appointed at the last annual meeting

composed of business men, the matter was disposed of in a businesslike way. And when the meeting adjourned for luncheon the by-laws and constitution with certain amendments had been passed through the customary stages and adopted. As adopted the by-laws and constitution read as follows:

#### CONSTITUTION, RULES AND BY-LAWS OF THE BOARD OF TRADE OF THE MARITIME PROVINCES.

1. This Board shall be known as The Maritime Board of Trade.

2. It shall be composed of delegates from the various Maritime Boards of Trade, on the basis of 10 per cent. of each Board's membership.

3. It shall deal with all matters affecting the interests of trade and commerce in the Maritime Provinces, as well as in the whole Dominion.

4. The Officers shall be a President, two Vice-Presidents, each representing one of the Maritime Provinces, a Secretary-Treasurer, a Corresponding Secretary and an Auditor, to be elected at the annual meeting of the Board. Any vacancy occurring through death, resignation or otherwise, may be filled by the Council until the next annual session of the Board.

5. There shall be a Council composed of one member from each affiliated Board, who shall be elected by the respective Boards immediately after the annual session of the Maritime Board, five members of which shall form a quorum. The President, Vice-Presidents, Secretary-Treasurer and Corresponding Secretary of the Maritime Board shall be ex officio members of the Council.

6. The Council shall meet once each year, on a date and at a place to be fixed by the President. It may meet at other times on the request of the President or of the two Vice-Presidents, or of any three of its other members. Special Council meetings shall be held at such times and places as may be designated in the calls therefor, which calls shall be printed or written notices delivered or mailed to the post office address of each member of Council or to the secretary of such affiliated Boards of the current year as have not sent notices of the election of their members of Council, and all such notices shall be issued by the Secretary-Treasurer.

7. The annual session of the Board shall be on the third Wednesday of August at such place as may be selected by the Council, unless the place for holding such session shall be fixed by resolution of the Board.

Any such session may be adjourned to any subsequent date by the members present.

8. Special General Meetings of the Board may be summoned at any time by the President, the two Vice-Presidents, or the Council.

9. Each affiliated Board shall pay annually to the Secretary-Treasurer towards the expenses of the Maritime Board an amount in the proportion of a per capita tax of 15c. each on its membership.

#### RULES AND BY-LAWS.

1. The President, Vice-President and Secretary-Treasurer shall be elected by nomination and ballot separately.

2. The order of business shall be as follows:

(1) Roll Call.

(2) Reading of the Minutes of last meeting and amendment or approval of the same.

(3) Appointment of Committee on unfinished business.

#### FEATURES OF CHATHAM AND OF THE MIRAMICHI.

The town of Chatham is prettily situated on a gentle declivity of the south bank of the Miramichi River, and is the commercial centre of the district. Its history is concurrent with the early history of the Province. Its distance from the ocean is less than 30 miles, and transatlantic steamers and square-rigged barques come to its port during the summer months to load deals for the European and other markets.

There are about 13 lumber mills on the Miramichi River, the greater part of them being of large capacity, and their aggregate export trade is over \$1,000,000 per annum. Chatham has two or three of these mills, and one of them, that of the J. B. Snowball Co., Limited, is the largest on the river. Besides its lumber, there are its fishing and canning industries and its pulp mills.

Of the fishing industry of the Miramichi, the most important is that of smelt catching. Every year no less than about 1,000 tons, or about 100 earloads, are caught and frozen and exported to the United States. The lobster industry on the Miramichi and adjacent coast line is estimated to be worth about \$200,000 annually. Another important industry in the Miramichi district in the canned goods line is that of blueberry packing. One of the firms engaged in this industry alone has this season taken orders for 100 earloads.

#### THE RESIDENTIAL PART

of Chatham is a fair criterion of the prosperity of its people, the dwellings of the business men being neat, roomy and attractive, while the gardens and lawns that surround many of them are particularly spacious, well kept and handsome.

#### THE PUBLIC BUILDINGS

would be a credit to a much larger town. The post office is built of brown stone, and is modern in its appearance and appointments. The town hall is a fine imposing building of red brick. In educational matters the town takes a lively interest, and one of the evidences of this is the fine and substantial high school building which is nearing completion on an eminence overlooking the town. The building is of grey stone and will cost the town \$40,000. Another evidence of the fact that the town is not asleep is the sewerage and waterworks systems which are now being put in at a cost of \$150,000. The source of the water supply is three artesian wells, which have been bored just outside the western limits of the town. The pressure from these wells is about 80 pounds to the square inch. The official census relating to the town has not yet been issued, but it is estimated that it will show a population of about 6,000.

of the Board was prepared to report. He moved that the report be received and laid on the table. Mr. Jarvis seconded the motion, which was carried.

Mr. J. A. Chipman said that if the proposed amendments to the by-laws were taken up as the next order of business it might materially assist in advancing the business of the convention.

On motion of Secretary Smith the suggestion was concurred in, and the constitution and by-laws as amended by the committee were read by Secretary Smith.

The discussion of such subjects are usually long and tedious, but, the meeting being



(4) Reading of the Minutes of meetings of Council held since the last general meeting.

(5) Presentation of Petitions and Communications.

(6) Reports of Committees.

(7) Unfinished Business.

(8) New Business

(9) Election of Officers.

3. At the opening of each annual meeting of the Board, immediately after the reading of minutes, the President or other Chairman shall appoint a Committee on unfinished business to consist of one delegate from each affiliated Board represented at the meeting. Such Committee shall forthwith proceed to arrange the order in which the various subjects for consideration shall be taken up, providing as far as possible, that each affiliated Board, in order of larger membership, shall have priority as to one such subject only. The Committee on unfinished business shall report the order of subjects to the Board for confirmation as soon as possible after their appointment, and shall report any other subjects proposed for consideration from time to time throughout the meeting.

4. All questions relative to the priority of business shall be decided without debate.

5. The Chairman shall preserve order, and shall decide all questions of order, subject to appeal to the Board.

6. All motions shall be made in writing, when required by the Chairman; no debate shall be allowed except on a motion regularly before the chair, but a motion may be prefaced.

7. When two or more members rise at the same time, the Chairman shall name the member who is first to speak.

8. A member being called to order, shall immediately sit down unless permitted to explain.

9. If any member appeal from the decision of the Chair, the Board shall decide such appeal without debate.

10. Any member may of right require the question under discussion to be read for his information at any time during the debate, but not so as to interrupt a member while speaking.

11. No member shall speak more than twice, or longer than 10 minutes on any one question without leave.

12. Every member, wishing to speak, shall rise and respectfully address the chair; he shall confine himself strictly to the matter under discussion.

13. No motion shall be put or debated, unless the same be seconded; when seconded, it shall be stated by the Chairman before debate.

14. After a resolution is stated by the chairman, it shall be deemed in possession of the Board, but may, by permission of the Board, be withdrawn at any time before decision or amendment.

15. When a question is under debate, the only motions in order shall be—1st, to adjourn; 2nd, the previous question; 3rd, to lay on the table; 4th, to postpone indefinitely; 5th, to adjourn to a certain time; 6th, to refer; 7th, to amend. The previous question, when moved, must be seconded by at least five members. When the previous question is moved and seconded, it shall be put in this form: "Shall the main question be now put?" If this is carried, all further amendments and debate shall be excluded, and the question put without delay. If the question has been amended, the vote shall be taken on the amendment first. If more than one amendment has been made, the last made amendment in order shall take precedence in the vote. It shall not be in order to reconsider the previous question.

16. A motion to adjourn the Board shall be always in order, except—1st, when a member is in possession of the floor; 2nd, while the yeas and nays are being called; 3rd, while the members are voting; 4th, when it has been decided that the previous question shall be taken, a motion to adjourn simply cannot be amended, but a motion to adjourn to a given time may be, and is open to debate.

17. A motion to lay a question on the table simply, is not debatable, but a motion to lay on the table and publish, or with any other conditions, is subject to amendment and debate.

18. A motion to amend an amendment shall be in order; but a motion to amend an amendment to an amendment shall not be entertained. An amendment modifying the intention of a motion shall be in order, but an amendment relating to a different subject shall not be in order.

19. A question may be reconsidered at any time during the same meeting, on a motion made and

seconded by members who voted in the majority, and when once made and decided in the negative, shall not be revived before the next meeting of the Board; and no question shall be reconsidered more than once, nor shall a vote to reconsider be reconsidered.

20. No member shall be eligible for the office of President or Vice-President for more than two years in succession.

21. The Secretary-Treasurer shall duly record in a book, all minutes, or resolutions, decisions, and other proceedings of the Board, entering therein all accepted reports, orders and resolutions, and shall notice reports, memorials, and other papers submitted to the Board only by their titles, or a brief description of their purport. He shall also keep proper books of account and submit the same for audit at the annual meeting and whenever called on by the President or the Council so to do.

22. The payments from affiliated Boards shall fall due on the third Wednesday in August in each year, and no delegate shall have the right to take part in the annual meeting until such payment from the Board he represents shall have been made.

23. The foregoing By-Laws shall likewise govern the proceedings of the Council, in so far as they are applicable.

24. The Constitution and By-Laws may be added to, repealed or amended by a vote of two-thirds of all the members present at any general meeting of the Board, notice of such amendment having been given at a previous general meeting and entered upon the minutes, or sent in writing to the Secretary at least once a month before the general meeting at which it is to be considered. If any such notice shall be received by the Secretary he shall forthwith send a copy of the same to each affiliated Board.

#### THE DISCUSSION OF THE CONSTITUTION

The modifying of the style of the organization from the "Board of Trade of the Maritime Provinces" to "The Maritime Board of Trade" was the result of a suggestion of Mr. O. Allison, St. John. "In writing it, we nearly always say 'Maritime Board of Trade,'" he suggested.

The constitution has hitherto only allowed for the election of one secretary, and the provision in the revised by-laws was inserted by the suggestion of Secretary Smith, who, in moving its insertion, explained that it was done in view of the contemplated election of a permanent secretary. The new corresponding secretary would reside in the same town as the president.

Secretary Smith wanted the word "session" inserted in the constitution in place of the word "meeting" wherever the latter occurred. He thought it would be more Parliamentary, but his suggestion was not concurred in.

#### THE COUNCIL.

The consideration of the clause regarding the meetings of council induced quite a little discussion. He said that the council had not met for some years and he thought it should meet at least once per annum, and that the time of meeting should be fixed. He suggested some date in February.

Mr. G. D. Harris said it would be difficult for the Prince Edward Island members to attend a meeting in February owing to the uncertainty of navigation.

Secretary Smith suggested that the clause be adopted without the month being fixed.

Mr. J. A. Chipman thought the date should be left with the president.

A member: "What about June?"

Mr. Harris: "That would suit us in Prince Edward Island."

Someone suggested that the council should have two meetings during the year.

Mr. Fisher did not approve of the suggestion of two meetings.

Mr. Black thought two meetings of the council would be a good thing if it could be worked, as it would tend to increase enthusiasm in the Maritime Board of Trade matters.

Mr. M. G. De Wolfe said he desired to correct the impression that seemed to obtain in regard to nothing being heard of the Maritime Board of Trade between the annual meetings. "When I was president," he said, "the secretary was instructed to send out circulars about every two months bringing to the attention of the boards matters appertaining to the Maritime Board." He said that since the formation of the Maritime Board only two meetings of the council had been held, one at Truro and another at St. John. To have a fixed date on which to hold the meetings of the council would be a great help to the president and officers of the board.

Mr. Jarvis said he endorsed what Mr. De Wolfe had said. "There is just one other thing to which I wish to refer," he said, "and that is that we are indebted to the president for his efforts and to the prominence which has been given to Maritime Board of Trade matters by THE CANADIAN GROCER, whose editor is with us to-day." (Applause.)

#### EXPLANATION FROM THE PRESIDENT.

"Before putting this motion," said President Loggie, "I wish to say that I have felt some diffidence about calling the council together, knowing that its members were busy business men, and especially as there was nothing of importance appertaining to the Maritime Provinces demanding attention. I think the suggestion of calling the council together at a fixed time a good one.

The motion fixing the date as printed in the constitution and by-laws as above, namely, June, was ultimately adopted.

#### A FINANCIAL QUESTION.

Mr. Fisher raised the point as to whether the per capita tax was sufficient, particularly in view of the proposition to appoint a permanent secretary. "Then," he said, "I do not think it is fair for us to ask the officers of the Board to travel here and there on the business of the Board at their own expense."

Mr. M. G. De Wolfe pointed out that at the last annual meeting the financial state-



ment showed the receipts to be \$117 and the expenditure \$32.50.

#### WELCOME FROM CHATHAM.

During a slight lull in the proceedings Mayor Snowball, of Chatham, grasped the opportunity of welcoming the delegates on behalf of the town of which he is chief magistrate. "I would like," he began, "to welcome you on behalf of the town of Chatham. We feel proud that you should have selected this place for your annual meeting. We cannot claim any particular advantage, except that we have the liveliest town in the Provinces. (Applause.) We have a magnificent climate and a beautiful country and I hope you will carry away with you the most pleasant recollections when you depart." (Applause.)

#### THE PRESIDENT'S ADDRESS.

President Loggie, before presenting his annual address, requested Vice-President Dr. Muir, of Truro, to take the chair. The address was as follows :

#### GENTLEMEN OF THE MARITIME BOARD OF TRADE :

Another year has passed and another century has closed since last we met in annual session.

Remembering, as I do, the exhaustive addresses of my immediate predecessors, Mr. Jarvis, of St. John in 1899, and Mr. De Wolfe at last year's session. I am indeed conscious of my inability to do justice to the important matters affecting the mercantile interests of the Maritime Provinces.

I am, however, justly proud of this opportunity of welcoming the representative business men of the Maritime Provinces to the Liverpool of the North Shore of New Brunswick.

We meet in the second commercial centre of the Province, whose activities in the lumbering and fishing industries are of the greatest value and importance to the mercantile interests of the Maritime Provinces.

There is here one of the most magnificent rivers, ranking second in the Maritime Provinces, and our town, the principal distributing centre of Northern New Brunswick.

You will observe our streets do not present as unencumbered an appearance as we would wish ; but you will notice that the general condition of obstruction is due to our town authorities being engaged in supplying Chatham with a water and sewerage system and other improvements ; so as to place us on a footing with the most progressive cities and towns.

#### MEETING OF COUNCIL.

Although no matter of a Maritime character has been brought to my notice that required a meeting of council during the past year, I am persuaded it would be to the advantage of the Board that the by-laws provide that there shall be a meeting of council, six months after the annual meeting, it being optional with the president to convene other meetings of council as necessity might require.

#### CONSTITUTION AND BY-LAWS.

The matter of revising the constitution and by-laws was referred to a committee, consisting of the president, secretary and M. G. De Wolfe, Esq.

But, under the constitution itself, no alteration could be made without notice being given at a

previous general session, or twenty days' notice before the session at which the alterations were proposed to be made. The secretary has in his hands alterations prepared under the twenty days' rule, and they may be made effective.

#### COLD STORAGE.

It is apparent that more attention must be given to the ocean-carrying trade of perishable commodities.

Professor Robertson, since his return from England, is impressing on us the necessity of delivering perishable products to markets in the best possible condition. It is important that steamers be fitted up with the most improved cold storage system, so that all deterioration possible of perishable goods be avoided. It would be in order for this board to memorialize our Federal Government on this important matter, and urge the fitting up of necessary steamers to overtake the increasing trade in this class of goods, that justice may be done and shippers encouraged by having the best equipments possible, to secure the Mother Country markets.

#### SOUTH-AFRICAN WAR.

During the year that has passed we have been welcoming home our heroes of the South-African War. They have acquitted themselves as the "bravest of the brave," and won laurels that we, representing the mercantile community of the Maritime Provinces, should be proud of.

Although war at any time is a most deplorable thing, we are persuaded that the one now, we believe, nearing to a close, and adding another patch of red to the British Empire, was a just and most righteous one, and was a means of binding the Colonies themselves and the Mother Country closer together.

The Maritime Provinces have been prominent in the supplying of hay and horses for the great undertaking, and more steamers have cleared for South-African ports from St. John and Halifax, during the past year than ever before.

#### TOURIST TRAVEL.

This subject is always important, and, although much has been done to have our Provinces known as desirable summer resorts, there is still a wide field of usefulness in this direction.

The Maritime Merchant suggests that if large, plainly furnished and well ventilated rooms, also plain food, well cooked and nicely served, with everything spotlessly clean, were more generally available, such boarding places would encourage tourist travel. When attending our last annual meeting I was greatly impressed with the extent of tourist travel in the "Land of Evangeline" and wondered why the Miramichi did not attract more American tourists.

#### DEATH OF OUR BELOVED QUEEN.

The whole British Empire has mourned the loss of "Victoria the Good," and we of the Maritime Provinces have expressed our sympathy.

It becomes us, at our first meeting under our new Sovereign, King Edward VII., to express our loyalty to him, who, we believe, will rule us as wisely and justly as did his beloved and lamented mother.

#### CENSUS.

Another decade has gone and we find our Dominion has increased in population over half a million.

We regret that the increase in the Maritime Provinces is not as much as we would like it to be, and we realize that, as representing the mercantile community, it behooves us to encourage industries indigenous to our Provinces, and foster them as far as we can, so that our young men and women may

find employment at home, instead of in our neighbors' cities.

#### RECIPROCITY WITH THE UNITED STATES.

We are pleased to note the change of opinion by our respected neighbors as regards the desirability of securing freer trade relations with Canada.

It is expected the Joint High Commission will soon meet, and we fondly hope the territorial dispute has been in the meantime discussed and an equitable finding arrived at, so that the important matter of trade relations may be taken up and put into effect.

There is, in the New England States, a growing desire that freer trade relations shall exist

It is gratifying to know that the importance of our trade with our neighbors is now being to some extent realized by them, and they are putting forward, through their chambers of commerce and trade journals, that it is now their turn to sue for freer trade relations, as is illustrated in the following editorial paragraphs from "The Dry Goods Economist, which is the leading trade journal representing the manufacturing of fabrics and wholesale trade in the same :

"To-day, however, when the Administration at Washington is committed to the policy of reciprocity, and clearer ideas prevail as to the best mode of treating our neighbor, the question of commercial union with Canada is again coming to the front, and, it is to be hoped, with better prospects. It is becoming every day more clearly recognized that with no country is reciprocity more desirable than with Canada, and there is reason to believe that a strong effort to obtain legislation to this end will shortly be made. This time, however, the overtures will be made by the United States.

"It is to be hoped that Canada will not prove coy as to the results of our rejection of her former offers. At any rate, it is gratifying to note that such an energetic and prominent organization as the Merchants' Association of New York has taken up this matter of reciprocity with the Dominion, and, as stated in our news columns, has adopted resolutions calling for early action on the part of Congress."

I am sure this important matter will receive at the hands of this Board the consideration it deserves. While it is of great importance to all Canada, it seems to me to be especially so to the Maritime Provinces, as that is the natural outlet for many of our products.

#### WINTER EXPORT TRADE FROM CANADIAN PORTS.

We are all delighted to learn that the differences that last fall existed between the authorities of the I.C.R. and C.P.R. regarding the winter export trade from St. John have been mutually arranged, and relations are again most friendly.

The wheat crop in Manitoba is an abundant one, above the average, and we may look for an active shipping trade at our winter seaports. This especially interests St. John and Halifax.

But when the Maritime Board discusses winter export trade from Canadian ports, fire insurance rates, import and export traffic over the I.C.R., fast Atlantic service and kindred subjects, then surely it is rendering service to Canadians generally by discussing and considering these broad subjects and making known their views and conclusions for the general benefit.

#### LOCAL BOARDS, ETC.

The subject of permitting defaulting ratepayers to vote in elections for the mayors and aldermen of incorporated cities and towns has been brought forward in New Brunswick, at least, for Legislative action, which has so far been deferred. I am of the opinion that the matter is one upon which this



Board might properly express its judgment, and I therefore commend it to your attention.

The St. John Board has made itself felt during the interim by the active work it did in opposing the proposed legislation regarding restrictions on lumber deckloads.

I am pleased to inform you that Digby Board and Newcastle Board have become affiliated with the Maritime Board, and that Woodstock and Moncton have appointed delegates to attend this meeting.

#### CLOSING REMARKS.

In closing this address, I commend to your consideration the important subjects that are in the secretary's hands, who has arranged with the greatest care all the details for the expeditious consideration of the items to be taken up.

I trust the findings that shall be arrived at will be of lasting benefit to our fair Dominion, and especially so to our Maritime Provinces, and pray you to overlook where I have come short in the proper fulfilment of my official duties during the interim.

I trust your visit may be pleasant and profitable, and that those of you who have never before visited the Miramichi may have kindly remembrances of this one.

I welcome you one and all.

Loud applause greeted the president as he sat down, while Dr. Muir remarked: "It has been a very profitable address, and I have listened to it with a great deal of pleasure. I consider it is one of the best addresses we have ever had before the Maritime Board of Trade." (Hear, hear and applause.)

Mr. M. G. De Wolfe: "Last year when you elected Mr. Loggie your president and Mr. Smith your secretary, I said you made an excellent choice, and what I said has turned out to be true. There is only one thing I regret and that is the president's modesty." He was pleased with Mr. Loggie's devotion to Chatham and expressed the hope that every delegate would return home inspired with the desire to do all he could to promote the interests of his own town.

A committee composed of Messrs. Black, Longworth, J. A. Chipman, W. S. Fisher and G. D. Harris was appointed to consider the address and report on the same.

The meeting adjourned at 12.30 o'clock, while the committees on order of business and the president's address convened.

The convention resumed business at 3 o'clock with President Loggie in the chair.

#### ORDER OF BUSINESS DISCUSSION.

Mr. M. G. De Wolfe, on behalf of the committee on order of business discussion read the following report:

1. Reduction of Postage on City Drop Letters.
2. Canadian "Old Home Week" and Tourist Travel.
3. Discriminating Rates on the Intercolonial Railway.
4. Wharf Extension and Improvements at Pictou and Georgetown, P.E.I., and its relation to Communication with P.E.I.
5. Import and Export Traffic over the I.C.R.

6. Telegraph Grievance of P.E.I.
7. School Question; its present curriculum.
8. Should Civic Tax Defaulters in towns and cities vote at Civic Elections?
9. Fire Insurance Rates.
10. Government Inspection of Bridges and Culverts.
11. The Extension of the Indiantown Railway to Blackville
12. Marine Insurance Rates.
13. Preservation of our Forests.
14. Cold Storage for our Transatlantic Shipments.
15. Preferential Rebate on goods from Great Britain imported direct to Canada.
16. Trade with South Africa.
17. The advantages to accrue to Northern New Brunswick, P.E.I., and Cape Breton by the Government encouraging a Transatlantic line of steamers between the Miramichi and London or Liverpool, calling at Charlottetown and Sydney.
18. Fast Atlantic Service.
19. More permanent materials for Public Wharves and Brakwaters.
20. What can be done to preserve the Lobster Fishery?
21. Bay of Fundy, St. John and Digby Steamship Service.

Mr. J. A. Chipman thought the number of subjects too numerous and wanted the report to be referred, but it was pointed out by Mr. Jarvis that, as in the past, it was not likely that all those who had the introducing of them would be present when they were called and would therefore not take up the time of the Board. The report was then, on motion of Dr. Muir, adopted.

#### CITY DROP LETTERS.

Mr. Geo. E. Boak, in introducing the subject of "City Drop Letters," explained that he did so at the request of the Halifax Board of Trade. The resolution read as follows:

Resolved, that the Maritime Board of Trade urge upon the Dominion Government the desirability of reducing the rate on drop letters to 1c. per oz.

#### ALTERED CIRCUMSTANCES.

Continuing, he said that at one time it was not possible to ask the Government to reduce the rate on drop letters, but he felt we now can do so in view of the surplus that was shown to exist at the last session of the House of Commons. The business men pay the largest portion of this tax. The largest portion of the drop letters that are posted in the cities are posted by business men, and he hoped the members here would join Halifax and St. John in bringing about a 1c. rate.

#### 99 PER CENT. BUSINESS LETTERS.

Mr. W. S. Fisher expressed his belief that 99 out of every 100 business letters are put in private boxes in the office in which they are posted. In some of the larger business centres the merchants were having their letters distributed by errand boys at a much less cost than that charged by the Government.

The resolution was carried unanimously. "OLD HOME WEEK" AND TOURIST TRAVEL.

The subject of "Old Home Week" was introduced by Mr. W. S. Fisher, President of the St. John Tourist Association. "This

tourist business," he said, "is money in our pockets. It provides a source of revenue which, in my mind, has no equal. The question is, what have we to offer as an attraction to tourists? We have

#### A GLORIOUS CLIMATE,

excellent hunting and fishing, and beautiful scenery. Perhaps we are lacking in accommodation. We have an object lesson in the State of Maine. It seems almost fabulous to look upon the figures that they claim from the average receipts from the tourist travel that enters that State. Two or three years ago the Government made an investigation as to the

REVENUE DERIVED FROM THE TOURIST travel annually into that State and it was placed at between \$12,000,000 and \$13,000,000. As the tourist travel is confined to about six months in the year it means that the amount coming into the State of Maine during that period is about

\$60,000 PER DAY.

"The wealth per capita in Maine is higher than in any other State in the Union.

"That estimate was made two or three years ago and since then there has been an increase. In our own city we have a tourist association. Halifax has a similar organization, and I believe in all justice that it has done better than ours. Fredericton has followed us. Montreal has tried to do something, having last year formed a business man's league. Ottawa has formed a tourist association and Quebec and Toronto were considering the matter. Vancouver, too, is

#### GETTING INTO LINE.

"These people are recognizing that there is money in this thing. It is a business matter and ought to be looked after in a business-like way. What industry or what number of industries gathered together are capable of bringing into the country \$60,000 per day for six months, or, taking it for a year, \$30,000 per day?

#### A COMPARISON.

"What have we in this country in comparison with the State of Maine? We have a glorious climate; we have beautiful rivers and excellent hunting and fishing. The hunting privileges in these Provinces are equal to those in the State of Maine. The gentlemen who come down here to hunt moose pay the Government \$30; while it is estimated that every moose taken out of the country costs the hunter from \$200 to \$500. Under the protection of the Government, moose are becoming more plentiful, so much so in fact, that the farmers are complaining of their encroachment."

Proceeding, Mr. Fisher said that not only would those who visit the Maritime



Provinces tell their friends what a good time they had, but they would the

NEXT YEAR BRING THEIR FRIENDS with them, and who knows but that they or their friends might eventually invest their capital in openings which appeared to them promising.

"The tourist travel in New Brunswick has NEVER BEEN SO LARGE as this season. The International Steamship Co. say they have had all they can do to take care of the traffic, and next season will be compelled to increase the number of their steamers.

NO BETTER FIELD TO EXPLOIT.

"There is no better field to exploit than this tourist travel. The tourist pays cash and the money he spends is spent widely. There is no industry in which it is so widely spent.

"The question is: What can we as a board do to help along an effort of this kind? It seems to me that we can at least encourage the formation of local tourists' associations in these Provinces, and

URGE THE DIFFERENT PLACES

that have attractions for tourists to improve their accommodation so that those who once visit them will not only come again themselves, but will bring their friends with them. I do not think the question should be looked upon in a narrow way. We want to look upon this thing in a broad and a maritime way. In St. John our association has not been looking after St. John alone. We have been looking after the Province as well, and in pursuance of this we have tried to

ADVERTISE EVERY BEAUTY SPOT.

We have spent money in the hope that it would benefit, not only St. John and New Brunswick, but the whole of the Maritime Provinces." (Loud applause.)

Before taking his seat Mr. Fisher moved the following resolution:

That, in the opinion of the Board, it is desirable that all possible steps should be taken to develop tourist travel in the Maritime Provinces.

That the annual setting apart of an "At-Home Week," during which former residents of the Provinces might be able under special railway and steamboat facilities to visit their former homes, would materially assist in such development.

That the various local boards of trade be requested to take this subject into serious consideration.

Mr. W. M. Jarvis: "I have much pleasure in seconding the resolution. Let me say this: There is no man in the Maritime Provinces who has done so much in promoting the question of tourist travel as Mr. Fisher. ('Hear, hear,' and applause.) As I understand it the

IDEA OF THE HOME WEEK

is this: The word home is very dear to us all. It has unfortunately happened in the

past that a good many of our people, in order to better their position or to attempt to do so, have sought homes in other parts of the American continent. They have gone to the United States and they have gone to the West. They have struggled there for a living, but they still think of home and its surroundings, and they have heart yearnings to see it once more before they die; but some of these people have not the means to do as they would like, and it would be a good thing for this board to

BRING PRESSURE TO BEAR UPON THE RAILWAY

and steamship companies to induce them to reduce their rates for a certain week so that those people would be again able to visit the scenes of their boyhood.

"Look at it from another standpoint. The people whom we induce to visit us will many of them bring with them their wives and children, while some of them will bring friends. This will mean not only the expenditure of money in our midst, but who knows but that some of them may not see openings for the investment of capital here more favorable than in their own homes." (Applause.)

TRIBUTE FROM MR. FISHER.

"I would like to say another word," said Mr. Fisher, "and that is to pay a tribute to the efforts that have been made on behalf of tourist travel in the Maritime Provinces by THE CANADIAN GROCER, whose managing editor is with us to day." (Loud applause.)

GOOD WORK OF THE ST. JOHN ASSOCIATION.

Mr. Allison, secretary of the St. John Board of Trade: "I would like to say one word. Although not actively connected with the Tourist Association, yet, as the association has its offices in the Board of Trade building, I have opportunity of seeing the good work it is doing. I have seen almost day after day a stream of tourists coming into the office seeking information, and I have afterwards seen many of them come back and thank Mrs. Olive, the lady in charge of the work, for the assistance she had rendered them. I think a resolution passed by the Board will stir up places to establish similar bureaux of information for tourist travel."

A DIFFICULTY.

Mr. Geo. Boak expressed the fear that difficulty would be experienced in getting the railways to reduce fares at a season when they were already taxed to their utmost to take care of the tourist travel.

Mr. M. G. De Wolfe thought the time had come when they should do what the State Board of Trade of Maine had done,

and that was start a publication for the dissemination of information for the benefit of tourists. "We have reached a stage when we ought to

COMBINE OUR EFFORTS

and bring stronger pressure to bear, not only upon the railways, but to educate our people to the importance of providing the necessary accommodation for tourists and travellers. The trouble is, our people are not providing facilities fast enough."

RAILWAY DISCRIMINATING RATES.

The subject of "Discriminating Rates on the Intercolonial Railway," was introduced by President Loggie, whose place in the chair was in the meantime taken by Vice-President Dr. Muir. Mr. Loggie said that for a long time the town of Chatham had been endeavoring to get the

SAME RATE OF FREIGHT

as Fredericton. On flour, for example, the rate to Fredericton from the west was 6 to 11c. per barrel lower than to Chatham, although the latter place was only about 11 miles from Chatham Junction, while Fredericton was 90 miles. He explained that he had been appointed by the local board to wait upon the Canada Eastern Railway in regard to the matter at the request of the Grand Trunk Railway to see if a 2c. arbitrary could not be obtained. The manager of the Canada Eastern offered to

REDUCE THE ARBITRARY

by ½c., making it 2½c. instead of 3c. But since then they had asked to have the matter stand in abeyance on account of the high price of coal. This condition of affairs

HANDICAPPED THE MERCHANTS

of Chatham in competing with Fredericton for business. There was some talk of trying to get one of the line of steamships running between Montreal and Prince Edward Island to make Chatham a port of call, but Mr. Loggie said he did not favor this proposal as long as there was a chance of coming to terms with the railway people, especially as there is not enough business for both railway and steamship. Before taking his seat he moved the following resolution:

Resolved, that this Board recognizes that the existing through rates on carload shipments from the west to Chatham and Newcastle, which are large distributing points for other centres of trade and industry on the north shore, operate adversely against the merchants of those towns, and desires to impress upon the Intercolonial Railway the desirability and equity of removing the discriminating rates, so as to place them on the same basis as Fredericton, Moncton, Halifax, St. John, etc.; and that a copy of this be sent to the Minister of Railways by the secretary.

AN ABSURDITY.

Secretary Smith, in seconding the motion, said it was absurd that the merchants of



Chatham could not get at least the same through freight rate from the west as could those in Fredericton, who were nearly 100 miles farther than Chatham from the main line of the Intercolonial Railway.

Mr. M. G. De Wolfe: "I would like, with your consent, Mr. President, to ask Mr. Russell why the railways carry freight longer distance for lower rates than they do for shorter distances?"

#### A QUESTION OF DUNNAGE.

Mr. E. G. Russell, who is the new manager of the Intercolonial Railway, said he would not like to answer the question from a railwayman's standpoint. (Laughter.) "At any rate the matter of freights does not come within my department," he added amid renewed laughter. He explained, however, that it was due to "dunnage." There were commodities which the railways had to carry which did not pay them, or that did not fill the car, and it then came to the question of "dunnage" or filling up. The freight which they took with which to fill up was necessarily taken at a low rate. It was the same with steamship lines as with railways.

Mayor Morrison, Newcastle: "I cannot understand how it is that freight can be carried cheaper over some roads for longer than for shorter distances. I think we should do as the people of Halifax do, and that is, tell the railway people that we will bring our freight in by water until the railways are prepared to make better terms with us, for we have nearly as good facilities for doing so."

Mayor Snowball, Newcastle: "This has been a live subject for many years, and I think we have not been successful because we have

#### NOT HAD AS MUCH PLUCK

as the people of Halifax. I cannot see where dunnage comes in. Before this discriminating rate came into existence we had a large portion of the trade between here and Boiestown, which we have now not got."

Mr. F. W. Sumner, Moncton, said it seemed to him that the railways

#### HAD GOT THEIR HEADS TOGETHER

and that the C.P.R. had the other end of the string. (Hear, hear.)

Mr. F. P. Reid, Moncton, said that other places had been kept back by St. John and Halifax. "Some years ago," he added, "we at Moncton were placed on unfavorable terms with St. John. We got that remedied by being put on equal footing, but they have now got us on the hip again."

#### P. E. I.'S GRIEVANCE.

Mr. W. H. Aitken, Charlottetown, P.E.I., declared that the people in his Province

had a greater grievance against the Intercolonial Railway than any other part of the Dominion. "It is all right as long as navigation is open," he said, "we pay a rate of 5 to 6c. on certain commodities, but in the winter the rates are jumped to 15 and 16c. We have tried for several years to get redress, but without avail. On through goods from England we get a rate of 15 to 16s. per ton in the summer, but we have got to pay 27s. 6d. to 30s. when in the winter we get our freight over the I. C. R. via Halifax." Another complaint he made was that the people of Prince Edward Island could not compete with grain coming from Ontario for shipment from Halifax.

#### DID NOT WANT THE I. C. R. TO PAY.

Mr. F. W. Sumner declared that they did not want to make the I.C.R. a paying institution any more than they did the canals in the west. "That is the reason," he said, "we come here to-day and say we want to be placed on a basis that will allow us to compete. Prince Edward Island stands a little out from us. They get their goods shipped cheaply enough in the summer, and they then care nothing about the railway. We, at Moncton, made an arrangement with the railways whereby we get a rate for all the year around. That is what the people of Prince Edward Island should do."

Mr. E. G. Russell: "I fear you are going to run against a snag with that resolution."

Mr. Loggie's motion was put and carried, and the following, moved by F. W. Sumner and seconded by J. H. Harris, was also adopted:

Resolved, that in the opinion of the Maritime Board of Trade, now in session at Chatham, that the ports of Moncton, Chatham and Newcastle are entitled to the export rates on flour and mill stuffs from the west intended for distribution by water from those ports, and also to terminal rates on other merchandise for local distribution, and

Further resolved, that a memorial be prepared, or copy of this resolution be forwarded, to the Hon. Minister of Railways and Canals praying they be accorded.

When the question of wharf extension and improvements at Pictou, and Georgetown, P.E.I., were reached, Mr. Aitken asked permission to withdraw the subject, Mr. Russell, the manager of the I.C.R., having informed him that the necessary arrangements were being made to provide the required accommodation.

#### TELEGRAPH GRIEVANCE OF P.E.I.

The subject of Prince Edward Island's telegraph grievance was introduced by Mr. W. H. Aitken. He said that as the matter had been brought before the Maritime Board of Trade at a previous meeting, he did not propose to go into it at any great length. The particular trouble was that the tele-

graph offices connecting with the cable system to the mainland were closed at 8 p.m. and not opened until 9 o'clock the next morning. Mr. Aitken moved the following resolution:

Resolved, that this Board again urge on the Federal Government the prompt improving of the telegraph connection between the mainland and Prince Edward Island, the necessities of which have already been fully set forth to the Government.

#### OF GENERAL IMPORTANCE.

Mr. C. E. Bentley, Moncton: "I have much pleasure in seconding the resolution. The question is not only of importance to Prince Edward Island, but it is of importance to every Province."

Mr. Geo. E. Boak, Halifax, as one having occasion to use the telegraph service between Prince Edward Island and the mainland, testified to the inconvenience of the practice of closing the offices thirteen hours of the day.

Mr. E. C. Hanrahan, Sydney, said he remembered that the matter was brought to the attention of the Hon. Mr. Blair some years ago and

#### HE WAS SURPRISED,

as one who had been absent from the Maritime Board of Trade meetings for two or three years, that the evil still existed.

Mr. Aitken explained that the telegraph company had a monopoly and received a subsidy of \$2,000 a year from the Federal Government. "Our Minister, Sir Louis Davies," he said, "has done all he can to remedy matters, but has failed. Sir Louis, however, is of opinion that the

#### MONOPOLY CAN BE TAKEN AWAY,

claiming that it has broken its agreement with the Government." He also referred to the charges of the telegraph company. The charge to Boston is \$1 for ten words. "In fact," he concluded, "the company can practically charge just what it chooses."

#### BELIEVED IN GOVERNMENT OWNERSHIP.

Mayor Snowball: "I think franchises of this kind should be in the hands of the Government or of the municipalities. (Hear, hear.) While travelling in England and on the Continent I have had opportunity of seeing the advantage of having franchises of this kind in the hands of the respective Governments. I would like at some future stage of the convention to see the question of public franchises brought up for discussion."

The resolution was carried unanimously.

#### PUBLIC SCHOOL CURRICULUM.

"The School Question; Its Curriculum," was introduced by Mr. Geo. E. Calkin, of Kentville, N.S. He said it would be conceded by all that there was no more



important question confronting the community, than that of proper, sufficient and efficient education. "The most progressive nations of the world, and those which are aiming at and achieving the highest results of both material and moral civilization are indisputably those in which education has attained the highest standing."

"Now, I take it," he continued, "that nowhere in the world is there a finer country capable of illimitable development and possessed of unequalled natural resources of the field, the sea, the forest and the mine than this Canada of ours, and nowhere in the world can that 'knowledge which is power' be better employed or turned to more immediate natural advantage."

Proceeding, he disapproved of the system in vogue in Nova Scotia, and introduced a resolution asking for the appointment of a commission by the Nova Scotia Government to investigate the subject.

#### AN UNCALLED-FOR INDICTMENT.

Mr. C. E. Bentley, Truro, N.S., declared that, from his own personal knowledge, such an indictment of the Public School system of Nova Scotia was not true.

Mr. N. S. Fisher, St. John, was rather disappointed that Mr. Calkin had not said something in reference to the Lloyd system of manual training. It had been introduced in Fredericton, and he hoped to see it introduced in many parts of the Maritime Provinces.

Mr. F. W. Sumner, Moncton, N.B., said he agreed with some things that Mr. Calkin had said. "Most of the boys who came out of the public and high schools cannot write well, cannot spell well, cannot measure a yard of stone," he said. "I hold it is the duty of the State to

#### TEACH THE BOYS THE THREE 'R'S'

and then provide technical education. It should teach them what to do in the ordinary run of life. What in thunder do we want of lawyers, doctors and professional men? (Laughter.) We often turn the boys out of our public schools possessing practically nothing. I have had men who could scarcely read or write who knew more than those who knew it all; or at least pretended they did. I have tried to get boys out of the high schools that were some good, but I have seldom succeeded. I have a son of my own who went through the high school but he came out just like the rest. (Laughter.)

"Do not think for one moment that I would disparage education. Give me a boy that can row a boat, reef a sail and harness a horse. Give such a boy education on the top of that and you will have a boy worth something."

Mr. C. E. Bentley declared it would be very difficult for the Maritime Board of Trade to point out to the Government of Nova Scotia any weakness in its educational system. They had among other things the Lloyd system of manual training, and experimental farms.

#### NO SECONDER.

As Mr. Calkin's motion failed to find a seconder it fell to the ground.

#### THE PRESIDENT'S ADDRESS.

Mr. W. S. Fisher, on behalf of the committee to whom the matter was referred, reported in favor of entering the president's address in the minutes of the board. He and Mr. M. G. De Wolfe moved to that effect, and the meeting concurred.

#### TAX DEFAULTERS AND CIVIC ELECTIONS.

On motion of Mr. W. M. Jarvis, seconded by Mr. George Watt, the following resolution was adopted:

In the opinion of this Board, no elector in default for payment of civic or municipal taxes should be permitted to vote in civic or municipal elections.

The discussion was brief and altogether in favor of the resolution. Some of the speakers gave examples of the benefits that had been derived by municipalities which had such a law in force, the effect being to quicken slow-paying citizens to meet their obligations in order that they might not be deprived of their votes.

The president announced that the delegates had been invited by the local board to a trip down the Miramichi River on Thursday afternoon, on a steamer kindly placed at their disposal by Senator Snowball.

The convention adjourned at 6 o'clock.

#### TECHNICAL EDUCATION.

The evening session was opened at 8.30 o'clock, and after routine Mr. C. E. Bentley introduced the following resolution, which, after being seconded by Mr. George E. Calkin, was carried unanimously and without discussion:

The Maritime Board of Trade desires to place on record its deep appreciation of the continued efforts of the various boards of education to encourage education of a practical nature, and wish to express their warm thanks to Sir Wm. Macdonald for his assistance in introducing the Lloyd system of manual training in the public schools of the Maritime Provinces, and would urge upon the respective Governments of the Maritime Provinces the great importance to the business community of further encouraging and assisting education of this practical character.

#### INSPECTION OF BRIDGES AND CULVERTS.

When the subject of "Government Inspection of Bridges and Culverts" was reached, Mr. F. O. Allison, Secretary of the St. John Board of Trade, said he was sorry that Mr. Hathaway, who was the father of

the proposal to bring the matter before the Board, was unable to be present.

#### AN IMPORTANT MATTER.

Mr. W. S. Fisher: "This is an important matter, especially in New Brunswick, where there have been a number of serious accidents and loss of life through defective railway bridges and culverts." He moved the following resolution:

In view of the number of serious accidents that have occurred during the past year or two through defective bridges and culverts, this Board recommends the local Governments to consider the advisability of appointing an official whose duty it shall be to examine and report upon their condition.

#### THE STATE OF AFFAIRS IN NEW BRUNSWICK.

Mr. W. M. Jarvis explained that the matter was of more importance to New Brunswick, because in that Province there was a greater railway mileage owned by private corporations. He said there were, at least, 10 or 12 railways which were not under Government control. "It is said that some of the roads are in such a dangerous condition that one or two passengers are kept on the outside of the train in order that they may be able to help out those who are inside in case of an accident. (Laughter.) I have myself been on railways where the rails have spread and it has been necessary to get poles with which to pry the engine on the rails again."

#### CAUTION URGED.

Senator Snowball: "Many of those roads are in straitened circumstances and very little would stop them altogether. If the Dominion Government were to undertake the inspection many of the private roads would be closed down, for there is not enough money in them for capitalists to go in and take them up. To stop these roads would be a serious loss. I am perhaps crying 'danger,' and then saying 'do not touch them.' I would urge that the very mildest caution be taken with the companies. If the Dominion Government took hold the chances are that they would compel the railways to replace the wooden bridges with iron or steel. It is an evil and a growing one. Most of the railway bridges are wooden and have not had any repairs for years. What I would ask is that the Board be very cautious indeed."

#### MAKE THEM PART OF THE I. C. R. SYSTEM.

Mr. Geo. E. Calkin: "There are about 10 roads in New Brunswick that scarcely pay. Why not ask the Dominion Government to take them over and make them part of the Intercolonial system?" (Hear, hear.)

Mayor W. B. Snowball: "I think the delegate from Kentville has hit the nail on the head. It would be a good thing for the Government to take over the roads, and I



think something along that line might be placed in the resolution before us. There are roads in this Province which are closed during the winter, much to the detriment of trade and of the people in this part of the country."

Mr. Fisher's resolution was carried unanimously.

#### FIRE INSURANCE RATES.

Mr. J. E. De Wolfe, Halifax, in introducing the subject of "Fire Insurance Rates," said: "It is well known that the fire insurance companies propose another advance in rates. I think Mr. Jarvis can tell us that it was proposed to raise the rates in St. John, but this had been deferred on account of opposition. We have found in Halifax that the

BETTER THE PROTECTION THE HIGHER THE RATES.

We were told that after we had made certain improvements in the fire protection system the rates would be reduced. We made the improvements and, instead of being reduced, the rates were raised 20 per cent. The question we have got to face is this: In the event of the fire insurance companies increasing their rates, what are we, as a Maritime Board of Trade, to do? I think a protest from this Maritime Board of Trade would have more effect than a protest from any one district. I would like an expression of opinion from this Board in regard to the matter."

FIRE PROTECTION MAKES NO DIFFERENCE.

Mr. E. C. Hanrahan, Sydney: "It does not make any difference what protection you have against fires. It seems to me the fire insurance companies have made up their minds to increase the rates no matter what classes of buildings you may have. We were told in our town that the water pressure was not strong enough. We improved it, and have now a water pressure of 75 lb. to the inch. Besides this we have a new fire engine, and still the insurance companies will not guarantee that the rates will not be raised. I would like to ask how the rates are in Halifax and St. John compared with those in Cape Breton?"

Mayor Snowball, Chatham: "What rate do you pay on your principal business streets?"

Mr. Hanrahan: "Three cents."

Mayor Snowball: "That is what we pay on Water street, our chief business street."

Mr. J. E. De Wolfe: "We have come to the conclusion that we have to pay for the losses in the west and elsewhere."

#### AN INSURANCE MAN'S VIEWS.

Mr. W. M. Jarvis said that he occupied a somewhat delicate position, representing as he did The Liverpool and London and

Globe, one of the largest British fire office for the Maritime Provinces, and, at the same time, appearing here as a delegate from the St. John Board of Trade. Under the circumstances he should ask leave to retire while this subject was under discussion.

Before doing so he wished, however, to say that the important company he represented had in no way intimated to him any dissatisfaction with the current rates of insurance in these Provinces, or with the business he had transacted for them.

#### SWEEPING ADVANCE IN RATES UNCALLED FOR.

This was all he could say for his company, but for himself he did not hesitate to express his personal opinion that sweeping advances in rates in the Maritime Provinces were uncalled for, and he would further add that if any companies had steadily lost money and urged those advances, the cause of such losses should be looked for in the management of their business, and charged rather to their own representatives than to the business community.

The business was one that called for the exercise of great caution and discretion. If companies accepted business indiscriminately and did not take proper pains to avoid

#### OVER INSURANCE

of unprofitable properties, or accepted too much liability in congested districts, there could be but one result. That result need not be incendiarism. It must be loss, either through the development in the property owner of a carelessness or even recklessness, or from excessive liability in proportion to the premiums received.

In one section of the Provinces an indiscriminate canvass for business had been made by a certain company or companies some 15 years ago. Fires continually occurred over the territory until the agent ceased to act. On making up the statistics it was a fact that the fires in that district during the three years, 1898-1900, were only about one-third in number of those which had occurred during a like period 10 years before when the canvass was going on.

Regarding Fire Insurance Boards.—Their proceedings were necessarily confidential since, if it were otherwise, agents might be continually accused of influencing increased rates, or of making use of the boards to advance their personal ends. But it might as well be understood that the Liverpool and London and Globe was no blind adherent. His company, it was well known, had been outside the Nova Scotia Board from 1893 to 1898, and outside in Prince Edward Island from May 1899 until April last.

But it was a serious matter for an important company to have these boards and so weaken the influence which they really exercised for good. Unfortunately, in the pursuit of increased business facilities, hazards were continually being introduced which were unheard of in former days. When the boards penalized these by higher rates they were acting in the best interests of the community.

#### GASOLINE AND INSURANCE RATES.

He would instance gasoline and remind the board of the accident at Chatham railway station three or four weeks ago, or the more recent fire at The Tribune printing office at Windsor. Gasoline was a most dangerous vapor product. If it came into common use both property and life must be endangered. Hence the boards forbid its use.

#### DANGER OF VARNISHED WOODWORK.

Then, again, there was the use of varnished woodwork for floors or ceilings. If a fire caught in such a case it spread with lightning rapidity, and gave off a black smoke which drove everyone from the building, or stifled those who could not escape. Instances were the Bamstead and Sutherland fire at Halifax and that in Police Magistrate Ritchie's dwelling at St. John. An extreme case might, however, arise where such a course even was preferable to consenting to some action which might cause serious injury to the community, and eventually to the company itself. He saw it stated in the Halifax newspapers that advances in rates were contemplated in that city. He was not here to say how far this was true, and how far not. But since he had come to this meeting he had been told by an influential merchant that some of the very agents who were claimed to be urging an advance of rates at Halifax, to take effect in the near future, were now urging insurers to place with them all the insurance they could at the current rates, so that the incidence of the expected advances might be postponed in their cases for a year at least.

If this were the case it formed

#### A STRANGE COMMENTARY

on the course which it was said was being pursued and showed a strange inconsistency on the part of the companies concerned.

He held in his hand a copy of The Universal Mercantile Schedule, admittedly in its principles one of the best authorities on fire insurance, although its rates and penal charges were suited to the latitude of New York, where the Schedule was prepared, rather than to that of the Maritime Provinces. He had with him, also, a letter from Mr. T. C. Moore, the president of the Continental Fire Insurance Co. and author



of the work. Mr. Moore stated that in his calculations of rates he allowed only 5c. in each dollar of premium for profit and 5c. more for conflagration or extraordinary risk. The balance of the premium should go for reasonable expense charge and for actual loss. If the previous record for a wide territory for years together showed the rates under such conditions excessive, this should be taken into consideration, and proper reductions should be made. If it proved them to be insufficient, no one surely could complain of some necessary advance.

#### CARELESSNESS AS A CAUSE OF FIRE

It continually happened that owners of property were increasing the hazard through thoughtlessness of the fire risk involved. If they did this, some increase of rate became a necessity, in the interests of the careful insurer. Of such special advances he did not see how anyone could reasonably complain. But it was a different question if sweeping advances were pressed upon the Maritime Provinces only because disproportionate losses had happened elsewhere where there was less of carefulness shown. It was well known, and he did not care to conceal it, that he was determinately opposed to such advances until it could be fairly shown that, in the actual experience of the Maritime Provinces in recent years, they were required.

He would now ask permission to withdraw while this subject was under discussion.

Mr. J. E. De Wolfe: "We would like to hear from some of the mercantile gentlemen here." He said that he had a building on one of the wharves at Halifax which had been used for junk purposes. The rate he then paid was 1½c. When he replaced this building by one of a better class his rate was increased.

#### TRURO'S EXPERIENCE.

Mr. C. E. Bentley, Truro, N.S.: "The matter has been thoroughly threshed out. We all admit that there is a grievance; but what are we going to do about it? There are places in the Maritime Provinces where the rates are deservedly high because they will not provide proper fire appliances. There are others in which the proper appliances have been provided. In Truro we have more than complied with the demands of the insurance companies, and yet we are threatened with an increase in our rates. Twenty years ago, before we had electric lights and before we had a fire department and our stores were lighted by oil lamps and stovepipes were everywhere, our fire insurance rates were 100 per cent. lower than they are to-day."

Mr. Geo. E. Calkin urged that more care should be exercised in trying to prevent

fires, and held that the insurance companies were not making money.

#### EXPERIENCE OF PRINCE EDWARD ISLAND.

Mr. W. H. Aitken, Charlottetown: "We have a good waterworks system in Charlottetown. We were told that our rates would be reduced. Instead of that, however, they have increased them, and the insurance companies have made a large sum of money out of Charlottetown. They told us we had to pay for the heavy loss that occurred outside Charlottetown. We will have to cancel a large portion of insurance. We cannot afford to pay it. We do not know where it is going to end. We will have to carry our own insurance to a great extent."

#### THE SENATOR BLAMES NEEDY AGENTS.

Senator Snowball: "We live in the district in which in 1825 was the greatest fire since the destruction of Sodom and Gomorrah. I refer to the great Miramichi fire whose smoke, it is said, could be smelt 700 to 800 miles away. Instead of saying where is the remedy, I would say, where is the evil. The trouble is there are too many needy people going about the country trying to make a living out of insurance premiums. The companies pay too much in commissions. I cannot say whether any of them get 20 per cent., but I know some of these agents get as much as 15 per cent."

"I believe," he continued, "that more than half the fires in the Miramichi districts during the last 50 years have been due to carelessness. Out of the lumber mills on the Miramichi river the fire insurance companies have made a handsome profit. I do not think I am exaggerating when I say they have made 100 per cent. The old Cunard mill was in existence for 50 years, and during all that time regularly paid insurance rates. True, it was eventually burned down, but consider the amount of money that had been taken out before that took place. As I said before, there are agents who take too many hazardous risks. You should combine to expose them. That is the remedy."

#### MARITIME PROVINCES AND LOSSES IN THE WEST.

Mr. Geo. Watt, Chatham: "It is in the western part of the country where the fires take place, and the Maritime Provinces have to pay for them. I believe the rates would be a great deal lower if the fire insurance companies who do business in the Maritime Provinces had their business in those Provinces managed therein, instead of from Montreal or some other point." (Hear, hear.)

#### THE EXPERIENCE OF CHATHAM.

Mayor Snowball, Chatham: "The President of the Maritime Board, being at that

time Mayor of Chatham, will remember that the insurance companies promised to reduce our rates. They wanted us first to get more hose, then patent harness, and now they tell us we will get a reduction of 20 per cent. if we put in a waterworks service, which you will notice from the appearance of our streets that we are doing, but it remains to be seen whether we shall get any reduction in our rates. Chatham has not had a fire of any importance for several years. Last year the Macdonald factory was burned, but that was due to lightning. The rate on our mills is 6 per cent., which is too high."

Dr. Muir suggested that perhaps a remedy might be found if business men would carry a part of their own insurance.

#### BRING IN U. S. COMPANIES.

Mr. J. E. De Wolfe: "Somemight be able to do this and others again might not. I would suggest that we write the insurance companies, urging that an increase in rates was not warranted, and that in the event of their doing so we would do all we could to bring in United States companies, and would also, as far as we are able, take stock in new local companies."

Secretary D. G. Smith: "I would suggest that further consideration of this question be deferred until to-morrow morning."

Mr. J. E. De Wolfe: "I beg leave to move that the chairman appoint a committee of three to draw up a resolution dealing with this matter."

Mr. Muir: "This is a burning question—(laughter)—and I think it would be a good thing for a committee to be appointed to draw up a resolution and present it to the convention to-morrow morning."

This idea was concurred in, and Messrs. J. E. De Wolfe, E. C. Hanrahan and C. E. Bentley were appointed a committee to prepare the resolution.

A brief discussion followed in regard to the necessity of retailers carrying sufficient insurance, but no motion was presented, and the matter dropped.

The convention adjourned shortly after 10 o'clock.

#### THURSDAY'S SESSION.

When the convention opened at 10 o'clock on Thursday morning the attendance was rather smaller than during the previous day, several members, on account of business pressure, having been compelled to return to their homes.

#### AN INVITATION FROM SYDNEY.

Shortly after the meeting opened the secretary read a letter from the Sydney Board of Trade extending a hearty invitation to the Maritime Board to hold its next



meeting in that town. The reading of the invitation was greeted with applause.

#### SECRETARY-TREASURER'S REPORT.

Secretary Smith presented his annual report, which read as follows :

The address of our president so well covers the points relating to the business of the Board that I have little to add that is of interest to you.

Although during the year I have endeavored to ascertain the status of different trade centres in regard to the continuation of boards which once existed or of new boards formed, the

RESULTS HAVE NOT BEEN SATISFACTORY, and, like my predecessors, I am not in a position to positively report the number of active local boards within our field of operations.

Such matter as I have had to distribute with the view of promoting interest in the Maritime Board of Trade has been sent to about 43 places in the three Provinces, but my best information leads to the conclusion that there are only about 30 active boards of trade amongst these.

#### DIGBY HAS ORGANIZED

and affiliated, but I regret to say I am in receipt of a note from the secretary intimating that the board of that enterprising town will not be represented at this meeting.

The different resolutions passed at our last meeting were forwarded to the bodies and individuals to whom they were directed to be sent, but I have had few responses, although action has been taken in directions desired by some of them.

#### PERMANENT SECRETARY RECOMMENDED.

My experience leads me to the conclusion that our Board requires a permanent secretary, resident in one of the large commercial centres, and whose occupation keeps him in touch with work such as that by which the objects we seek can best be attained, and I venture to suggest that he should be paid a fixed salary. Secretaries chosen from places other than those I mention, are necessarily busily occupied with their own affairs to too great an extent to admit of their giving adequate attention to the work of promoting and building up the Maritime Board. The demand for a secretary resident in the same place as the president for the time being is a valid one, but it can be met by the appointment of a corresponding or assistant secretary, and I shall invite your attention to such a change in our constitution as will provide for that proposed officer.

#### REVISION OF THE CONSTITUTION.

As under the constitution the order of last session for a revision of the constitution and by-laws and printing of the same could not be carried out, we have under the 20 days' notice provision, prepared such revisory matter as we think may meet your approval, and the same will be laid before you. I have had the by-laws, as they originally stood, printed in sheet form to place before members at this session, so that they may be the better enabled to assist in the revision.

My account of receipts and expenditures is duly prepared up to the opening of the meeting, and it can be closed and the balance struck as soon as desired. It is perhaps best, however, to defer closing it until after the time matures for the payment of the per capita dues of the local boards at this meeting.

I have had the subjects so far proposed for consideration during the session just opened printed for the convenience of delegates, and have arrangements perfected for issuing similar sheets at minimum cost of the arrangements of these and

any others that may be proposed when the same are dealt with by the list of subjects committee.

I have also procured a book in which the names of all delegates are to be entered (by themselves preferably) as they arrive, and beg to request that they will make a point of recording themselves therein, together with their boards and post office addresses in the columns designated for the purpose.

The Sydney Board again presses its invitation to this Board to hold its next annual meeting in that town.

On motion of Mr. W. M. Jarvis, the report of the secretary-treasurer was referred to the auditing committee.

#### FIRE INSURANCE RATES.

Mr. J. E. De Wolfe said that he was ready, on behalf of the committee appointed the previous evening to draw up a resolution regarding fire insurance rates, to report. He then submitted the following resolution :

Whereas, the cities and incorporated towns of the Maritime Provinces have spent, and are further



Mr. W. S. Loggie, the retiring President.

spending, large sums of money to provide the best fire-fighting appliances and to improve and extend the water services for fire purposes. And, whereas, the members of the Maritime Board of Trade, an organization representing some 40 local boards of trade, scattered over the three Maritime Provinces, have heard with great concern a proposed increase of fire insurance rates;

Therefore, resolved, that this Board enters a very strong protest against such proposed increase, and would urge upon the local boards the importance of their members resisting to the utmost this unfair and unjust proposition, and, that in the event of such increase coming into effect, united efforts be made to induce American or other companies to come in and do the business where applicable.

And, be it further resolved, that this Board request the fire insurance companies to separate the Maritime Provinces in their insurance calculations from the rest of the Canadian business, referring them to statistics of premiums earned and losses sustained in the Maritime Provinces in recent years in comparison with the other sections of Canada.

And, furthermore resolved, that a copy of this resolution be sent at once to the insurance authorities in Great Britain and in the United States.

Mr. W. H. Aitken, in seconding the resolution, said : "As Mr. Jarvis has said, the premiums depended largely on the losses incurred. When I was in the insurance business I found that a certain class of our risks did not pay. I consulted our office and suggested that we drop it. The result was that in about ten years we had

#### RECOVERED OUR LOSSES

and quite a little money was left in the company's hands, whereas before there was a deficit. The rates could be kept down to a proper basis by judicious management. We must not expect our insurance companies to do our business for nothing. The rates have to be in proportion to the losses."

Mr. Frank C. Allison : "According to that resolution do we pledge ourselves to cancel our insurance if the rates are increased? The reason I ask that question is that I represent a number of concerns whose insurance I would not feel at liberty to cancel in the event of an increase in the rates."

#### OBJECT OF THE RESOLUTION.

"What we want," explained Mr. J. E. De Wolfe, "is that the delegates here shall go back to their respective boards and take the matter up. It was proposed to cancel the policies only when practicable. It was next proposed to make it a hard and fast rule."

The resolution, as introduced by Mr. J. E. De Wolfe, was carried unanimously.

#### MARINE INSURANCE RATES.

"I understand," said President Loggie, when the subject of "Marine Insurance Rates" was reached on the order paper, "that the matter has been practically settled."

Mr. Jarvis : "I seconded the motion last year that brought this subject before this Board. Since then I have been investigating the matter, and, as far as I can understand it, the position is practically this : There is no doubt that there has been an increase in the rates on vessels on the St. Lawrence route. Against them there has been

#### A FURTHER DIFFERENTIAL

on account of the heavy losses, but not against the vessels for the Maritime Provinces. I may say that while Lloyds is the centre of the marine insurance system, the companies have practically the right to fix their own rates. Of course the companies are greatly influenced by the judgment of Lloyds."



## MR. BLACK'S EXPERIENCE AT LLOYDS.

Mr. W. A. Black : "I have been looking into the resolution of last year, and I really do not see that we can pass another one that would help us to obtain what we in the Maritime Provinces seek. I happened to be in London two years ago, and was one of those who waited on Lloyds. But I cannot say that any great progress has been made since then. The gentlemen whom we met practically told us that we were in the position of buyers and they of sellers, and that if we did not care to buy we need not. After the conference I met, on the floor of Lloyds, the gentleman who had made this statement, and he told me that, personally, he

## BELIEVED THE RATES TO BE UNFAIR.

'But,' said he, 'we have to draw the line somewhere north of Portland, and it is unfortunate that the Maritime Provinces are north of that line.' And then he added, 'If you continue your agitation you may finally succeed.' "The Maritime Provinces," continued Mr. Black, "are more favorably situated than they were a year ago, perhaps on account of the losses on the St. Lawrence, or perhaps on account of the efforts of this Board. Perhaps it is both. But I cannot see what we are to gain by another resolution.

"I would simply ask that the various boards

## KEEP AGITATING,

and take advantage of every opportunity of advancing their claim for justice."

## INTERESTS OF SHIPPERS AS WELL AS OF HULLS.

In closing Mr. Black urged the boards of trade to remember the merchants who shipped goods as well as the owners of the hulls. "The high rates are a drawback to the people who own the cargoes as well as to those who own the hulls," he said. "We should not forget that."

Mr. J. E. De Wolfe : "I would like to ask the secretary, Mr. President, if he has had any acknowledgment from the communication he sent to Lloyds according to instructions from this Board?"

Secretary Smith : "No."

Mr. J. E. De Wolfe : "Then I claim that it is the same in regard to marine insurance rates as it is in regard to fire insurance rates, the Maritime Provinces have got to make up for the losses incurred elsewhere.

## CONFIRMATION OF MR. BLACK'S STATEMENT.

Mr. W. S. Fisher : "I would like to confirm what Mr. Black has said. Four years ago, when in London attending the convention of the Chambers of Commerce of the British Empire, I saw the Lloyds people,

and the answer I got was practically the same as that related by Mr. Black. They did, however, say that if any injustice was being done to us they would be very glad to consider it, if we would present our case to them. I have since, however, been told that the marine insurance rates do not cover the whole of the Maritime Provinces as a blanket. There are exceptions."

Mr. Black : "Yes ; that is so."

The subject was then allowed to drop.

## FOREST PRESERVATION.

Mr. M. G. De Wolfe in introducing the subject of "Forest Preservation," said the resolution he had to offer was practically the same as that passed by the Annapolis Board. His resolution read as follows :

Whereas, the subject of forestry is a most important one, and there is no question, but that it has been too long neglected in Canada, and,

Whereas, the manufacture of lumber has been one of the most important industries in the Provinces of Nova Scotia and New Brunswick, and it is now anticipated that pulp mills will consume a very large quantity of standing timber, and,

Whereas, it is apparent to everyone that the deletion of the standing timber of all kinds of wood by forest fires and the axe is fast denuding our forest lands and rendering them of no value ; and,

Whereas, it is believed that with the prevention of fires, protection to the rapidly-growing timber and the systematic cutting of trees for lumber, our forests will be of value for many years to come ; therefore,

Resolved, that in the opinion of this Board of Trade, the Government should take immediate steps to see that suitable overseers or inspectors be put in charge of the timber districts of Nova Scotia and New Brunswick, as an incentive to owners of private lands to guard and protect all Government timber lands, and reforest any suitable areas that may be found fit for the purpose.

Dr. Muir, vice-president for Nova Scotia, said : "This is a very important subject and I have great pleasure in seconding the resolution."

Without further debate the resolution was adopted by a unanimous vote.

## TRADE WITH SOUTH AFRICA.

Mr. W. M. Jarvis, St. John, submitted the following resolution :

That the attention of the local boards of trade be directed to the importance of the further development of trade between the Maritime Provinces and South Africa.

"I am not," said Mr. Jarvis, "engaged in business with South Africa, but it struck me that this question will be an important one in the near future. If you will look at the map you will find that there is a large part of Africa which is becoming British which was not British before. And that part of Africa, it seems to me, is

## THE NATURAL MARKET

for the products of these Maritime Provinces. Take hay ; 13,000 to 14,000 tons

are exported from our ports. On account of the improved machinery which has lately been brought into use, hay can now be pressed into one-third its former size. The machinery which we have in St. John, and we would be very glad to show it to anyone who cares to see it,

## TEARS UP THE HAY

and removes from it sticks and foreign substances. Hay is a large product of the Maritime Provinces, and there is no reason why our farmers should not take even greater advantage than they have of the South-African trade in this fodder. Hay is now no longer shipped as deckloads, as was the case formerly, on account of its bulk, but, being pressed into such relatively small bales, it is placed in the hold, and arrives at its destination sweet and clean.

## THE DEMAND FOR LUMBER.

"It also seems to me that, in view of the present condition of affairs in South Africa, where there has been such an enormous destruction of buildings, etc., that there must before long be a large demand for lumber and other material. I regret to say that I cannot find that our merchants are taking much interest in the matter."

Mr. F. C. Simson seconded the motion.

## HOW TO GET SOUTH-AFRICAN TRADE.

Mr. W. S. Fisher said he had had the pleasure of meeting Mr. Solomon, a gentleman from South Africa, who had spoken encouragingly of the prospects of trade with South Africa, "But," said Mr. Fisher, "he did not think there was a possibility of trade being done in South Africa by Canada until manufacturers and others sent men down there to investigate and learn what were the requirements of the country."

On the suggestion of Mr. W. S. Fisher, St. John, the president requested the managing editor of THE CANADIAN GROCER, to speak to the motion. In response to this request the latter referred to the report of the Canadian Trade Commissioner, Mr. James Cummings, who had recently visited a number of towns in Natal for the purpose of ascertaining what openings there were for Canadian products. In his report Mr. Cummings had said that there was a general demand for many lines which Canada was in a position to supply, and that he had also found Canadian goods being sold as the products of the United States. The editor of THE CANADIAN GROCER also pointed out the necessity for a

## DIRECT LINE OF STEAMERS

between Canada and South Africa, and cited the experience of a Toronto firm whose consignment of goods for South Africa was allowed to be on the wharf in



New York for four or five weeks before being shipped, the preference being given to United States goods.

Mr. Jarvis' motion was finally adopted by a unanimous vote.

#### THE PREFERENTIAL REBATE ON BRITISH GOODS.

In introducing the subject of "The Preferential Rebate on Goods from Great Britain Imported Direct to Canada," Mr. J. A. Chipman said that he did not purpose making a speech, as the resolution he proposed offering fully explained the matter. The resolution read :

Resolved, that in the opinion of the Board the preferential Customs tariff, as applied to imports from Great Britain, should only apply to goods imported directly through Canadian ports, and that a copy of this resolution be forwarded to the Dominion Government and boards of trade in these and the Western Provinces.

Mr. W. A. Black seconded the motion.

Mr. W. S. Fisher : "It seems to me that it is wise for us to make a motion of this kind. At the same time I have very little hope that it will do any good. The opposition from the C.P.R. and the G.T.R. will be too strong. I believe, however, in agitating the matter." (Hear, hear.)

The motion was carried without further debate.

#### FAST ATLANTIC SERVICE.

Mr. J. A. Chipman, Halifax, in introducing the subject of "Fast Atlantic Service," said it was as old as Confederation itself ; in fact, it had been a question of anxiety to Boards of Trade of Halifax and St. John for the past half-century, while successive Governments had attempted to solve it. The trade of the country, which was increasing rapidly, demanded such a service.

He believed, with Sir Wm. Van Horne, that we would never have a firm foundation for

#### A PROGRESSIVE FREIGHT SERVICE

until we have established a fast Atlantic passenger and mail service. "Sir Wm. Van Horne," continued Mr. Chipman, "says the freight service follows the passenger service. Now, I want to know if you are all filled with the spirit to support this question, and that if this resolution passes here you will not allow it to lie dormant. I hope that the

SHADES OF THIS FAST ATLANTIC SERVICE will so rise up before the Government of Canada that they will be compelled to go on with this great undertaking. I beg to move the following resolution :

Whereas, the construction of the Intercolonial and Canadian Pacific railways was considered in the light of great national undertakings for the development of the foreign and international trade of Canada, and

Whereas, the vast and rapidly-growing development of the trade and resources of our country under these great transport facilities confirms the wisdom of Parliament in pledging the revenues of the country in aid of their construction, therefore

Resolved, that in the opinion of this Board our national pride is affected and our commercial progress retarded in consequence of the delay in our Federal Government in establishing this fast Atlantic service, and further

Resolved, that in the opinion of this Board there is a sufficient guarantee in the magnificent results which have followed the construction of our railways to warrant the Government in carrying out the completion of our national transportation facilities by pledging the revenues of our country to an extent sufficient to carry out without further delay the establishment of the fast Atlantic service, and further

Resolved, that a copy of this resolution be forwarded to the Federal Government, the several boards of trade in Toronto, Montreal and Quebec ; also to the members of Parliament from the Maritime Provinces.

#### STILL A LIVE QUESTION.

Mr. M. G. De Wolfe, Kentville, N. S., in seconding the motion, quoted extracts



Mr. D. G. Smith, the retiring Secretary.

from his annual address of last year in favor of the proposed Atlantic service. In spite of that it had been allowed to drop. He was glad, however, to see the matter again being brought to the attention of the Board. It showed that the question was still a live one.

#### COULD NOT AGREE WITH THE RESOLUTION.

Mr. W. S. Fisher : "I am sorry to say that as a Maritime Province man I cannot agree with the resolution. As I understand it, the resolution calls for a fast Atlantic service. Now, what we want most of all is a fast freight service. We know that New York has the very acme of passenger service, and yet we know that New York is not holding the freight. It is losing it.

#### IN FAVOR OF FAST FREIGHT BOATS.

"We cannot put on and maintain a line of steamers, equal in speed, to compete

successfully with those running to New York. We are a comparatively poor country, and would, I fear, be undertaking something we could not carry out. The boats that will be our keenest competitors will not be the fastest steamers, but the big, roomy steamers, such as the Oceanic. These steamers are capturing a large percentage of the ocean passenger travel as well as that of ocean freight. They are big and roomy, and being well loaded, are steady and comfortable. These boats do not require large subsidies. What does a day or two matter when comfort and safety are insured. I am ready to confess that at one time I was in favor of a fast Atlantic passenger service, but I have learned it is not the thing that Canada most requires."

#### MR. CHIPMAN REPLIES.

Mr. Chipman : "I wish to criticize a little the remarks of my friend Mr. Fisher. I should have said that the largest ships that cross the Atlantic to-day are the ships that carry the greatest quantity of freight. Mr. Fisher cannot build up a trade with second-class boats. We want the best. New York was

#### THE PIONEER

in passenger and freight. There at one time passed through her ports 55 per cent. of the total exports and imports of the United States. But New York is a very expensive port, and it has been impossible for her to provide accommodation for the large foreign trade that has developed in the United States. The railways, in consequence, have found it better to carry freight 400 to 500 miles farther to other ports, thus decreasing New York's relative proportion."

Mr. Fisher : "What is her percentage now compared with the trade to all ports?"

Mr. Chipman : "It is less than 40 per cent. I think it is only 38 per cent."

The discussion finally closed and then the motion was carried.

#### PERMANENT MATERIAL FOR PUBLIC WHARVES.

Secretary Smith introduced the subject of "More Permanent Material for Public Wharves and Breakwaters." In doing so he explained that owing to the attacks of a worm called teredon on the piles and other timber on the wharves and breakwaters of Northern New Brunswick, and of the limnoria on the wharves and breakwaters along the Atlantic coast, these wharves and breakwaters frequently had to be replaced after being in use but three or four years. This meant a heavy loss to the country. The teredon worm bored its way into the exterior of the wood and destroyed it in that way, while the limnoria worm ate the piles



and lumber away from the outside, something like a beaver would do. By creosoting the lumber it would be

PRESERVED AGAINST THE DEPREDACTIONS of the worms in question. At present the creosoted wood that had been used had been imported from Virginia. He contended that by creosoting in Canada the piles and other lumber used in the construction of wharves and breakers, the Government would not only be saving money, but would be establishing a Canadian industry as well. He submitted the following resolution :

Whereas, the natural timber which is mainly used in the construction of Government wharves and breakwaters on the waters of the Straits of Northumberland and parts of the Atlantic Coast of Nova Scotia is rendered very perishable owing to the ravages of the teredo and limnoria worms, and,

Whereas, the creosoting of such timber is the only discovered method of preserving it from the operation of those destructive agencies, and,

Whereas, there are no creosoting works nearer to the Maritime Provinces than New York and Norfolk, Virginia, therefore,

Resolved, that this Board begs respectfully to suggest to the Dominion Government the desirability of aiding in the establishment of such works at some point in the Maritime Provinces where suitable timber is convenient and may be obtained and creosoted economically.

Mr. J. E. De Wolfe, in seconding the motion, testified to the damage that was being done at Halifax by the limnoria worm, and said that the creosoted lumber that was being imported from Virginia was not equal in quality to Canadian lumber used, as a rule, in the wharves and breakwaters, but, of course, it was creosoted, while the Canadian was not.

Mr. W. A. Black said that, while he did not think it would be wise for the Government to establish creosoting works, he favored its lending assistance.

#### ST. JOHN - DIGBY STEAMSHIP SERVICE.

When the question of recommending an increase in the steamship service across the Bay of Fundy, between St. John and Digby, was broached, Mr. J. E. De Wolfe said that, as he had opposed the idea a year ago at the Kentville convention, he would oppose it now.

Mr. W. M. Jarvis explained that the St. John delegates were absent when the subject came up at the convention a year ago. Had they been present they would have supported the motion which was brought up, although their own local board had not been able to arrive at an agreement in regard to the matter. "The position is this," explained Mr. Jarvis : "During the summer months the service is a daily one, but during the winter the steamer only runs three days a week. The service is a grow-

ing one, but the only way in which it can be made a daily one all the year around is by increasing the subsidy."

The subsidy at present is \$12,500 a year.

No motion was offered, and the subject was allowed to drop.

#### COMPLIMENTS FOR THE CANADIAN GROCER.

Mr. W. M. Jarvis, St. John, referred to the excellent report THE CANADIAN GROCER had given of the previous year's convention, and he would, therefore, move that a sum not exceeding \$20 be spent in securing copies of that paper containing a report of the present meeting, the said copies to be distributed among the different members of the Boards of Trade in the Maritime Provinces.

Mr. W. A. Black, Halifax : "It is very gratifying to think that the editor of THE CANADIAN GROCER has come all the way from Toronto to report the proceedings of this Board. His

REPORTS ARE FULL AND INTERESTING, and of very great assistance in distributing information throughout the Maritime Provinces and the west as well as in regard to the subjects which are brought up for discussion here. I have much pleasure in seconding the motion."

The motion was carried unanimously.

The convention adjourned at 1 p.m. to meet again at 8 p.m.

Before President Loggie left the chair he reminded the delegates of the excursion down the Miramichi River, and hoped that every delegate would be on hand.

At 8 p.m. sharp a sufficient number of delegates to form a quorum had re-assembled in the hall ready for the closing business of the convention, having come direct from the steamer.

#### REPORT OF THE AUDITORS.

Mr. J. E. De Wolfe, on behalf of the auditors, presented the following report :

Your auditors beg respectfully to report that they have examined the accounts as presented to us by your secretary and treasurer, and have found same correct, and that there is a balance now to the credit of your board of \$139.75.

Your auditors beg further to call the attention of the Board to the fact that but 10 of the affiliated boards have paid their dues for the year. Some of them are several years in arrears, and we recommend that the secretary-elect be requested to communicate immediately with all delinquent boards, reminding them that they are in arrears, and requesting payment of amount due.

On motion the report was received and adopted.

#### RECOGNITION OF SECRETARY SMITH'S SERVICES.

On motion of Messrs. W. M. Jarvis and M. G. De Wolfe a vote of thanks was ten-

dered to Secretary Smith for the valuable services rendered by him, and an honorarium of \$50 was ordered to be paid him.

"I am much obliged, indeed, to the Board," said Secretary Smith, "but I think a great deal more could be done than I have done if you had a permanent secretary, or such a man of leisure as Mr. M. G. De Wolfe, of Kentville."

#### RAILWAY EXTENSION.

Mayor Morrison, Newcastle, proposed the following resolution :

Whereas the section of the railway owned by the Canada Eastern Company, and extending from the western end of the Indiantown branch of the I. C. R. to Blackville, 8 miles, is not operated, and

Whereas its operation would give that Government branch road advantage of the object for which it was subsidized by and constructed under Dominion control, viz., direct connection with Blackville and the Canada Eastern Railway at that point, and,

Whereas, such extension of the Indiantown branch would be of great advantage to Newcastle and the important lumbering centres between that town and Blackville, therefore

Resolved that the Dominion Government be asked to take such steps as will lead to the section between Indiantown and Blackville being operated in connection with said Indiantown branch.

In speaking to his motion, Mayor Morrison furnished concrete evidences of the inconveniences caused by the non-operation of the road in question.

Secretary Smith seconded the motion.

"I am thoroughly in accord with the people of Newcastle, for the link referred to in the resolution was one the Government compelled me to build," said Senator Snowball. "In the link, there is a bridge that cost \$11,000, and it is being allowed to rot away. The Government should buy the road and the whole Canada Eastern Railway as well."

The motion was adopted.

#### COLD STORAGE STEAMSHIPS FOR P. E. I.

Senator Snowball introduced the following resolution :

That in the opinion of this Board the Dominion Government should follow up promptly the action it has already commenced with a view of providing adequate steam communication with cold storage for the Province of Prince Edward Island, and that, in any arrangements so entered into, the east coast ports of New Brunswick should have full consideration, and their requirements for cargo accommodation as well as cold storage be met.

Senator Snowball, in speaking to the motion, said the Minister of Agriculture had decided to give no steamship a subsidy that did not possess a system of chemical cold storage, ice being too uncertain. It was only a few of the regular steamship lines that could afford to put in chemical cold storage. Tramp steamers could not afford it at all. Most of the steamships wanting subsidies for carrying products from Prince



Edward Island did not want to comply with the conditions laid down by the Minister of Agriculture. "I understand," said the Senator, "that when the Micmac comes back from South Africa that she will be fitted up with the chemical cold-storage system, and in the meantime it is well for us to agitate.

#### INFLUENCE OF THE MARITIME BOARD.

"I find that the influence of the Maritime Board of Trade is very great, and with that in mind I would urge the adoption of the resolution which has been placed in my hands. If a steamer cannot complete her cargo on the Island, let provision be made for her coming to any port on the mainland, except Halifax. Halifax and St. John already have subsidized lines. We have not. No port is mentioned in the resolution, for the simple reason that

#### CHATHAM IS THE PORT

most likely to be selected on account of her commercial importance and shipping interests."

Mr. W. H. Aitken, Charlottetown: "I have very much pleasure in seconding the resolution. It has been a matter which we have had before us many times, and we have about

#### GIVEN UP IN DESPAIR.

Sir Louis Davies is doing all he can to give us a steamer."

The resolution was then carried.

#### DISTRIBUTION OF CONSTITUTION AND BY LAWS.

On motion of Messrs. N. A. Black and M. G. De Wolfe, the president and secretary were authorized to have printed 500 copies of the constitution and by-laws and a portion of the same distributed, at their discretion, among the local boards of trade.

#### THANKS TO THE PRESIDENT.

Mr. J. E. De Wolfe, Halifax, moved a vote of thanks to President Loggie during a little lull in the proceedings. "I am sure," said Mr. De Wolfe, "that a great deal of the success which has attended this convention has been due to his untiring efforts."

Mr. W. H. Aitken seconded the motion, which was carried unanimously.

"I have much pleasure," remarked Vice-President Muir, who had in the meantime taken the chair, "of extending to you, Mr. President, the vote of thanks of this convention. I heartily endorse all that has been said."

President Loggie: "I can hardly find words to express my thanks to you for this hearty vote of thanks. While I feel I have given some time to the work of the

office, I feel that I have not given it all the time it demanded. When I took the chair last year, as you will see by the report of THE CANADIAN GROCER, I said I was a man who would have very little to say. I have had very little to say, as you know. I trust that our gathering together has

#### RESULTED IN GOOD

for the common interests of the Maritime Provinces, and with all my heart I thank you for your kind vote of thanks. Your presence has imparted enthusiasm, and I congratulate you that the meeting has been a success. We have had a delightful meeting." (Applause.)

#### NOMINATING COMMITTEE.

A committee to nominate officers for the ensuing term was appointed. It consisted of:

Mr. M. G. De Wolfe, Kentville, N. S.  
Mr. W. M. Jarvis, St. John, N. B.  
Mr. J. A. Chipman, Halifax.  
Mr. W. H. Aitken, Charlottetown, P. E. I.  
Mr. J. H. Harris, Moncton, N. B.  
Mr. H. P. Robinson, Sussex, N. B.  
Mr. W. B. Snowball, Chatham, N. B.  
Mr. E. C. Hanrahan, Sydney, N. S.  
Mr. D. Morrison, Newcastle, N. B.

On motion of Mr. N. A. Black and Senator Snowball, votes of thanks were tendered to the Mayor and Council of Chatham and to the press.

Mr. Geo. E. Calkin moved a vote of thanks to the local Board of Trade. This was seconded by Mr. W. S. Fisher and carried by a standing vote.

#### REPORT OF THE NOMINATING COMMITTEE.

The report of the nominating committee

was received and adopted, and the officers for the ensuing year are as follows:

#### THE NEW OFFICERS,

President—Mr. W. A. Black, Halifax.  
Vice-President for New Brunswick—Mr. W. S. Fisher, St. John.  
Vice-President for P.E.I.—Mr. Geo. D. Longworth, Charlottetown.  
Secretary-Treasurer—Mr. Chas. M. Creed, Halifax.  
Auditor—Mr. Frank O. Allison, St. John.

On being called on for a speech Mr. Black remarked: "I thank you for the honor you have conferred upon me, and only hope that my efforts may be as successful as those of my predecessors." (Applause.)

#### NEXT PLACE OF MEETING.

It was unanimously decided, on motion, to hold the next annual meeting at Sydney, N.S., the council being empowered to name some other place should occasion arise.

It was shortly after 10 p.m. when, on motion of Dr. Muir, the proceedings were brought to a close, and the seventh annual convention of the Maritime Board of Trade was concluded.

#### DOWN THE PRETTY MIRAMICHI.

THE DELEGATES HAVE A DELIGHTFUL TRIP TO THE MOUTH OF THE RIVER.

Successful as the business part of the convention of the Maritime Board of Trade was, the entertainment was none the less so. The Town Council, the local Board of



A snap-shot by Secretary Smith at the St. George, bearing the Maritime Board of Trade delegates down the Miramichi to Burnt Church.



Our packages are larger and more attractive in style than any others.

The quality of our goods is superior to anything else on the market.

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For sale by all Wholesale Grocers; also the McClary Mfg. Co., London, Montreal, Winnipeg, Vancouver and Toronto.

Trade and Senator Snowball concentrated their energies in making the stay of the delegates pleasant, just as the officers of the Maritime Board concentrated their efforts in making their stay profitable to the commercial interests of the three Provinces.

Accordingly, at 2 o'clock on Thursday afternoon, a party of about fifty, all of the male gender, assembled on board the steamer St. George, which had kindly been placed at the disposal of the local board by Senator Snowball for the entertainment of the visitors. The Senator was on hand to see that everything was in order, and his estimable wife, with other lady members of the family, drove down to the wharf with a basket of pretty button-hole bouquets for the visitors. Just as the boat got out from the wharf Secretary Smith levied a camera at her, and the result of his snap shot is the cut which is printed elsewhere in this issue.

The destination of the steamer was Burnt Church, so called because of a church which was destroyed by a British ship, the one, by the way, which was conveying the remains of General Wolfe to England, in retaliation for the murdering of a part of her crew by Indians, in which deed, it was claimed, some French soldiers had participated.

#### A FUTURE POPULAR SUMMER RESORT.

Burnt Church is a healthy-looking village on the north bank of the Miramichi, and where the river is about nine miles wide. It is delightfully situated, and some day it should become a famous resort for tourists, for not only is the air most bracing, dry and invigorating, but there are plenty of good fish to be caught in the vicinity. A fine, substantial wharf 1,100 feet long is being built at Burnt Church by the Federal Government, and in a week or so will be completed. The delegates, after a delightful sail down the river, were landed on the wharf, and were given a short time in which to visit the village.

The return journey was begun shortly after 6 o'clock, and when the St. George was well on her way the visitors were

invited to take seats at two long tables which had been set under the awning in the stern of the boat. The

MENU WAS BOTH AMPLE AND GOOD, and the guests were soon satisfying an appetite which had been made keen by the bracing breezes of the Miramichi. The menu disposed of speech-making was in order, with President Loggie in the chair.

Senator Snowball, in proposing the toast of the "Maritime Board of Trade," said: "I have sat in many a deliberative body—in the House of Commons and in the Senate—but I have never sat with a more able body of men than those of the Maritime Board of Trade." (Applause.)

President Loggie, in responding, thanked the local board and Senator Snowball, on behalf of the Board, for the pleasant entertainment which had been provided. "We have enjoyed ourselves immensely," he said. And everyone applauded.

#### DR. MUIR CONFESSES.

Vice-President Muir was in a penitent mood. "I felt last year," he said, "that we had made a mistake in deciding to hold our next convention in Chatham. I confess to you I made a very great mistake, particularly since we came down this delightful river." (Applause.)

#### HE WILL ADVERTISE THE MIRAMICHI.

Ex-President De Wolfe, after thanking the local board for the excellent reception which had been tendered the visitors, remarked: "You have a magnificent river here. What you want to do is to advertise it. That is what I am going to do and that is what I hope every delegate will do. (Applause.) When I come down here again I hope the Canada Eastern Railway, which runs into your town, will be

#### A PART OF THE INTERCOLONIAL

system. And that you will have no discriminating rates against you." (Hear, hear.)

#### WILL COME AGAIN.

Ex President Jarvis: "We shall never forget your hospitality. I am glad to say

that I can speak of myself as being one of those who advocated the holding of the convention in Chatham. Many here have visited the Miramichi for the first time. I am sure it will not be their last." (Applause.)

Before taking his seat Mr. Jarvis proposed the toast of the "Town Council of Chatham."

#### INDUSTRIES ON THE MIRAMICHI.

Mayor Snowball, in response to the toast, expressed the hope that the visitors would go away from Chatham having a better idea of its importance than they had when they arrived there. He referred to the industries on the Miramichi, and showed that the export trade in lumber aggregated over \$1,000,000 annually, the fisheries about \$200,000, and among others there was the blueberry picking industry.

#### WISHED FOR MORE SUCH MEETINGS.

"The Government of New Brunswick" brought the Hon. J. F. Burchell to his feet. "I wish these meetings could be held more often," he said. "I claim that business men do not get enough into touch with each other. It would have been better, it seems to me, if at the time of the Confederation of the Dominion there had been a

#### CONFEDERATION OF THE MARITIME PROVINCES.

Such a commercial force as the Maritime Board of Trade is, however, drawing these Provinces closer together."

Mr. J. A. Chipman, in proposing the health of the Mayor of Newcastle, declared that he was filled with admiration of the surroundings of the Miramichi district.

Mayor Morrison, of Newcastle, spoke of the pleasure he felt in meeting with the business men of the Maritime Provinces. He, too, felt that it would have been better had there been a confederation of the Maritime Provinces instead of that of the Dominion, for he feared that there was little sympathy with them in the western Provinces.

The managing editor of THE CANADIAN GROCER, being called upon, declared that



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Never sell Alum Powders when you can buy this wholesome powder to sell at these prices.

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## Thos. Kinnear & Co., Wholesale Grocers, Toronto.

the two speakers who had expressed regret that there had not been a confederation of the Maritime Provinces instead of the Dominion had based their premise on a wrong conclusion. The

### FEELING OF NATIONALITY

was growing and growing with the development of the natural resources and trade of the country. Naturally, the development of the national sentiment increased the interest and concern of the different Provinces with each other. The trade between the western Provinces and the Maritime Provinces was, he was glad to say, mutually growing. The more the business men of these Maritime and western Provinces were brought into contact with each other the more would not only trade but good-fellowship and sympathy develop, just as had been the case in the Maritime Provinces since the formation of the Maritime Board of Trade.

Before the wharf was reached speeches had been demanded from Senator Snowball, Mr. C. E. Hanrahan, Ald. Murray and Ald. Hocken. And then like dutiable business men the delegates hurried away to the town hall to complete the business of the convention.

### CHATHAM'S TIME.

The watches and clocks in Chatham are set to time 30 minutes ahead of eastern standard time. At one time it was 36 minutes and a fraction ahead of standard time, while Newcastle, up the river a few miles, was one hour ahead of standard time. Finally the two towns got their heads together and agreed upon a uniform local time of 30 minutes ahead of standard time.

### CONVENTION NOTES.

On to Sydney in 1902.

The Moncton delegates travelled in Manager Russell's private car.

It was announced before the convention adjourned that a board of trade had been formed at Glace Bay.

### FRASER RIVER SALMON PACK.

The salmon run this year has been one of the largest in the history of the canning industry and will result in a pack, which, while it may not be the highest on record, will be of very considerable dimensions. The total pack of the Fraser river canneries this year will be between 700,000 and 800,000 cases, as there are 48 cans in each case, a little multiplication will show just

what that number of cases means. The last time that the pack was as large as that of this year was in 1897, which was a record year, and was characterized by a run of salmon which has not been equalled since. Then the total number of cases was 860,459. Some people are sanguine enough to think that before this season is ended even that figure may be passed.

The output of the other years since 1894 has been comparatively small, and that of last year, 316,522, is the lowest of any except that of 1898, when only 256,101 cases were put up. The figures for the other years were: 1899, 506,383; 1896, 356,948; 1895, 400,368; 1894, 363,967. These figures are for Fraser river only and are greatly augmented by the product of the other canneries on the Coast. In 1897, which was the last run of the four-year cycle, the total pack of salmon was over one million cases, and it is expected that this season also the output will be over the million mark.

### PERSONAL MENTION.

Dr. Muir, president of The Truro Condensed Milk Co., Truro, N.S., was in Toronto on Sunday.



## Are You Aware

that the surest way of losing custom is to handle **Imitations**, that is, which are made to look like some standard article, but which are of inferior quality?

The imitation fiend is trying to get in his work with copies of our Jars and Labels. **Beware of him.**





When visiting the City we cordially invite you to make

— **36 YONGE STREET** —

your down town headquarters. Our staff and services will be at your disposal.

# THE DAVIDSON & HAY, LIMITED

36 YONGE STREET - - TORONTO.

## PROVISIONS IN NEW YORK.

Lard, west opened  $2\frac{1}{2}$ c. up September and top of day, to lose  $2\frac{1}{2}$ c. and close thus and unchanged, with August and spot; October opened 5c. up, lost it and closed unchanged for the day; January opened unchanged, gained  $2\frac{1}{2}$ c., lost 5c. and closed  $2\frac{1}{2}$ c. off for day. Here little doing. Nothing reported for export to any market, city or western. We quote: City refining, 8.50c.; export, 8.62c.; iron-bound, nominal; western, 9.20c. nominal.

Lard products, dull, featureless and unchanged in absence of any activity in any kind for any market. We quote: Refined, Continent, 9.40c.; South America, 9.87½ to 10c.; Brazil, in kegs, 11 to 11.15c.; compound,  $7\frac{1}{8}$  to  $7\frac{3}{8}$ c. as to brand, for car and job lots.

Pork, west opened  $2\frac{1}{2}$ c. up September, gained  $2\frac{1}{2}$ c. more, broke 10c. with corn and so closed 5c. off for day, with some switching of this month over; October opened unchanged, advanced  $7\frac{1}{2}$ c., broke 10c. and so closed  $2\frac{1}{2}$ c. off for day; January started  $2\frac{1}{2}$ c. up, lost  $12\frac{1}{2}$ c., rallied  $2\frac{1}{2}$ c. and closed  $7\frac{1}{2}$ c. off for the day, after fair trading. Here no change reported and only jobbing sales of 260 to 300 barrels. We quote: Mess, \$15.75 to \$16.75; clear,

\$16.75 to \$18; family, western, \$16.25 to \$16.50; city, \$16.50.

Beef products, there was no change, or news or business beyond job lots reported. Quote: Corned and roast beef, \$1.25 in 1-lb. cans and \$2.25 for 2-lb; 4's, \$4.50; 6's, \$7.50; 14-lb. \$17.50; canned ox tongues, \$5.50 for  $1\frac{1}{2}$  lb.; \$6.75 for 2-lb.: \$8.25 for  $2\frac{1}{2}$  lb.; lunch tongues, \$3; potted and deviled hams and ox tongues, 40c. for  $\frac{1}{4}$ 's, 75c.  $\frac{1}{2}$ -lb.; chicken, 75c. for  $\frac{1}{4}$ 's, and \$1.35 for  $\frac{1}{2}$  lb.; \$1.25 to \$1.30 for  $\frac{1}{2}$ -lb. tins sliced smoked beef; \$2.15 for 1-lb. do.; glass, \$1.25; 1-lb. do., \$2.25; mess, \$9 to \$9.50; packet, \$10 to \$11; family, \$10.50 to \$12; seconds, do, \$14.95; extra Indian mess, in tierces, \$15.50 for fair to choice brands for export; seconds, —; tongues, nominal. Beef hams, New York, cost and freight, \$20 for sets; \$20.50 to \$22 for insides and knuckles; job lots, latter only, \$21.50.

Bacon, west opened  $2\frac{1}{4}$ c. off September, advanced 10c., lost 5c. and closed  $2\frac{1}{2}$ c. up for the day, while October opened 5c. up, gained  $2\frac{1}{2}$ c. more, lost 10c. with corn and recovered 5c., closing  $2\frac{1}{2}$ c. up for the day. January started  $2\frac{1}{2}$ c. up, lost  $7\frac{1}{2}$ c. and so closed, 5c. off for the day with corn.

Meats, backs and bellies are bringing more in Boston than here and selling in 50-

box lots at  $8\frac{1}{8}$ c. for the former and  $9\frac{3}{4}$ c. for the latter. Here nothing is reported doing and no change. Quote: City pickled shoulders at 7 to  $7\frac{1}{4}$ c.; city pickled hams,  $10\frac{3}{4}$  to  $11\frac{1}{4}$ c.; smoked hams,  $11\frac{7}{8}$ c.; Western s. p. do., 16 to 20 lb.,  $10\frac{3}{4}$ c. in tierces here; 10 to 14-lb. do., nominal; California hams, 8 to  $8\frac{1}{4}$ c.; skinned hams,  $11\frac{3}{8}$ c.; Eastern d. s. bellies,  $9\frac{3}{4}$ c. asked; city pickled,  $9\frac{1}{2}$ c.; backs,  $7\frac{5}{8}$ c. for pickled and  $7\frac{7}{8}$ c. asked for d. s.; city rib pickled bellies,  $8\frac{3}{4}$ c. for 16-lb. and 14-lb. loose; 9c. for 12-lb.,  $9\frac{1}{2}$ c. for 10-lb. and  $10\frac{1}{2}$ c. for smokers. Green bellies, city, 9 to  $9\frac{1}{2}$ c.; green hams, 10c.

Hogs at Chicago opened 10c. up. Receipts to day, 32,000; estimated to-morrow, 24,000. Official receipts yesterday, 12,715; shipments, 1,257; left over, 2,586. Omaha receipts, 4,200. Kansas City, 3,500. Receipts of hogs (part estimated) to-day at interior points, 35,400; shipments, 3,300; receipts one day this week, 33,400; do. last week, 33,200; do. last year, 83,400. This market was  $\frac{1}{8}$ c. up from the lowest of Saturday.—N. Y. Journal of Commerce, August 27.

John Sloan & Co. have in stock Sir Robt. Burnett's English malt vinegar,  $\frac{1}{4}$  casks.



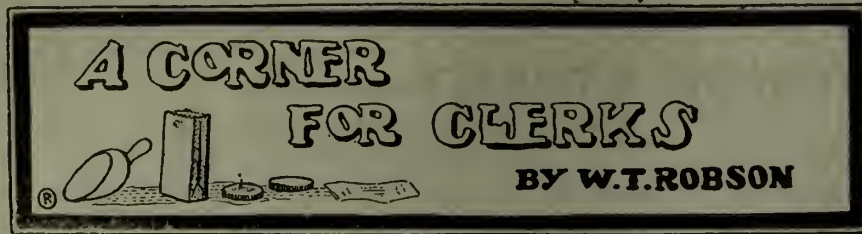
When a customer asks for Marmalade you are safe in recommending

## UPTON'S.

Real marmalade, made from choicest oranges and finest granulated sugar.

A. F. MacLAREN IMPERIAL CHEESE CO., Limited.





#### WHY ARE GOOD CLERKS SCARCE?

FROM my remarks on this subject last week there has come to me a wonderful lot of different opinions. If you remember I said this: The clerk was not taking the interest he should in his employer's business because his employer neglected to so instruct the clerk in his duties toward that business. Therefore the fault is equally divided. I always hold to the old saying, "Confidence begets confidence," and no salesman is worthy of a place behind the counter whom his employer cannot trust. In the very large stores where salesmen are constantly being changed and where they are continually kept under surveillance, one cannot expect that pride in the store and in the position they hold, as in a smaller store where the head of the establishment can be constantly in touch with his salesmen. This is an important point that the small store can always beat the larger. A man who has in his employment say two or three clerks can come into closer touch with them than can the man who employs twenty. When a clerk cannot feel his employer's interest in his welfare how can he give him his best effort? It's not natural. Human nature is the same the world over. I asked some well-known merchants their opinions on this subject. Said one: "It has always been our constant aim to give our patrons the best clerk service obtainable and we set a very high value on our reputation in this respect. We consider discourteousness the worst fault for a clerk to have, and we would discharge a salesman quicker for that than most other faults. We consider we owe much of our success in business to this fact—our customers are served by pleasant, well-dressed salesmen."

Another grocer said: "I don't have trouble with my clerks because I pick the 'good ones.'" He evidently has a high opinion of his men. Another merchant says: "The trouble with most men is, they hire cheap 'help' and then grumble at what they get for their money. I pay a good salary and can generally get good men who can earn their pay. With me it's a case of 'pay the price and you get the goods.'" There is one truth in this man's saying, and, as a rule, in the grocery business it is the "cheap ones" that give the most trouble. Profits are small and it's hard to find a merchant who does not try to economize by keeping down the wages of his clerks. Poorly paid clerks have no ambition and are unable to spend the money they should on their clothing. Here, to

my mind, is what is keeping the best young men from going behind the counter—the smallness of the wages that are paid in the ordinary store. This is being remedied somewhat and wages are increased in a number of places, but there is yet room for improvement. May the efficiency of the clerks continue to outstrip by far the monetary remuneration they receive!

#### MY MISTAKE.

In my last number I said in reference to the early-closing by-law. "Municipalities may pass a by-law when a petition is presented signed by two-thirds vote of those engaged in the business." This should read "Municipalities 'must' pass a by-law when petitioned by a two-thirds vote of those engaged in the business" and they "may" pass this by-law without the two-thirds vote. This correction you will readily understand.

#### VINEGAR AND PICKLING SPICE.

The grocery store windows are now announcing the pickling season at hand with vinegar barrels and pickling spice arranged therein. This is all right, and I think more vinegar and pickling spice are sold thereby. It is correct to bring seasonable goods to the front—when people see them it reminds them of their need of the goods.

#### THE MAN WHO IS HIS OWN CLERK.

Here is what my friend says on this subject:—"A man who is his own clerk has the advantage of coming into direct contact with his trade, of knowing them better, becoming more familiar with their whims and preferences; and can detect and adjust difficulties more readily than can the larger store. These are the things that permit him to exist. Were it not for these, the big store would have crushed him out long ago. As it is now, they never can, and it will always be the little man's privilege to live." I agree with my friend. It is wonderful how things like these adjust themselves, the man who is his own clerk is all right for all time to come. May he live long and prosper is all the harm I wish him.

#### GEM JARS.

"S.W." asks if it would not be wise to cut the price now as he has a big stock and they are not selling.

There is not a large amount of money in these goods at the best of times. If you think you are likely to carry them over, you had better try and get them sold even if you do not make a profit. My idea is to make cost if possible. This season has been a very poor one for fruit, thus causing a large number of jars to be still unsold on the dealers' hands. Remember, too, that selling goods at cost means adding to the purchase price sufficient margin to cover the expense of the service. Every article in a store must bear a proportion of the expense incurred for freight, cartage, rent, insurance, taxes, light, fuel, clerk hire, loss of handling. All this has a right to be added on the purchasing price, if not, you are selling below cost, and thus depleting

your capital to the extent of which you ignore the above items. I never liked this "at cost" business and we hear so much of it these days, yet, on the other hand, we must all watch our stocks and see the goods are properly turned over each season.

#### THE POTATO MARKET.

From a section that usually grows a large quantity of potatoes for export has come to me a report of the failure of the crop.

We are threatened with a potato famine this season according to all reports. From what I have heard there appears to be a very great shortage in this section. If we cannot get potatoes we'll have to eat turnips or some other vegetables, although nothing after all takes the place of potatoes on the table. The price will rule high this season. I wonder if Ireland will be able to supply us when our crop is exhausted. I will ask my good friend from Dublin, "P. O'C.," who is my most eminent authority on subjects of this description, including "Home Rule."

"R.K." is starting business and wants to know what percentage he should have on his goods.

Now, how in the world can anyone answer satisfactorily a question like the above! No hard and fast rule can ever be laid down by one unfamiliar with local conditions. This matter must be determined by the nature of the opposition, character of the goods in demand, whether the business is cash or credit, and numerous other conditions. These are matters of study and will have to be gained by experience. You are in the business for all the profits you can get out of it. Arranging and adjusting will all come in due time. I wish you every success and if I am able to assist you in any way, write me. I regret, owing to above reasons, I am unable to help you in the above questions.

"M.W." is the youngest clerk in the store and feels that he is imposed upon by the older

This is a common experience in all stores, the weakest has to suffer but the training is all right for you. Don't complain. Be obliging—never discourteous—and you will find this trouble will soon pass away. So many young boys think it is smart to be saucy to those older than they. This is a very bad fault and I hope you will not fall into it. The best plan is to work away and try to forget your little troubles. Be cheerful, and do your duty in a willing way and you will soon get over feeling hard towards anyone. Don't magnify these little wrongs by continually thinking about them. Let your mind be upon your work and don't give occasion for anyone to be mean to you, and see how soon it will all end.

Mr. C. Beacham, who met an untimely end at Newcastle, Ont., in company with two sons of Canon Farncomb, was one of the successful sons of Ontario who have made names for themselves in New York. He had resided there for the past 13 or 14 years. He commenced his grocery experience as a clerk for Messrs. Jackson & McTavish in Lindsay, then he went to New York and entered the employ of Messrs. Park & Telford, and by his honesty, industry and executive ability rose in their employ until for the last few years he had the management of the 72nd Street and Columbia Avenue store. He was a man of fine appearance and sterling character, a friend to all in need; one whose life was an example of morality and integrity. He has been removed just as life appeared to be broadening out for him, and his many friends in Ontario will deeply regret the sad circumstances.





# YOUR VINEGAR SALES

for the next month or six weeks are bound to very materially increase—more of that article will be required from now on for table use and the putting down of pickles.

IT IS JUST AS EASY to thoroughly satisfy and delight your customers by selling

## Imperial White Wine Vinegar

as in handling ordinary grades, which cost the same to buy. Imperial needs no recommendation from us after once being tested. It is perfection in vinegar manufacture: It is clear, sparkling, full, mellow flavored, and of standard Government strength. Imperial is always uniform and reliable.

You will soon be laying in your supply for the Winter months. Remember the name,

### IMPERIAL.

## WE MAKE NO NOISE

about selling vinegar cheap, and yet our regular price for A 1 XXX is only 18½c., so why pay more? Then, again we still have a few tomatoes at 75c. Another snap—Aylmer 2-lb. tins catsup at 50c.

We are out for your trade. Come in and see us next week.

### JOHN SLOAN & CO., - - TORONTO.



## Profits in Business

Come From a Quick Turnover.

There is no profit in the goods until you have them sold. Kent Baked Beans make sales easy. Those who get them once ask for them again. Try a case and introduce them to your customers. The results are sure.

In large, flat cans, to retail at 10c.

THE KENT CANNING CO., LIMITED, — CHATHAM, ONT.

## THE AMERICAN AND CANADIAN TEA MARKET.

(From The Home and Colonial Mail, London, Eng.)

MR. P. C. LARKIN, of Toronto, who is in London, was interviewed by us, and frankly spoke his mind on the subject of the American and Canadian markets for Indian and Ceylon tea, and the course to be adopted if business is to be rapidly developed.

Mr. Larkin, who is evidently enterprising to his finger-tips, related briefly his experiences in introducing Indian and Ceylon teas to the notice of the American and Canadian consumers, who are reached through the branches of The "Salada" Tea Co., which he controls in both countries. He told how the work was slow at first, but he quickened it by giving publicity in all kinds of ways to the merits of these teas. How the sales increased, and how he caused them to increase more rapidly by spending more and more on advertising. Having built up a business in "black," Mr. Larkin tried his hand with "greens," and, partly at his suggestion, planters have manufactured green teas, which, in his opinion and that of all experts, entirely eclipse the Chinese and Japanese makes, and bid fair, if planters will only maintain the standard of excellence, to hold the market and entirely rout the enemy. "But it is slow work this capturing a market," and here Mr. Larkin was most emphatic; "it means enterprise and the expenditure of money. The money will all come back many times over though the enhanced price of tea in London if planters and their representatives will set about the work of securing and developing trade on the North-American continent, not by mild spurts, but by quick, systematic, and sustained effort, which will achieve lasting results and open up a large, steady, and continuous demand." Of Indian and Ceylon greens Mr. Larkin spoke enthusiastically. "They are simply splendid, and nothing can stand against them, but how on earth are people to learn of their merits unless they are informed by newspaper and other forms of advertisement? Publicity is the requirement. India and Ceylon have, since the introduction of green tea, the very article that is wanted to suit the consumer, but rapid development is necessary, and that rapid development can only take place if planters recognize the difficulties those who are pushing their teas have to contend with, and the only effective way of overcoming them." We asked Mr. Larkin, apropos of the statement of the United States Secretary of Agriculture that the Gulf States would soon supply the entire American market, what he thought of the

home-grown tea. He smiled a sarcastic sort of smile which expressed much, but then said quickly, "All the more reason for speed in pushing the trade in Indian and Ceylon teas, so that immediate and tangible results follow. Do the work thoroughly, speedily, and cleverly, and there is a sure and safe market." And Mr. Larkin took his leave.

## TO MAKE GOOD COCOA.

1. Start with a pure cocoa of undoubted quality and excellence of manufacture, and which bears the name of a respectable firm. This point is important, for there are many cocoas on the market which have been doctored, either by the addition of alkali, starch, malt, kola, hops, etc. The treat-

*To send office  
5-9-01*



Cherry Trees in Full Bloom in Japan.

ment of kola with alkali is to render it more miscible with water; and, therefore, a cocoa which seems to dissolve very freely in water should be regarded with suspicion. If the cocoa thickens very much in the cup, even though a small quantity is used, it probably points to an addition of starch, which lowers the nutritive value of the beverage. The addition of other constituents is unnecessary and have no good effect, but, on the contrary, may be positively harmful.

2. With a little warm water or milk, thoroughly reduce the powder to a fine, thin batter, carefully crushing down all lumps.

3. Pour on boiling water as quickly as possible, stirring rapidly. It is necessary that the water should be really boiling; if just below the boiling point a perfect mixture is not obtainable. If milk be employed, it should also be at a boiling point.

Cocoa prepared in this way forms, with water or milk, a perfect mixture, and leaves

no sediment in the cup. It is a good plan to stir the contents of the cup now and again between the intervals of drinking.

If cocoa is to be prepared in large quantities for catering, the best plan is to bring the water to the boil, and then gradually add the powder to the boiling water, constantly stirring. — Caterers' Gazette, London.

## A UNIQUE ADVERTISEMENT.

Slowly, quietly, soberly a procession of six of the strangest looking folk that have been seen in Toronto for many a day, walked up Yonge street. The people on the street were immediately interested. Curiosity was aroused, for not only were each of the six of a dark, nut-brown complexion, and garbed in the fancy costume of the Cingalese from their broad turban to their long-toed shoes, but each bore a tea-

tray, kettle and cup, as if serving some of the finest of pure Ceylon teas.

The coloring of the costumes was bright and attractive, and the procession so quiet and stately that everyone stopped to have a look, and heads appeared, as if by magic, in doors and windows.

"Who are they?" was the frequent query.

Sometimes the answer was not forthcoming, but more often it was: "Why, don't you recognize them? They're the men whose pictures are in the Ross Tea Company's advertisement, and on the packages of Ross's Tea. That's the way they dress in Ceylon where that tea comes from."

The advertisement was unique, and proved a hit—in fact, one of the best hits that have been made in Toronto for some time. It was, too, one of the hits that have to be seen to be fully appreciated.

John Sloan & Co. are offering several Exhibition specials.



# NEW PEELS JUST IN STORE

**"Anchor" Brand**—THE FINEST OF IMPORTED PEELS. DRIPPED CAPS  
LEMON, ORANGE, AND CITRON. FREE FROM SUGAR.

**"Sterling" Brand**—FINE CANDIED PEEL, SUPERIOR TO DOMESTIC  
BUT AS LOW IN PRICE.

DRAINED PEEL, SPECIAL FOR CONFECTIONERS' USE, IN 1 CWT. KEGS.

THE **EBY, BLAIN CO.,** LIMITED

WHOLESALE IMPORTING  
GROCERS.

**TORONTO.**

## HINTS TO BUYERS.

Contributors are requested to send news only not puffs of goods they handle, or the arrival of standard goods that everyone has in stock, or that they are offering goods at close figures, or that they have had an unusually large sale this season.

Henri Jonas & Cie announce that they have just received, per ss. Wassau, of the Franco-Canadian line, 75 cases mushrooms, 1st's; 50 cases Rionel mushrooms, 2nd's; 50 cases Dutheil, 1st's. They also expect, per ss. Gart Castle, next week 550 cases Delory's French peas and 200 cases sardines.

We are doing big business with "Kincora" this month. You know it—a 25c. line; costs the trade only 18c.

Lucas, Steele & Bristol are offering inducements to olive buyers. Their 25 and 50 cent lines are of A1 value.

"Kiji" Tea is shortly expected by Lucas, Steele & Bristol in bulk—4-lb. packets and 1-lb. packets.

Buyers should see the attractive tea bags offering by Lucas, Steele & Bristol. They are quite pretty.

Attention is called to the fine assortment of spices Lucas, Steele & Bristol's travellers are showing.

## THE UNITED FACTORIES, LIMITED.

One of the most important announcements published by The Canada Gazette last week was the incorporation of Boeckh Bros. & Co., of Toronto; The Wm. Cane & Sons Manufacturing Co., of Newmarket, Limited; and The London Brush Factory, of London, Ont., which was previously owned by Thomas Bryan, under the style of The United Factories, Limited. The organization of the new company, of whom Emil C. Boeckh, A. M. Wills, accountant, L. W. McKeown, barrister, Toronto, are the provisional directors, and which has a capital stock of \$1,500,000, is as yet in its early stages.

"You understand," said Mr. Boeckh to THE CANADIAN GROCER, "the Boeckh and Cane companies have been working in

conjunction for some time. So we are merely taking in the London concern and perfecting our organization. The different factories will probably continue under the same management as at present, as the owners of the three concerns are all shareholders in The United Factories, Limited. We will be able to effect economies, but it is too early to go into details."

## DO IT NOW.

Such is the terse advice given on one side of a folder which Boeckh Bros. & Co., Toronto, are sending out. On the other side further details are given. The argument maintained is that the time to order fall stocks of brushes, brooms and woodenware is "now." The suggestion is a good one and should be made use of by many business men.

## THE HOOD RIVER STRAWBERRY CROP.

The principal source from which Winnipeg, and, in fact, a great portion of Manitoba and the Northwest, get their supply of strawberries is the Hood River district, Oregon.

There are certain peculiar merits connected with the berry from that district and the locality where raised which make it unlike any other variety, so exceedingly difficult of imitation or of competition that it constitutes a chapter in horticulture very remarkable. This variety is called the Clark's Seedling. It carries for distances of 2,000 miles or more, and holds firm and keeps its flavor to the end. Several shipments of them were made to the Klondyke, where it is said they sold at \$5 per pound box.

Over 40,000 crates of these berries were grown this season. There were shipped 33 straight carloads under refrigeration and between 15 and 20 cars by express, or about 50 cars all told. The cash returns to the growers for their 40,000 crates amounted to about \$85,000.

## THE GREATEST AUTHORITY.

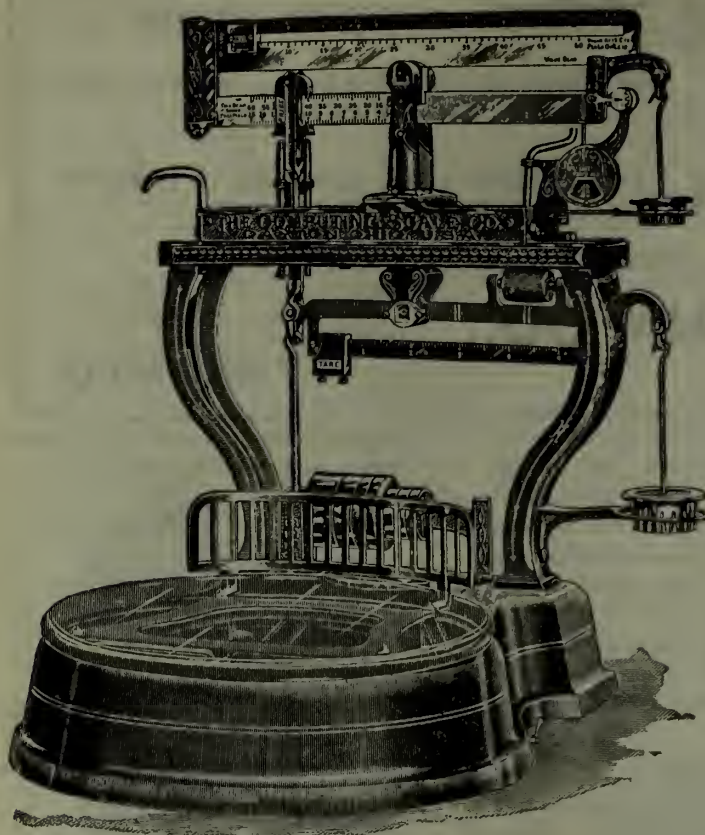


### ADVERTISING?

Oh, yes; I am an authority.  
In fact, I may say, in all modesty,  
The greatest authority.  
For I know all about it;  
I am the final court  
Beyond which there is no appeal.  
Each day we go over the mail together—  
The "old man" and I.  
He picks out the one-centers  
And the fishy-looking two-centers,  
Keeps the actual cheques and letters  
And gives me the residue.  
All of it—absolutely all;  
Even to the envelopes.  
Advertising! Humph!  
I ought to know!  
For I get all the tailors' samples  
And life insurance blotters  
And summer resort booklets  
And "lost manhood" pamphlets  
And folders and circulars  
And literature offering many things  
(Mostly on very reasonable terms).  
I get them all,  
And that is how I happen to know.  
I swallow nine-tenths of all the advertising  
That reaches him.  
All of it except a little tenth  
That is printed in the "old man's" trade paper.  
I never get hold of that, for some reason,  
Though I've tried hard enough, too.  
Never managed to get a taste of that,  
Except once, when a new office boy  
Very kindly threw me one,  
And then, before I had time to  
Swallow it, the "old man" rescued it  
And cursed and howled and danced  
And scared Tilly the typewriter  
And put the paper in his coat pocket.  
And now, that I come to think of it,  
I haven't seen that boy since.

—Printers' Ink.





## On Guard.

King System sat from morn 'till night  
Perched on the counter in the light,  
Where he could see his subjects work  
And keep a tab on every clerk.

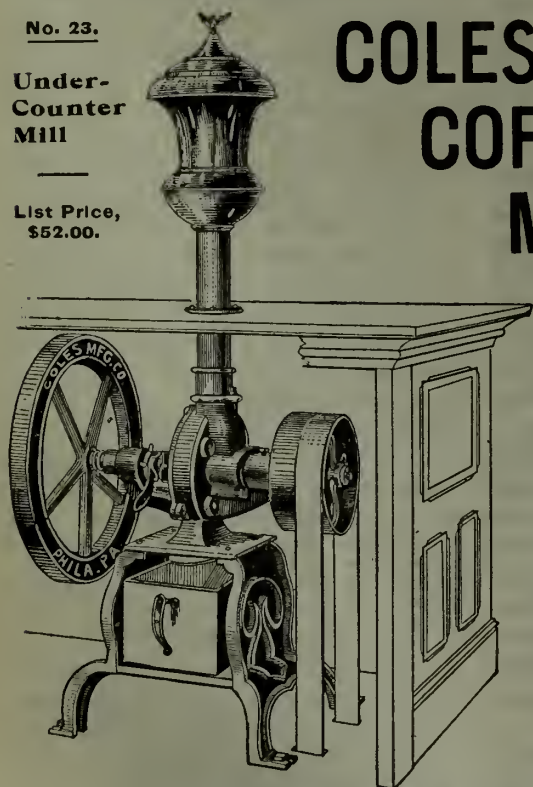
He made his edicts strong for all,  
That a fractional pound, no matter how small,  
Had its value; and, as King of Weight,  
He annexed it to his vast estate.

His subjects—well, they learned at last,  
That days of waste, and loss had passed.  
They learned to love their King; and he  
Always maintained strict equity.

### The Computing Scale Company DAYTON, OHIO.

Money-Weight Scale Co., No. 47 State St., Chicago, Ill.  
E. F. Meeker, No. 52 Franklin St., New York, N. Y.  
J. B. Poirier, Dist. Agent, No. 1662 Notre Dame Street,  
Montreal, Que., Canada.  
L. A. Davidson, Dist. Agent, No. 104 King St. West, Toronto,  
Ont., Canada.  
White & Ecclestone, Dist. Selling Agents, Vancouver, B.C.

No. 23.

Under-  
Counter  
MillList Price,  
\$52.00.

## COLES COFFEE MILLS

None better for  
Granulating or  
Pulverizing.

Our mills will  
Pulverize with-  
out heating Coff-  
fee.

Every Coles  
Coffee Mill has a  
Breaker that  
breaks the Coffee  
before it enters the  
grinders, thus re-  
ducing wear of  
grinders.

A GREAT  
LABOR-SAVER.

Our Grinders  
wear longest.

Agents { TODHUNTER, MITCHELL & CO., Toronto.  
DEARBORN & CO., St. John, N.B.  
FORBES BROS., Montreal.  
GORMAN, ECKERT & CO., London, Ont.

COLES MANUFACTURING CO., PHILADELPHIA,  
PENN'A.

## Rowntree's

### Chocolates and Pastilles

The "Court Circular" says of the Chocolates:

"Unexcelled for purity, delicacy of flavor, and  
daintiness. They compete with, if not surpass,  
the finest French chocolates made."

"Grocery" says:

"One thing in which Messrs. Rowntree & Co.  
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## THE MacLEAN PUBLISHING CO. Limited.

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WHEN WRITING ADVERTISERS  
PLEASE MENTION THAT YOU SAW  
THEIR ADVERTISEMENT IN THIS PAPER

### RETAILERS AND THE FALL FAIRS.

IN a few weeks the annual district, county and township fall fairs will be held in practically every section of Canada, and for from one day to two weeks the town or city where they are held will be the scene of unusual activity.

To the live merchant, no matter what line he sells, a crowd always means opportunity—if not to sell, to advertise. What opportunity is presented to the grocers by the annual fall fairs? The answer depends so largely on the bent of a grocer's method that to attempt to sum it all up in a few words would be useless.

To the majority of grocers the local fall "show" is merely a time when more buyers are in town than usual, causing a natural increase in their business.

Many of these argue that as the people are in town they are bound to get their share of increase in trade done during the day. They, therefore, believe that it would be unwise to make any special effort to advertise, either in local press, by circulars, or by extra care in window dressing.

Others recognize in these days an opportunity for attracting new customers by advertising, but do not think it worth while to spend much time or thought on the matter.

The most enterprising, however, look upon "fair week" as one of the golden opportunities of grocery retailing. They argue that as many buyers will be in town, many heads of families, who have not been in for months, and some of whom come from a distance, that the week presents to the grocer a fine opening for energetic, up-to-date advertising.

The first consideration is what plan of campaign to follow, for advertising to an end like this is a campaign in the same sense that a general makes a campaign against the enemy, and should be well reasoned out in advance. Frequently, the advertising space in the local papers is increased, in any case, it is filled with matter referring to the inducements offered customers during "fair week." Circulars are sometimes used, but they are not nearly as useful to the grocer as is the newspaper "ad."

Of late years there has been a great development in window dressing and store decoration. One result of this is that there is in almost every town some grocer who prepares his windows especially to attract visitors to the fair.

Quite a number of grocers have "demonstrated" at the fair. They have taken a stand, and, in addition to showing the lines they want to introduce, and selling goods which are in immediate demand, such as fruits, nuts, candies, etc., they prepare "for the ladies" enticing cups of coffee, cocoa or tea. If the cups used be small and only one, or, at the most, two persons be serving, great numbers can be served at little expense. One enterprising merchant gave his "demonstrators" small cheques, which were given to each drinker, offering "5 per cent. discount, for this week only," on the blend of coffee or tea as they were drinking. He remained in his store and awaited results, which proved abundantly satisfactory to him.

In many ways the annual fall fair provides an opportunity for the display of a grocer's energy. What are you going to do about it?

### THE EARLY-CLOSING MOVEMENT.

IN many towns throughout Canada the merchants are adhering to a voluntary agreement to close their stores at specified hours during July and August. In some towns the agreement is to close three nights a week at 6 p.m.; in others to close five nights a week at 7 or 8 p.m. There is considerable diversity in the agreements, but the aim in all is the same: To secure shorter hours for both employer and employee.

In quite a number of cases, unless active energy is displayed by some of those interested during the next few days, the close of this week will see the end of these agreements, for this year at least.

Has the scheme been a success? Has it been as satisfactory to the employers as it has been pleasant for the clerks? It is safe to presume that in practically every case general satisfaction has been the result.

Then why not extend the scope of the agreement? Why should not grocers and other retailers have at least three nights a week free from the duties and cares of the shop? It has been demonstrated that customers are well able to make their purchases at some other time, so why not persuade them to do so?

### BUSINESS MEN AS LAWMAKERS.

It is because their makers were lawyers that so many of our laws are difficult of interpretation. What we want among our lawmakers is more business men and fewer lawyers.

The difference between the lawyer and the intelligent business man is that the forte of the one is to score for technicalities, while that of the other is to avoid them and to make the laws of the land plain and business-like, in order that he who runs may be able to understand them.

### AN IDEAL PARLIAMENT.

The Maritime Board of Trade makes one dream of what an ideal Parliament we would have if the membership of the House of Commons was made up entirely of such practical, commonsense business men.



## THE MARITIME PROVINCES AND WESTERN CANADA.

**E**VER since Confederation there has been a feeling between the people of Western Canada and the Maritime Provinces that the one was little concerned in the welfare of the other. Happily, this feeling does not obtain to the extent it formerly did. And one of the evidences of this is the diminishing frequency with which acrimonious remarks regarding the matter are made by the press of the respective parts of the country. But, while this regrettable feeling is dying, it is not yet dead, either in Western Canada or in the Maritime Provinces. Occasionally we are reminded of this.

At one of the social functions in connection with the annual convention of the Maritime Board of Trade at Chatham, N.B., two of the speakers, while referring to the good work being done by the Maritime Board in drawing the business men of the three Provinces of New Brunswick, Nova Scotia and Prince Edward Island closer together, expressed the opinion that it would have, perhaps, been better for the Maritime Provinces if they, instead of the Dominion, had been confederated. One of them, also, expressed the opinion that the Provinces of Quebec and Ontario had little sympathy with them (the Maritime Provinces) in the questions they were trying to solve. Both the gentlemen referred to are more or less in the public eye; but it is worthy of note that their sentiments were not applauded. It cannot be said that the wish was father to the thought, for they spoke as though they regretted that such a state of affairs appeared to them to exist.

From a careful study of the question during the last three years, we are firmly persuaded that while some such feelings as those referred to do exist a Canadian spirit far more broad abounds.

The vast majority of at least the business people of the Maritime Provinces—for it is of more certainty that we can speak of them—are Canadians in spirit as well as in name. And after all, if we get the business men right on this or any other public question we need not fear a great deal for the rest.

One of the gratifying signs of the times is the increasing interprovincial trade between the upper and the lower Provinces of the Dominion. We learn this from an official high in authority on the Intercolonial railway.

While commerce may follow the flag it is equally certain that the development of trade, interprovincial as well as that of any other kind is a concomitant of closer personal intercourse of mercantile men with each other.

The people in the Maritime Provinces have a fairly good case against their fellow countrymen in Ontario and Quebec in regard to summer tourist travel.

There is no part of this continent that affords more natural advantages to the summer holiday-seeker than the Maritime Provinces. The scenery is rich and varied and the climate is delightful, being cool, dry and invigorating, while in fishing and hunting it is a paradise beyond peradventure. Yet people in the west will hie themselves in the summer time to places outside the Dominion, where expenses are greater and where the advantages so essential to the rest and recreation of the tired and overworked business man are far poorer in many instances.

There is no finer class of men in the world than the business men of the Maritime Provinces, and the more the business men of Ontario and Quebec cultivate their acquaintance and sympathize with them in their difficulties, the better will it be for the unity of the Dominion, to say nothing of the satisfaction that naturally accrues from such intercourse to those who participate in it.

### IMPORTANCE OF TOURIST TRAVEL.

**T**HE attention which was given to tourist travel in the deliberations of the Maritime Board of Trade in convention at Chatham, N.B., last week, shows how the importance of the subject is growing upon the minds of the business people of that part of the Dominion.

The glorious climate, the magnificent scenery and the abundant opportunities for fishing and hunting have always been with the people of the Maritime Provinces, but

it is only within the last few years that the business men down there seemed to realize the extent to which these attractions could be made to contribute to their own material advantage.

Now, they have tourists' associations and boards of trade devoting no small energy to devising ways and means of attracting tourists, and of providing accommodation for them when they come. And yet the movement is only in its initiary state.

Mr. Fisher pointed out in his address that during the six months of summer something like \$60,000 per day was expended by tourists in the State of Maine. And Maine is no better situated for tourist travel than the Maritime Provinces. But, at any rate, the experience of Maine should stimulate business men in all parts of Canada to take ways and means of attracting tourist travel to their respective localities.

### UP-TO-DATE ADVERTISING.

**T**HERE is no question about it—advertising is an art! During the last 20 years or more so much attention has been devoted to the study of the best methods of attracting, interesting and convincing the great public; so many keen business men and shrewd writers have devoted time and thought to this phase of commercial life, that it has become an important, if not an essential, factor in business success to day.

At first, freak advertising was "the fashion," and every ingenuity that could be devised was employed, but, as time went by, experience proved to the most successful advertisers that judiciousness and persistency were necessary in advertising. The result is that to day practically every advertiser of standing makes the foundation of his advertising his space in legitimate publications.

While, however, the continuous advertisement is the great factor in advertising, many advertisers add to its effectiveness by some "special" advertising at more or less frequent intervals. Some of the work of this class, such as cards, hangers, etc., placed in stores, is of very little value.

The desirable feature of such advertising is originality. To catch attention to-day one must devise something not only attractive but new. The man who keeps his regular advertising fresh and interesting is bound to reap a good harvest if his goods be up to the mark.



## THE LATE LEANDER CHAPUT.

**M**R. LEANDER CHAPUT, founder of the large wholesale grocery house of L. Chaput, Fils & Cie, De Bresoles street, Montreal, after a two months' illness, succumbed at 9 o'clock on Thursday morning, August 22, at his residence, Notre Dame de Grace, Montreal. Although he had reached the ripe old age of 84 years, he had been enjoying comparatively good health previous to the past two months. The news of his death was received with deep regret, not only throughout the city of Montreal, but, in fact, the entire Province, where he was well known and respected by a host of friends.

Mr. Chaput was born in L'Assomption, Que., on November 4, 1817. When he was but four years of age his mother passed away, and, a few months afterwards, his father also died. He was the only boy of a family of seven. From his earliest boyhood he always displayed a talent for business, and in everything he undertook he exhibited a courageous and confident spirit. At the age of 15 he came to Montreal and entered the employ of W. S. Phillips, then a leading merchant, and at that time located at the corner of McGill and College streets. Here he bent his whole energy to the acquiring of a thorough knowledge of the business, and proved himself to be an apt and willing worker in a manner characteristic of his determination to succeed. On April 15, 1839, he married Mlle. Helene Saint Denis, who is yet living. Eleven children were born to them, seven of whom survive, namely, M. Charles Chaput, Mme. J. Alfred Laramee, Mlle. Eugenie Chaput, Mme. Telesphore Descarries, Mme. Antoine Hudon, Sister Helene de Jesus (Antoinette) Monastere du Precieux Sang, de Notre Dame de Grace, and Madame Albert Gauthier.

In May, 1842, he started in business for himself, and for 33 years he labored continuously, and his efforts were crowned with success, for the growth and progress of his business was phenomenal from the beginning. Those who were engaged in his warehouse were always very much attached to him, for he was a most considerate—in fact, a model—employer, and a father to them all. In 1875, he retired from the commercial arena

to take a well-merited rest, and was succeeded by his son, Mr. Charles Chaput, with whom are associated Mr. L. E. Geoffrion, president of Le Chambre de Commerce, Mr. A. Prudhomme, and Mr. Armand Chaput, his grandson. When one considers the magnitude of the house of L. Chaput, Fils & Cie, he can form a good idea of the wonderful skill and business ability of its organizer, for their trade now extends from the Atlantic to the Pacific, and the establishment is one of the largest of its kind in the Dominion.



The Late Mr. Leander Chaput.

Mr. Chaput was of a reserved nature and most charitable. He was the founder and principal supporter of the large convent of the Sisters of the Precious Blood, Notre Dame de Grace, Montreal, and not only will this college lament his death, but also many other large institutions throughout that city. It is said, and the fact can well be appreciated by all who have ever come in contact with him, that during the whole period of the sickness which proved fatal he displayed that wonderful courage and confidence that marked his entire life. Although death has claimed this much respected and beloved man, his sterling integrity, his ability as a business man and his unselfish disposition will long live in

the memories of those whom he so loyally served.

The funeral took place on Monday morning last, and the large attendance testified to the high esteem in which the late gentleman was held. The most prominent men in the religious, political and commercial circles of the Province of Quebec followed the remains to the grave. Among those noticed at the funeral were: The Hon. J. I. Tarte, Minister of Public Works; Senator MacKay; Robert Bickerdike, M.P.; Dr. Guerin, M.L.A.; Mayor Descarries; F. D. Monk, M.P.; Dr. L. O. Lachapelle, Messrs. J. R. Bourdeaut, P. Hurtubise, Henri Hurtubise, L. O. Taillon, R. Forest, Arthur Roussel, O. L. Bourgue, F. Deslauriers, J. A. Dufresne, Chas. Gervais and many others. The celebrant of the requiem mass was Mgr. Racitot, Vicar-General of the Archdiocese of Montreal. Mgr. Racitot also officiated at the Absolute. Among the mourners were: Charles Chaput, son of deceased; Edward St. Denis, Armand Chaput, Emile Chaput, Albert Laramee, Arthur Laramee, A. Descarries, L. Descarries, C. Descarries and Antoine Hudon. THE CANADIAN GROCER extends to the family and relatives its sincere sympathy in the great loss they have sustained.

## EARLY CLOSING IN FREDERICTON.

The grocers' early-closing movement has evidently the stamp of approval of the people, and the idea of allowing the hard-worked merchants and their employes the benefit of the evenings for recreation and pleasure is firmly entrenched in this town, as in other cities.

All stores in the city, except the book-stores, are now closed at 6 o'clock or a little later, and no person, now that they have become used to it, experiences any inconvenience or would think of asking the merchants to go back to the old order of things. Trade is not curtailed or interfered with in any way, just as much business being done from 7 a.m. to 6 p.m. as before, when the stores were open three or four hours longer. The grocers were somewhat doubtful as to whether or not their customers would approve of the early-closing idea, but none of them have any doubts now as to the approval of the people. — Fredericton Gleaner, August 22.

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# "SALADA"

Ceylon Green Tea

is that there is no necessity for you to carry the old-fashioned big stock. There is no loss in weight, no deterioration in quality, and will give your customers better satisfaction than the finest Japan tea grown. It will soon be as popular as "Salada" black tea is now.

Samples for the asking.

"SALADA"--Toronto and Montreal.



## Steam Laundries

must have the finest quality of **STARCH** to obtain the desired finish on linen.

We supply three-fourths of the best Canadian Laundries with their Starch.

COMMENT IS UNNECESSARY.

The Brantford Starch Works, Limited,  **BRANTFORD, ONT.**

**WHEN YOU ARE** in the city visiting our Exhibition, remember we extend a welcome to you at our works. King Street West and Bathurst Street cars pass our door.

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King and Bathurst Streets,  
**TORONTO**



# MARKETS AND MARKET NOTES

## INFORMATION FOR BUYERS.

If any reader wishes to know where any article can be purchased in Canada or abroad, a letter to the Editor will probably place him in communication with the seller.

## ONTARIO MARKETS.

Toronto, August 29, 1901.  
GROCERIES.

WHILE prices, with the exception of an advance of 15c. in canned apples, are without change, there is a general steadiness of tone which, combined with a general improvement of business, causes a most satisfactory feeling throughout the trade. Sugars have steadied since the decline noted last week, and further declines are not looked for. Canned goods are stiff throughout. Canned vegetables and fruits are firmly held on account of reports of crop shortage, while the heavy salmon run is not likely to cause any material reduction in this line. The Patras currant market, which was reported 2s. higher last week, is declining, and is now even lower than it was before the late advance. Walnuts and Tarragona almonds are likely to be a big crop, and will likely be offered at prices below last week's quotations. There is practically no change in teas since last report. The advance on low and medium grade Ceylon and Indian teas noted last week is well maintained.

### CANNED GOODS.

The stiffening of values continues to be a feature of the canned goods market. The only advance noted, though, is in gallon apples, which are 15c. dearer. Peas are steady at last week's advance, which brought prices to 82½c. It is still too early to say much about tomato futures, but spot goods are firm at about 80c., though in some cases, 85c. is asked. Butter and string beans are scarce, and will likely bring good prices before the season is over. On account of the short crop of white beans, canned pork and beans, and beans in tomato sauce are firm. Corn is also reported to be a small pack, and prices are steady at 80 to 85c.

All canned fruits are steady with no new feature except the advance in apples, which brings the quotations to \$2.40 to \$2.50.

The canned salmon market is firm, notwithstanding the big run of sockeye salmon

on the Fraser. "The market opened at a reasonable figure," explained a local wholesale dealer, "and, as English buyers would snap up all offerings at lower prices, there is neither disposition nor necessity for a reduction here. We expect to have our orders filled this season, but we would have great difficulty in getting further deliveries." Sardines keep firm, as the pack is considered to be under the average. Haddies and herrings are both scarce, and difficulty has been experienced in getting orders filled. There is a fair sorting demand for canned lobsters, which are unchanged in price.

### COFFEE.

There is practically nothing new to report. The outside markets continue easy, and there is a fairly active demand in a local way, especially in green coffee. Quotations are unchanged: Green Rio, No. 7, 7¾c.; No. 6, 8¼c.; No. 5, 8¾c., and No. 4, 9½c.

See pages 47 and 48 for  
Toronto, Montreal, and St.  
John prices current.

### SYRUPS AND MOLASSES.

There is little doing, but the indications point to a healthy demand as soon as the weather becomes cooler. Prices are steady throughout.

### RICE AND TAPIOCA.

Orders for rice are not large, but the aggregate volume of business being done is satisfactory. Reports from the primary markets are conflicting, but there does not seem to be much chance of a material change in values on this market. B rice is still quoted at 3½c. per lb., Japan and Java at 5½ to 6c. Tapioca is in fair request at 4¼ to 4½c.

### SPICES.

Primary markets are strong, but there is practically no change in quotations. There is a good demand, particularly for pickling spices.

### SUGAR.

While the local market has steadied since last week's decline of 10c., the primary markets are still easy. The raw sugar market in New York is decidedly dull. Willett & Gray's Sugar Trade Journal of August 22 says: "The nominal quotation for centrifugals has been 4c. for 96° test throughout the week, but business on this

basis has been impracticable during most of the week, and importers having sugars arrived unsold have been forced to put them into warehouses and wait for a market. An offer to reduce price below 4c. in order to effect sales made no impression on buyers, who prefer to remain entirely out of the market for the present and until a better demand for the refined product exists. At present the production continues ahead of the consumption, notwithstanding that some refineries have been closed for an indefinite period. Raw sugar has now reached a point where it becomes a serious question with producers to cover cost of production, and at present value or a little less only the most modern plantations in Cuba will be able to make the coming crop without actual loss. Beet sugars have also approached the low level mark of 8s., below which there is little, if any, profit in cultivation. When prices touch these low points for sugar, the situation generally corrects itself after a while by diminution in production, but just now there are no signs of such correction and low prices must continue to rule for some time longer, though when at this low level there remains but little margin for further reductions in prices without absolute ruin to sugar-raisers everywhere in the foreign countries."

### TEAS.

The activity of Ceylon and Indian teas is not so noticeable as a week ago, but the advance of 1 to 2c., noted in our last report, is well maintained. The cables from London show that the market is firm there, but that buying there has not been materially stimulated in consequence. Japan tea is steady and is moving a little more freely.

### FOREIGN DRIED FRUITS.

CURRENTS — The primary market has again moderated in tone and the advance of 2s., noted last week, has been more than lost. The first direct boat is due to leave Patras on September 4, but it may not move before the end of the week. There is a fair sorting trade doing. Ruling quotations for good, sound fruit are 10c. for Filatras, 11c. for Patras, 12 to 14c. for Vostizzas, for two and five crown respectively.

VALENCIA RAISINS — First prices, which have been received this week, are considered reasonable. They are 4s. lower than the first quotations last year. The demand, however, is small, as the market is well stocked with last year's fruit. The local



quotations are steady at  $5\frac{1}{2}$ c. for fine off-stalks, and 6 to  $6\frac{3}{4}$ c. for selected.

**MALAGA RAISINS**—Some prices have been received, but they are not considered reliable.

**SULTANA RAISINS**—Late advices show the market a trifle easier. Prices have, in fact, slowly declined since the first quotations were received.

**FIGS**—Some orders for Comadre tapnets have been taken at rather low figures, and the market may be said to be rather easy.

**PRUNES**—There is little doing. Prices are steady. Californian prunes are quoted at the following: 30-40's, 8 to  $8\frac{1}{2}$ c.; 40-50's,  $7\frac{1}{2}$  to 8c.; 50-60's, 7 to  $7\frac{1}{2}$ c.; 60-70's,  $6\frac{1}{2}$  to 7c.; 70-80's, 6 to  $6\frac{1}{2}$ c.; 80-90's,  $5\frac{1}{2}$  to 6c.; 90-100's, 5 to  $5\frac{1}{2}$ c. French prunes,  $3\frac{1}{2}$  to 4c.

#### NUTS.

There is not much trade doing, but buyers are beginning to take an interest in this season's goods. Valencia almonds are firm, having gone up 2s. in this last week or so. Walnuts, both Grenobles and Marbots, are easier reported to be a good crop, and are quoted lower than last season. Tarragona almonds will also be cheaper than last year on account of large crops. Filberts are without change.

#### GREEN FRUITS.

The market is exceedingly active. The large arrivals of Canadian tomatoes, peaches, plums, pears and apples combine with the big receipts of watermelons, bananas, muskmelons, etc., to tax the capacity of both jobbers and retailers. In fact, bananas have come to hand in such quantities that they could not be sold before they became over-ripe, and prices were forced down 50c. Grapes are steadily becoming more plentiful. We quote as follows: Pears, 25 to 45c. per basket; peaches, 35 to 50c. for white and 60c. to \$1 for red; plums, 25 to 50c.; apples, 25 to 40c.; blueberries, 75 to 90c.; tomatoes, 10 to 15c.; cucumbers, 10 to 15c.; gherkins, 50c.; peppers, 25 to 50c.; grapes, in 10 lb. baskets, 20 to 25c. for Champions and 35 to 40c. for Moore's Early and Moyer's; muskmelons, 50 to 75c. per crate of 12; watermelons, 15 to 25c. each; bananas, \$1.75 for 1st and 75c. to \$1 for eight-hands. New Verdilli lemons are offering at \$3.75 to \$4.25 per box, and late Valencia oranges are steady at \$5 to \$6.

#### COUNTRY PRODUCE.

**EGGS**—Receipts have been unusually large. "In fact, said one large shipper, we accumulated a surplus of strictly-fresh eggs one day last week, and shipped it to Montreal, where the market seems to be a little stronger than this." Some quotations

of  $11\frac{1}{2}$ c. have been heard, but 12c. is the general figure.

**BEANS**—The stiffness noted last week is still apparent, and from \$2.25 to \$2.40 is asked for prime beans.

**LIVE CHICKENS**—The Canadian Produce Co., 36 and 38 Esplanade east, Toronto, will pay until September 11, for spring chickens, not less than two lb. each, 6c. per lb. For ducklings, not less than four lb. each, 4c. per lb. For hens (including last year's birds) 4c. per lb. These prices are for live weight on arrival. Crates shipped free and express paid up to 50c. per 100 lb. of chickens.

**HONEY**—The market is firm at last week's advance. We quote:  $7\frac{1}{2}$  to  $8\frac{1}{2}$ c. for extracted clover and \$1.35 to \$1.50 for No. 1 clover comb.

**DRIED APPLES**—There is practically nothing doing in dried apples. Evaporated apples are stiff, but there is little doing. From  $7\frac{1}{2}$  to 8c. is a fair range, nominally.

**POTATOES**—The market is still easier, a decline of 5 to 10c. being reported. We quote 55 to 65c. per bush.

**DRESSED POULTRY**.—There is a fair trade at steady prices. We quote: Chickens, 45 to 50c. per pair; hens, 45 to 50c. per pair; ducks, 60 to 70c. per pair.

#### BUTTER AND CHEESE.

**BUTTER**—The market for dairy butter is weak, as there are large accumulations and no export demand. There is a fair inquiry for creamery for export, as it exhibits more strength than is shown in dairy. We quote as follows: Dairy prints, 17 to 18c.; best tubs, 16 to  $16\frac{1}{2}$ c.; seconds, 11 to 13c.; creamery prints, 21 to 22c.; boxes, 20c.

**CHEESE**—The market is dragging. The production this year has been fully up to the average, but the export has been about 375,000 boxes less than last year. The consequence is that there are great quantities held in storage on this side of the Atlantic. This condition and the excellent condition of pasturage throughout the Province has resulted in a weak feeling that is making many buyers cautious. Prices are unchanged, however, at  $9\frac{1}{2}$  to 10c.

#### VEGETABLES.

Celery is 15 to 25c. lower. Cauliflower has dropped 50c. from its top figures. We quote: Carrots, beets and turnips, 15c.; lettuce and radishes, 25 to 30c.; watercress, 25c.; mint and parsley, 20c.; cauliflower, 75c. to \$1.50; celery, 55 to 75c.; cabbage, 40 to 60c.; corn, 8 to 15c.; cucumbers, short, 10 to 15c.; tomatoes, 10 to 15c. per basket; butter beans, 75c. to \$1 per bushel; green onions, 15 to 35c.; dry onions, \$1.25 per bush.; new potatoes, 25c. per basket; gherkins, 50 to 60c. per basket; egg plant, 30 to 35c. per basket.

#### FISH.

Ciscoes are now offering at \$1 per basket. Fresh fish are selling steadily at unchanged figures. We quote: Fresh fish—Spanish mackerel,  $12\frac{1}{2}$ c.; codfish, 6c.; whitefish, 7 to  $7\frac{1}{2}$ c.; trout,  $7\frac{1}{2}$ c.; halibut, 15c.; sea salmon, 20 to 25c.; haddock, 6c.; herring, 4c.; perch, 4c.; British Columbian salmon, 20c. Smoked fish—Ciscoes, \$1 per basket. Prepared fish—Dried cod, in 112 lb. bundles, \$4.75 per cwt.; flitch cod, \$5 to \$5.25; boneless cod, in bricks, 5 to  $5\frac{1}{2}$ c. per lb.; steak cod,  $6\frac{1}{2}$ c. per lb.; shredded cod (2 doz. n box), \$1.80 per box; boneless fish, loose, in 25-lb. boxes, 4 to  $4\frac{1}{2}$ c., and 5-lb. boxes, 5c. per lb. Live lobsters are worth 15c. per lb.

#### HIDES, SKINS AND WOOL.

**HIDES**—There is a good supply, but offerings are readily absorbed. We quote as follows: Cowhides, No. 1,  $7\frac{1}{2}$ c.; No. 2,  $6\frac{1}{2}$ c.; No. 3,  $5\frac{1}{2}$ c. Steerhides are worth 1c. more. Cured hides are quoted at  $8\frac{1}{2}$  to 9c.

**SKINS**—Lambskins and pelts are steady at last week's advance. There is no other change. We quote: No. 1 veal, 8-lb. and up, 9c. per lb.; No. 2, 8c.; dekins, from 55 to 60c.; culls, 20 to 25c.; sheepskins, 90c. to \$1; lambs and pelts, 40c.

**WOOL**—There is a good demand, but at low figures. Our quotations are: Combing fleece, washed, 12 to  $12\frac{1}{2}$ c., and unwashed,  $7\frac{1}{2}$  to 8c.

#### GRAIN, FLOUR AND BREAKFAST FOODS.

**GRAIN**—The wheat market continues to strengthen. Manitoba No. 1 hard is quoted at  $85\frac{1}{2}$ c. grinding in transit, or  $83\frac{1}{2}$ c. Toronto and west. Ontario wheat is quoted at 70c. at outside points, middle freights. There is not much doing on the Toronto street markets, where prices are steady as follows: Wheat, white and red,  $71\frac{1}{2}$  to 73c.; goose, 67 to 69c.; oats, new, 36 to 37c.; rye, 52c.; barley, 49 to 51c.

**FLOUR**—There is a good demand. Prices are well maintained. We quote on track, Toronto (bags included) as follows: Manitoba patents, \$4.15; Manitoba strong bakers', \$3.85; Ontario patents, \$3.70 to \$3.80; straight roller, \$3.40.

**BREAKFAST FOODS**—There is a fair demand at unchanged prices. We quote: Standard oatmeal, \$3.70 in bags, and \$3.80 in bbls.; rolled oats, \$3.60 in bags, and \$3.70 in bbls.; rolled wheat, \$2.35 in 100-lb. bbls.; cornmeal, \$2.75; split peas, \$4; pot barley, \$4.

#### MARKET NOTES.

Dairy butter is 1c. lower.  
Bananas are 50c. cheaper.  
Canned gallon apples are 15c. higher.



**AGENCY WANTED.****A Reliable Manufacturers' Agent**

travelling in the Maritime Provinces and Newfoundland, wants to represent on commission, a reliable provision house or wholesale grocer, in addition to his present business. Apply to JOHN B. HARTY, Box 163, North Sydney, N.S. (35)

**Toronto Commission Houses.****New Messina Lemons**

Get our special quotations for "Long Keepers" for your Summer trade.

**Pineapples**

We are now in a position to fill your orders for all grades of this popular fruit.

**McWilliam & Everist,**

Wholesale Fruit, Produce and Commission Merchants

25 and 27 Church St., TORONTO, Can.

Long Distance Phone Main 645.  
Warehouse Phone Main 3394.

## Butter Cheese Eggs Poultry

Consignments Solicited.  
Highest Prices. Prompt Returns.

**The Wm. Ryan Co.,**

... Limited.  
70 and 72 Front St. E., Toronto.

**Butter Wanted**

In Tubs and Pails. Ship to us.

**Rutherford, Marshall & Co.**

Commission Merchants,  
68 Front Street East, Toronto.  
Telephones Main 4226 and 4227.

## The DAWSON Commission Co., Limited

FRUIT, PRODUCE AND  
COMMISSION MERCHANTS.

Cor. Market and  
Colborne Streets.

**TORONTO****Canadian Produce Company, Toronto**

In no other way can General Store Keepers dispose of their chickens so profitably or with so little trouble as with us.

**QUEBEC MARKETS.**

MONTREAL, August 29, 1901.

**GROCERIES.**

**A**LTHOUGH business shows no particular improvement this week over last week, a fairly good trade has been done, and wholesalers express themselves as being well pleased with the condition of trade. "As soon as the holiday season is over," remarked a leading merchant, "we look for a busy time of it." Prospects for a good trade this fall are exceedingly encouraging. Particular attention seems to be turned towards canned goods at the present, and a good demand for all lines prevails, particularly for canned fruits. It is said that packers are not offering any gallon apples at the moment. Strawberries are also very scarce. In sugar, nothing further has occurred since the decline of last week. The molasses market is steady. Jobbers evidently have sufficient supplies on hand to meet the wants of their customers, as the demand is limited. Spices of all kinds are moving fairly well at steady prices. The market for fine-grade Japans is higher, and there seems to be an over-supply of low grades.

**SUGARS.**

No new features have developed in sugars since the reduction of last week. A fair volume of business is being done, but the increased demand anticipated by refiners on account of the decline did not materialize, jobbers evidently having sufficient supplies on hand. Local quotations are \$4.40 per 100 lb. for granulated and \$3.65 to \$4.25 per 100 lb. for yellows, according to quality. City, 5c. additional.

**CANNED GOODS.**

The canned goods market is probably the most interesting in the grocery business this week. Some wholesalers anticipate a material advance in prices in the near future, while others claim that there will not likely be many changes, as the crop outlook is not as bad as reported. It is said that a meeting of the canners took place a short time ago to review the situation, and the advisability of withdrawing quotations on some lines was discussed, when one wholesaler pointed out that every year a scarcity is predicted, but the reports did not always prove correct. It is evident, however, that the tomato and corn outlook is not very satisfactory at the present. Quotations on tomatoes are as before, namely, 80c.; for corn, 75c. Peas are still quoted at 85c. The demand for canned fruits still continues to be brisk, at the following prices: Strawberries, \$1.50; raspberries, \$1.40; gooseberries, \$1.40; pears, \$1.55 for 2's and \$2 for 3's; Lombard plums, \$1.20;

The following Brands manufactured by

**The AMERICAN TOBACCO CO.**

OF CANADA, Limited.

Are sold by all the Leading Wholesale Houses

CUT TOBACCO . . .

OLD CHUM.

SEAL OF NORTH CAROLINA

OLD GOLD

CIGARETTES

RICHMOND STRAIGHT CUT.

SWEET CAPORAL.

ATHLETE.

DERBY

...EVERY...

**COMMISSION MERCHANT**

in Canada should have a card in these columns. We will be pleased to talk to you about it and quote rates.

Winnipeg Brokers.

**M. B. STEELE**

Wholesale Commission Merchant and Broker.

Correspondence and Agencies Solicited.

Stovel Building, WINNIPEG, CANADA.  
P.O. Box 731.

**JOSEPH CARMAN . . .**

WHOLESALE MERCHANDISE BROKER  
AND MANUFACTURERS' AGENT.

Winnipeg, Manitoba, Canada.

Secretary Winnipeg Fruit and Produce Exchange  
Correspondence and Agencies Solicited.

Storage, Track Facilities.

**Foreign Shippers**

If you want to offer your goods in  
**WINNIPEG, CANADA.** we will be  
pleased to answer your inquiries.

**E. NICHOLSON**

Wholesale Commission Merchant and Broker.

115 Bannatyne St. East, Winnipeg, Canada.

Winnipeg Fruit Merchants.

**THE RUBLEE FRUIT CO.**

LIMITED.

IMPORTERS OF FOREIGN AND DOMESTIC  
GREEN AND DRIED FRUITS, NUTS, Etc.

151 Bannatyne St., 12th St.,  
WINNIPEG, MAN. BRANDON, MAN.

Winnipeg Advertising Agents.

**ADVERTISING in WESTERN CANADA**

will be Carefully, Efficiently, and Promptly  
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**The Roberts Advertising Agency,**  
WINNIPEG, CANADA

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Advertisements under this heading, 2c. a word each insertion; cash in advance. Letters, figures, and abbreviations each count as one word in estimating cost.

## TRAVELLERS WANTED.

**TWO FIRST-CLASS SPECIALTY SALESMEN.**  
State age, married or single, experience, time on the road, article sold, past salary, salary expected. Give references. Address, Box 59, THE CANADIAN GROCER, Toronto. (35)

CANADIAN ADVERTISING is best done by THE E. DESBARATS ADVERTISING AGENCY MONTREAL



# STARCH

A wonderful laundry labor saver, because the iron will not stick.

Women who try it, like it.  
Dealers who handle it, like it.

It profits both.



# ROWAT'S

PICKLES.

ROWAT'S  
WORCESTER SAUCE.

ROWAT'S  
VINEGAR.

Lines that, to parody the opera, look nice—  
smell nice—taste nice.

Prices and particulars from the Agents

**SNOWDON & PATERSON**  
449 St. Paul St., MONTREAL.

greengages, \$1.30; yellow peaches, \$1.75 for 2's and \$2.50 for 3's; sliced pineapple, \$2.30, and \$2.45 for grated; 3 lb. apples, 85c.; red pitted cherries, \$1.80, and whites, \$2. A particularly good demand is evinced for canned apples. On account of the short crop the pack is expected to be much smaller than heretofore, and there is a probability of an advance in prices before long on this account.

## SYRUPS.

Business in syrups is in a very listless condition, and quotations are unchanged at 1½ to 2c. per lb. for cane syrup, and 3 to 3¼c. for corn syrup, according to parcel.

## MOLASSES.

Nothing of importance has taken place in the state of the molasses market. A fairly firm tone prevails, but the demand is not very brisk. Barbadoes is quoted at from 27½ to 28c.; 29c. per gal., in small lots, is the price still quoted.

## SPICES.

Business in spices is fairly active. An increased demand is being felt. The small supply of many grades of spices is certain to have an effect on the market very shortly. We quote as follows: Nutmegs, 35 to 65c. per lb., as to size; Penang mace, 45 to 50c. per lb., as to quality; pimento, ground, 12½ to 15c.; cloves, 15 to 25c.; pepper, ground, black, 17 to 20c., according to grade; white, 25 to 27c.; ginger, whole, Cochin, 15c.; Japan, 10c.; Jamaica, 20c.; ground, Japan, 15c.; Cochin, 20c.; Jamaica, 25c.

## RICE.

The demand for rice is very satisfactory, but no change in the market has taken place since last issue. We quote in combine district: B rice, in bags, \$3.10; in ½ bags, \$3.15; in ¼ bags, \$3.20; in pockets, \$3.25. In 10-bag lots an allowance of 10c. is made. CC rice, \$3 in bags; \$3.05 in ½ bags; \$3.10 in ¼ bags; and \$3.15 in pockets. In the open territory prices are about 10c. less. Patna rice is worth 4¾c. per lb.

## COFFEE.

The position of the coffee market is still very uninteresting and the low prices noted last week still prevail.

## TEAS.

The Japan tea market continues active. Cable advices received indicate a firmer market, and the season will close shortly for Yokohama teas. The volume of business being done in teas is up to the average and prices rule firm. The Indian and Ceylon tea markets still show a firm feeling.

## FOREIGN DRIED FRUITS.

RAISINS—Prices for shipment for first direct steamer have come to hand, but only show one shilling concession on offerings

## Victoria Fruit Merchants.

From the Atlantic to the Pacific,  
**OKELL & MORRIS'**  
(Gold Medal Brands) of **Whole Fruit Preserves**  
Messina Orange Marmalade, Tomato Ketchup, Sauces, Pickles and Vinegars  
are acknowledged the purest and best. Trade-Builders, Trade-Winners. 15 Gold and Silver Medals, and 3c Diplomas for purity and excellence. Write for prices to Factory, Victoria, B.C.

## Victoria B. C. Commission Merchants

# PATTON & SONS

Wholesale Produce

and

Commission Brokers

Operating B. C. Cold Storage and Ice Works. Bonded and Free Storage.

Consignments Solicited.  
Advances Made on Warehouse Receipts.

AGENCIES ACCEPTED.

Toronto Fruit Merchants.

## ..CALIFORNIA ORANGES..

CANADIAN BERRIES,  
" CHERRIES.

California Peaches, Apricots, Plums. Foreign Nuts, Dates, Figs.

ALL AT LOWEST MARKET.

# HUSBAND Bros. & Co.

82 Colborne St., Toronto

Telephone Numbers—Main 3428, Main 54.

# CLEMES BROS.

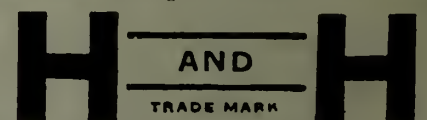
Just Address **TORONTO** Everybody Knows Us

Are you going to speculate in 10 or 25 boxes Summer-Keeping

**LEMONS ?**

Write us about them.

**JAMES McINTOSH, 34 Yonge St., TORONTO**  
Sole Agent in Canada for



the unequalled cleaner. The C. P. R. have TREBLED their use of it for Carj ets, Plush Seats, etc.



## LIQUORS.

## SCOTCH WHISKIES.

|                                                   | Per case of quarts.        |
|---------------------------------------------------|----------------------------|
| Roderick Dhu .....                                | \$9 50 less 3 p.c. 30 days |
| Usber's O.V.G. Special Reserve .....              | 9 75 " " "                 |
| Usber's G.O.H. ....                               | 12 25 " " "                |
| Gaelic, Old Smuggler .....                        | 9 75 " " "                 |
| Greer's O.V.H. ....                               | 9 50 " " "                 |
| Old Mull .....                                    | 9 75 " " "                 |
| Sheriff's One Star .....                          | 10 25 " " "                |
| " V.O. ....                                       | 10 50 " " "                |
| Kilmarnock .....                                  | 9 75 " " "                 |
| Doctor's Special .....                            | 10 00 " " "                |
| House of Lords .....                              | 10 75 " " "                |
| Bullock, Lade & Co.—                              |                            |
| Special blend .....                               | 9 25                       |
| Extra special .....                               | 11 00                      |
| John Dewar & Sons—                                |                            |
| Extra special .....                               | 9 50                       |
| Special liqueur .....                             | 12 25                      |
| Extra " .....                                     | 16 50                      |
| James Ainslie & Co.—                              |                            |
| Higbland Dew .....                                | 6 75                       |
| Glen Lion, extra special .....                    | 12 50                      |
| J. Brown & Co.—                                   |                            |
| Duke of Cambridge ....                            | 12 00                      |
| Mitchell's—                                       |                            |
| Heather Dew .....                                 | 7 00                       |
| Special Reserve .....                             | 9 00                       |
| Mullmore .....                                    | 6 50                       |
| W. Teaches & Sons—                                |                            |
| Higbland Cream, qts., \$9.50 less 3 p.c. 30 days. |                            |

## CANADIAN WHISKIES.

|                                    | In barrels per gal.            |
|------------------------------------|--------------------------------|
| Gooderham & Worts, 65 O. P. ....   | \$4 50                         |
| Hiram Walker & Sons .....          | 4 50                           |
| J. P. Wiser & Son .....            | 4 49                           |
| J. E. Seagram .....                | 4 49                           |
| H. Corby .....                     | 4 49                           |
| Gooderham & Worts, 50 O. P. ....   | 4 10                           |
| Hiram Walker & Sons .....          | 4 09                           |
| J. P. Wiser & Son .....            | 4 09                           |
| J. E. Seagram .....                | 4 09                           |
| H. Corby .....                     | 4 09                           |
| Rye, Gooderham & Worts .....       | 2 20                           |
| Hiram Walker & Sons .....          | 2 20                           |
| J. P. Wiser & Son .....            | 2 19                           |
| J. E. Seagram .....                | 2 19                           |
| H. Corby .....                     | 2 19                           |
| Imperial, Walker & Sons .....      | 2 00                           |
| Canadian Club, Walker & Sons ..... | 3 60                           |
|                                    | Less than one bbl. per gallon. |
| 65 O. P. ....                      | \$4 55                         |
| 50 O. P. ....                      | 4 15                           |
| Rye .....                          | 2 25                           |

## CHAMPAGNE.

The prices below are subject to the trade discount of 5 and 3 per cent.:

|                                  | Per Case. |
|----------------------------------|-----------|
| Comte de Castellane—             |           |
| Cuvee Reservee... { Quarts ..... | \$12 50   |
| " " " " { Pints .....            | 13 50     |
| Carte d'Or .....                 | 15 00     |
| Champagne Ve Amiot—              |           |
| Carte d'Or .....                 | 16 00     |
| " " " " .....                    | 13 00     |
| " d'Argent .....                 | 10 50     |
| Pommery—                         |           |
| Sec and Extra Sec. ....          | \$28 00   |
| Mumm's—                          |           |
| Extra Sec. ....                  | 28 00     |
| Moet & Chandon—                  |           |
| White Seal .....                 | 28 00     |
| Brut Imperial .....              | 31 00     |
| Perrier-Jouet—                   |           |
| Fruit .....                      | 28 00     |
| Reserve Dry .....                | 28 00     |

## GIN.

|                                | Per Case. |
|--------------------------------|-----------|
| Pollen Zoon—                   |           |
| Red, cases of 15 bottles ..... | \$9 75    |
| Green, " 12 " .....            | 4 75      |
| Violette, " 12 " .....         | 2 45      |
| P. Hoppe "Night Cap" Brand—    |           |
| Red, cases of 15 bottles ..... | 10 50     |
| Green, " 12 " .....            | 5 25      |
| Yellow, " 15 " .....           | 10 75     |
| Blue, " 12 " .....             | 5 40      |
| Poney, " 12 " .....            | 2 50      |
| Draught—                       |           |
| Hogsheads .....                | \$2 95    |
| Quarter casks .....            | 3 00      |
| Octaves .....                  | 3 05      |
| De Kuyper—                     |           |
| Violet, 2 doz. cases .....     | 5 30      |
| Green, " " .....               | 6 00      |
| Red, " " .....                 | 11 50     |
| White, " " .....               | 4 00      |

Terms, net 30 days, 1 per cent. off 10 days.  
In five-case lots, freight may be prepaid.

|                          |       |
|--------------------------|-------|
| Key Brand—               |       |
| Red cases .....          | 10 25 |
| Green " .....            | 4 85  |
| Poney " .....            | 2 60  |
| Melcher's—               |       |
| Infantes (4 doz) .....   | 4 75  |
| Picnic .....             | 7 75  |
| Poney .....              | 2 60  |
| Blue cases .....         | 4 75  |
| Green " .....            | 5 50  |
| Red " .....              | 10 25 |
| Honeysuckle, small ..... | 7 90  |
| " large .....            | 15 25 |

You see them Everywhere

Clark's { Tongue Lunch,  
Sliced Smoked Beef.

Think it Over!

EPPS'S

GRATEFUL.  
COMFORTING.

IN ½-LB. LABELLED TINS.

14-LB. BOXES.

Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal.

In Nova Scotia, E. D. ADAMS, Halifax.

In Manitoba, BUCHANAN & GORDON, Winnipeg.

THE MOST  
NUTRITIOUS.

COCOA

TRADE  
YOU OUGHT  
TO HAVE

We are frequently asked by painters and other consumers of high-grade brushes

WHERE CAN I BUY A  
FIRST-CLASS BRUSH RETAIL?

I want good brushes, but cannot obtain them from my dealer as he handles only the cheap lines."

We cannot too strongly urge upon dealers the great advantage of carrying an assortment of the better and more expensive lines of Brushes. The result is bound to be satisfactory to the consumer and a more profitable trade to the dealer.

Boeckh Bros.  
& Company

Manufacturers Brushes,  
Brooms and Woodenware,

TORONTO, ONT.

AND THE  
WAY  
TO GET IT



## NEW BRUNSWICK MARKETS.

OFFICE OF THE CANADIAN GROCER.

ST. JOHN, N.B., August 27, 1901.

**A**S the season for the receipt of pickled herring is here, the matter of inspection and the unsatisfactory condition existing is brought to mind. While the Government appoints an inspector and will not allow him to engage in other work, they do not make inspection compulsory. And at other receiving points, as Moncton and St. Stephen, there is no inspector. There is need of inspection, as was shown this week, when the inspector refused to pass several lots of pickled fish. Now, what is the result? Either these fish will be sold to some dealer at a cut price or taken to some point where there is no inspection and there sold. In either case, the man who buys first-class inspected fish has an unfair competition, and the consumer, in whose interest inspection should be compulsory, is in no way protected.

**OIL**—In burning oil, the low price continues, and the shortening days compel increased consumption. Paint oils are somewhat unsteady, but there is little business. Lubricating oil seems rather firmer, though there is little, if any, change in price. The demand is light. Cod oil is lower, and is about at usual figures. There have been fair receipts. Wax and candles continue unchanged.

**SALT**—Liverpool coarse salt continues to arrive via steamers from Liverpool and Manchester to St. John. The price is firmly held. There is quite a full stock here. The demand is good. In fine, business is rather more quiet. We quote: Liverpool coarse, 52 to 58c.; English factory-filled, 95c. to \$1; Canadian fine, \$1 per bag; cheese and butter salt, bulk, \$2.40 per bbl.; 5 lb. bags, \$2.85 to \$2.90 per bbl.; 10 lb. bags, \$2.70 to \$2.75 per bbl.; 20 lb. wood boxes, 22c. each; 10 lb. wood boxes, 14c. each; cartons, \$2 per case of 2 doz.; English bottled salt, \$1.25 to \$1.30 per doz.; mineral rock salt, 60c. per 100 lb. (Selected lumps.)

**CANNED GOODS**—The past week has seen little movement of interest. Dealers have bought about all their supplies. Peas are held at the advance. Tomatoes are very firm. In peaches, packers have either withdrawn or advanced prices. Strawberries tend firmer. Pears are quite low, particularly 3 lb. goods. Gallon apples tend higher. The local market is largely supplied from Nova Scotia. Salmon quotations, which were withdrawn, are again quoted. There is, however, no change. The market is well supplied with spring fish, and sardines have a good sale at the present prices. Kippers and haddies

are short. Blueberries, local packed, are short and tending higher.

**GREEN FRUITS**—In Californian fruits, the season is getting late. Prices have ruled high, particularly for pears. Plums are quite plentiful at fair figures. Peaches have sold well, but the Georgia peach, which is now offered, is preferred. In pears, barrel goods are received. The crop in the east is very light. A few Nova Scotian peaches have been received, but they are poor. Nova Scotian plums are just coming in, but they have little sale yet. In grapes, a few Delawares are seen. Ontario grapes are shortly expected. Bananas are arriving in fair quantities. The price of both United States and New Brunswick apples, which are offering, is high. Few melons are sold.

**DRIED FRUITS**—There is rather more interest. In spot goods all Californian lines, such as loose muscatels, prunes and seeded raisins are higher. The stock of prunes held is very light. While new goods have not been quoted, it is thought quite full figures will be asked. Malaga and Valencia raisins are quoted, but little movement is reported as yet. Prices keep firm. Dealers hesitate to buy this season as last year was so unprofitable. New currants tend higher. Spot stock is very light. Dates will be low. Peels, particularly citron, will be well above last season's figures. Evaporated apples are much higher and new stock will be high.

**DAIRY PRODUCE**—In butter the movement is rather slow. Good butter is hard to get. It would find a ready sale. Eggs are in light receipt and but slow sale. Prices remain unchanged. Cheese are held in light quantity among the grocers. Prices continue firm.

**SUGAR**—It is expected the new regulations will come into effect the first of September. All dealers who are in the Guild—and that includes about every wholesaler—will quote sugar at any point at the same price. And after the present stock of foreign sugar is sold those in the Guild will not again import. This will not affect the consumer to any extent, but it is thought the wholesaler will be able to make at least a shade of profit. In prices there has been a slight advance, chiefly in granulated.

**MOLASSES**—There is quite a stock of Barbadoes here, the last steamer having quite a quantity for St. John. In Porto Rico, quite a large quantity is just landing. The market is unchanged and prices are rather easy. The demand is light. Little is heard of American molasses.

**FISH**—In dry cod, the market is rather easier. It is still a little early. Pollock are dull at the low figures. Pickled herring are easier, and prices are not expected to rule as high as last year. While some poor fish are received, in general the run is better

than usual. Smoked herring are scarce. The new have only just begun to come in. A few kippered herring are received. In fresh fish, little is offered. The run of shad is very disappointing. Smoked shad, which are splendid eating, are offered. Pickled will be very scarce. We quote as follows: Large and medium dry cod, \$3.65 to \$3.70; small, \$2.50 to \$2.60; haddies, 5 to 5½c.; smoked herring, 12 to 13c.; fresh haddock and cod, 2½c.; boneless fish, 4 to 5c.; pollock, \$1.40 to \$1.55 per 100 lb.; pickled herring, \$2.00 to \$2.15 per half bbl.; Canso herring, \$5 per bbl., \$2.75 halves; Shelburne, \$4.50 per bbl.; \$2.25 per half bbl.; shad, 10 to 12c.

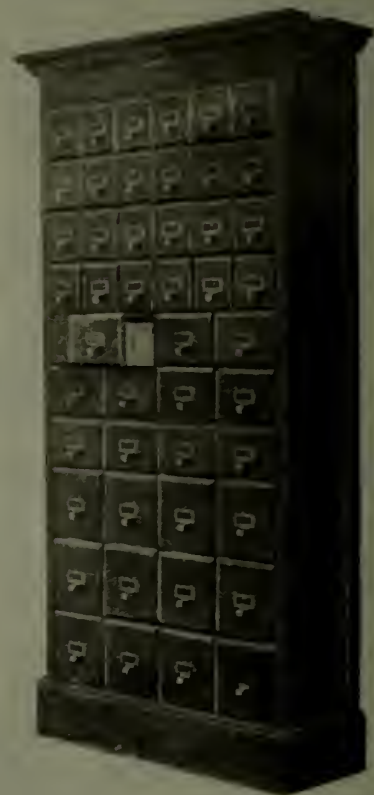
**FLOUR, FEED AND MEAL**—The flour market is rather firmer, but prices show

## Bennett's Spice and Grocery Cabinet

IS THE BEST THING TO KEEP STOCK YET INTRODUCED.

They are fitted with drawers, which are a patent combination of block tin or galvanized iron and wood, which prevents

CRACKING, SHRINKING and STICKING.



They have a lip at the top, making them

**DUST and INSECT PROOF**

also a depression in the side, with a price card and a bronze label and drawer pull. The back and divisions of Cabinet being metal, it

**DEFIES MICE AND WORMS.**

Price List on Application.

Cabinets also supplied any style or size to fit in behind counters, under counters or in recesses.

Apply to the Patentee and Manufacturer,

**J. S. BENNETT,**  
20 Sheridan Ave., TORONTO



little change. A fair business is being done. It is almost impossible to get feed. Oats are still high, with little doing. Oatmeal remains the same. Cornmeal is held firmly at the high figures. Beans, which are a light stock, are again rather higher. The present price is a complete surprise. It is said new beans will be high. Barley is unchanged. Split peas are rather higher. Present figures much higher than usual. We quote as follows: Manitoba flour, \$4.60 to \$4.70; best Ontario, \$3.90 to \$4.00; medium, \$3.60 to \$3.70; oatmeal, \$4.25 to \$4.30; cornmeal, \$2.90 to \$3; middlings, \$2.2 to \$2.3; oats, 48 to 50c.; hand-picked beans, \$2.35 to \$2.40; prime, \$2.25 to \$2.30; yellow eye beans, \$2.80 to \$3.00; split peas, \$4.30 to \$4.45; barley, \$3.90 to \$4; hay, \$12 to \$14.

## ST. JOHN NOTES.

T. Collins & Co. predict much higher prices for potatoes.

C. & E. Macmichael have some extra quality Patna rice to hand.

Baird & Peters are landing another cargo of Porto Rico molasses this week.

Domestic sardines are being freely received by John Sealy. Mr. Sealy has a large western trade.

Smoked shad are particularly appreciated by lovers of fish. This is the season when they are at their best. James Paterson receives them fresh every day.

Jones & Schofield have just received some Californian prunes from New York (the Los Gates brand). These are particularly prepared for summer business, and are guaranteed to keep.

## MANITOBA MARKETS.

WINNIPEG, August 24, 1901.

THE weather has been somewhat dull and damp during the latter part of the week, but has cleared again, and now has every indication of continuing fair. The dull days did no harm beyond delaying cutting slightly. The few cars of wheat that have come in are graded No. 1 hard. Threshing, however, will not be general for some time to come.

Trade is very good and prices firm, with sharp advances in a few lines. It is a noticeable evidence of healthy trade that no kick is made by buyers over advancing prices, the getting of the goods being just now the important matter. Advances are accepted with the utmost philosophy.

One of the startling advances in price is that of white beans, of which enormous quantities are used in this market. The price is going up by leaps and bounds. Less than two months ago this product was quoted at \$1.85 per 100 lb., to-day beans sell at \$2.75, and are remarkably firm even at that figure. Shortage of crop is the reason assigned for this advance.

The scarcity of supply in the green fruit market has been considerably relieved. Advances have reached the city of the shipment of the first lot from British Columbia. These cars will consist of plums, pears and apples, and the first shipments will be made from the Kelowna district and Fraser Valley.

Following about one week later will come the consignments from Vernon and Salmon Arm. All this fruit is consigned to the Winnipeg Fruit and Produce Exchange, and will only be accepted and handled if in first-class condition on arrival.

CEREALS—Rolled oats still firm at \$2.25 to \$2.30, and no decline is anticipated for at least a month; beans, \$2.75; cornmeal, \$1.75.

FLOUR—Firm; market unchanged in price and with good demand. Ogilvie's Hungarian patent, \$2; Glenora patent, \$1.85; Alberta, \$1.65; Manitoba, \$1.50; XXXX, \$1.20; Lake of the Woods Five Roses, \$2; Red patent, \$1.85; Medora, \$1.45; XXXX, \$1.15.

DRIED AND EVAPORATED FRUITS—The general interest of the market centres around the advance in price and the scarcity of small prunes. Latest reports from California indicate that, though the prune crop is a fair one, the sizes are all large and the same applies to other markets. This has caused an advance here of from  $\frac{1}{4}$  to  $\frac{1}{2}$  c. per lb. on all old stock. This is in marked contrast to the low price and rapid sale of a few months ago. If the prices advance abnormally, it is a little difficult to see how matters are going to turn out. When evaporated apples are dear and scarce and prunes cheap, prunes are substituted for apples and vice versa, but this year both apples and prunes bid fair to be very dear. All reports as to evaporated apples indicate very high prices, 9c. at present being quoted. Apricots have again advanced, and although the price in Winnipeg is still quoted at 12  $\frac{1}{2}$  to 13c., it is well understood that the fruit could not be laid down for that price now and that new stocks will show the advanced price. Reports also indicate an advance for Californian layer raisins, but to date no change has taken place here. There is not much doing in either raisins or currants.

CANNED GOODS—The features of this market are the advance in peas and apples

(gals.) due in both cases to the shortage of crop, and advanced price of tin owing to strike. Peas are now quoted at \$1.95 and apples at \$1.75 per case,  $\frac{1}{2}$  doz., or an advance of \$1.25 over former prices. Other canned goods remain without change for the moment.

SYRUP—In sympathy with the advance in corn, Davenport syrups have advanced 10 per cent. on this market.

STARCH—Advances in all grades are looked for before the close of the present week.

GREEN FRUITS—There has been a drop of \$1 per case on lemons. Supplies in all lines are now abundant and business very active. Apples, per barrel, \$6. Reports indicate a short crop, and prices of winter apples about \$3 to \$3.50, point of shipment. Peaches—Freestone, \$1.50 per crate. Plums—According to variety, \$1.60 to \$2.25. Pears—\$3 to \$4 per box. Tokay grapes—\$4 per crate. Ontario tomatoes are still arriving by express, but carlots will certainly be in this coming week. The price has already dropped, and quotations are from \$1 to \$1.25 per basket.

BUTTER—The demand for creamery butter cannot be called active and almost all shipments are going to Montreal. Price is still quoted 16 to 16  $\frac{1}{2}$  c., factories. Dairy butter is arriving in fair quantities. Demand is light and prices 10 to 12c. Winnipeg.

CHEESE—Little has been offered through the week and price remains at 7  $\frac{1}{4}$  to 7  $\frac{1}{2}$  c.

EGGS—Moderate receipts and good demand at 13c., Winnipeg.

## NOTES.

Mr. Gordon, of Codville & Co., has gone east for a vacation and purchasing trip.

A \$5,000 solid brick block, with store and apartments, is to be erected by C. H. Nix & Co., grocers, Winnipeg, on the corner of Ross and Ellen streets.



## "CAPSTAN" BRAND

Package and Bulk MINCE MEAT.

PACKAGES— $\frac{1}{4}$  gross in case.

BULK— $\frac{1}{4}$  pails, 6 in crate.

60 lb. TUBS

100 lb. "

25 lb. PAILS

75 lb. TUBS

500 lb. BARRELS.

Sold by all wholesale grocers.

Sole Manufacturers—

The Capstan Mfg. Co., - Toronto.

## G. A. COOK &amp; CO.

WHOLESALE  
AND RETAIL

Grocers and Provision Dealers

## China, Glass AND Plated Ware

62 and 64 Gottingen Street,

HALIFAX, N.S.

Cor. Cornwallis St.

Correspondence Solicited.



## THE TRAVELLING SALESMAN.

THERE was once (and may be yet) a printed notice posted in The Herald office which read: "You are nothing—The Herald is everything." For a rule of conduct to fit every case this is the best that could be devised, and the intelligent workman will see in it the mainspring of his effort, and interpret it in its intended sense. This same rule should be kept in mind by the salesman as he is the direct representative of the house, and in his hands rests its reputation.

Each sales manager has his own ideas, and places before his salesmen from time to time volumes of circular letters of advice and instruction. A few general remarks may, however, obviate the necessity of much such to the conscientious salesman, and it is hoped, if carefully noted, they may assist in making his work more satisfactory and successful to both himself and his employers.

The salesman should first remember that his value is gauged by net results, including not only such orders as are secured at once, but the general effect upon the future. The business is presumed to be perpetual, and often the work of the salesman will yield better value if directed to strengthen the position of his house for the future, than to securing small present orders.

As above noted, the impression created by the salesman's manner determines the opinion of his principals. It is presupposed that the house has an honorable record and a good standing; these must in no wise be abated by any act of a representative. It will be unnecessary to mention that the salesman, in dress, manner and habits should at all times be a gentleman, or what is better—a man. Correct habits while commendable on moral grounds, are imperative in business. Intemperance will not long be tolerated; profanity is a mark of ill-breeding, while excess of any kind is sure to impair efficiency. The discriminating manager in these "strenuous days" has no use for any but those who are honest, reliable, thorough, earnest and undivided in allegiance. The degree to which these qualities are found usually determines the rate of advancement and responsibility.

Don't try to impress your customer with your superior knowledge. You are the seller. He is the buyer. Neither is subserviency nor timidity productive of good results. Show a willingness to listen and fully understand what he thinks he wants to purchase, and to assist him in getting it. Where your reason shows that he is making an unwise choice, you can with tact, and

without in any way suggesting that he is either ignorant or stubborn, show him the better way. Do this in such a way that your manner will impress him that your training and experience are better guides and that your suggestions emanate from a sincere desire to give him the best satisfaction.

Tact is a talent that should be continually cultivated, as it is the tactful man who is successful. A recent writer has said that it is superior to genius and I am not prepared to dispute the point. You can hardly name a phase of political, commercial or social life where the man of tact is not ahead. I have seen ability and brains relegated to the rear or kept in subordinate positions while the man with the hypnotic art forged ahead. Don't misunderstand me, without brains and ability no success is permanent, but with those for the charge and tact for the match, bullseyes are a sure thing.

If the salesman secures orders simply by the argument of lowest prices, then it matters little and he need read no further in this article. But if his house is handling or making a good line, it should be his strongest argument that there is no competition on price. If his wares are equal to those of other makers, they are of equal value, and in these days of combinations and gentlemen's agreements it becomes all the more important that the question of price be left out of any argument. Within my own experience I have seen two manufacturers attain to the highest rank by freely advertising a high price and a corresponding high quality. A failure on the part of their salesmen to secure the higher price was looked upon as a confession of failure and they were "allowed to resign."

At the risk of being called passe, I repeat what others have often said: Don't disparage competitors. It will take all your skill and ability to properly present your own line. Decrying the other fellow only advertises him, and if I found the salesmen of other people jumping on the company I now have the honor to represent, it would immediately cut down our advertising appropriation. You should be familiar with the points wherein your house considers its goods better than those of other makers, and if forced to compare, should honestly point out the advantages claimed. Even then avoid criticism or any inference of ignorance. Seek rather to bring your customer to look at the matter from your point of view. Make no statements of which you are not absolutely sure and which you do not yourself believe. Truth is ever convincing; the slightest untruth

throws doubt upon the whole case. Many times has justice miscarried because some witness, in his enthusiasm, has drawn from his imagination for his facts.

Do not ever attempt to discuss a subject on which you are ignorant with the assurance of knowledge. Cultivate a knowledge of uses of goods you handle and ascertain the technical meaning of the peculiar language of the craft. Absence of such knowledge will inevitably lead to some incorrect use of a technical word and thus immediately convey the impression that you are not master of your business. Then confidence is gone and failure is sure to meet you. The correct and easy use of the terms of trade relating to the goods you handle will contribute largely to convey the idea that you know your business and your advice can be safely followed.

In the matter of expenses, I realize I am on disputed ground, but generally it is expected that these will be limited to what is legitimate, and be honestly stated in the voucher. Needless expensiveness should be avoided, nor should you patronize any house to which you cannot without apology invite your customers. In the matter of incidentals, salesmen are often influenced by the fact that the house pays the bills. In the long run it would be better if they applied the golden rule and act as if they were themselves the payers. As stated in the beginning, it is net results that count. The profit yielded, and the cost through the salesman of securing that profit, are factors which determine the length of service or rate of advancement. The house cannot take time always to analyze critically the expense account and to point out where it should be different. In most cases where unreasonable expenses or unsatisfactory returns continue, it is easier and more judicious to dispense with the salesman's services.

Finally, brethren, and this is my hobby, devote a reasonable amount of time to the study of the technical literature relating to your line, and to such as will give you a better insight into the source and reason, the intent and use of the goods you are handling. It is not enough to be familiar with the catalogue of the house. Learn of the materials entering into the composition, the origin, history and destiny of every piece, and familiarize yourself with the various processes necessary to make the harmonious whole.

In filling vacancies the salesman stands the best chance for promotion, if he earns it. More than any other employe he is the moulder of his own destiny and must alone be held responsible for success or failure.—F. A. Southwick, in Hardware.



WHAT IS THE SUREST FOUNDATION ON WHICH TO BUILD

# THE GOOD-WILL OF A GROCER'S BUSINESS

SELLING THE MOST POPULAR ARTICLES  
WITH THE HIGHEST REPUTATION FOR . .

QUALITY

WHAT SOAP IS ASKED FOR BY THREE USERS  
TO ONE ASKING FOR ANY OTHER SOAP IN  
THE WORLD AND WHY ?

SUNLIGHT

QUALITY

WHAT DISINFECTANT SOAP IS ASKED FOR  
BY A GREATER NUMBER OF USERS THAN  
THOSE ASKING FOR ANY OTHER IN THE  
WORLD AND WHY ?

LIFEBUOY

QUALITY

WHAT CLAIM TO PUBLIC FAVOR HAS

MONKEY BRAND ?

QUALITY

LEVER'S DRY SOAP ?

QUALITY

Y WISE Z SOAP POWDER ?  
HEAD

QUALITY

DON'T LET YOUR CUSTOMERS SEEK THESE SPECIALTIES AT YOUR  
NEIGHBOR'S STORE. REMEMBER, SUNLIGHT SOAP HAS A GREATER SALE  
THAN ANY OTHER THREE SOAPS COMBINED. YOU CANNOT POSSIBLY  
GO WRONG IN SUCH A STOCK, AND LET YOUR CUSTOMERS KNOW  
YOU HAVE IT. BY SELLING SUCH LINES YOU MAKE SATISFIED CUS-  
TOMERS WHO WILL "COME AGAIN," AND YOU ARE ON THE SUREST  
FOUNDATION FOR GOOD-WILL.

# A REPUTATION FOR QUALITY

PRICE LIST ON APPLICATION TO

LEVER BROTHERS, LIMITED, TORONTO.

**"NECTAR" TEA**  
The perfection of all black teas.  
20c., 26c., 38c. and 45c.

# Good Goods

## help to make Good Profits.

**MADAM HUOT'S COFFEE**  
The Gem of all Coffees.  
1-lb. tins at 37c., 2-lb. tins at 30c. per lb.

### THE "CONDOR XXX"

Fine early Yokohama Japan Tea is now in stock, and shows the finest value out this year, both in style and liquor, at **19c.**

FOR A 25C. TEA IT HAS NO RIVAL. IT IS WORTH A TRIAL.

### THE "CONDOR V"

A beautiful uncolored May picking Japan tea, of choice liquor, at **25c.**  
It is a great tea and has no equal for a 40c. line, except it be the "Condor LX" in lead packets.

### THE "CONDOR XXXX"

A strong, rich, June liquor Japan tea, at **22½c.**  
Try it—it will be a revelation to you.

SMALL LOTS AT SPECIAL PRICES TO CLOSE THEM OUT.

19 Mats—8 5-lb. Boxes (packed in Colombo) extra golden tipped Orange Pekoe Ceylon Tea, a beauty in leaf and liquor, at **32½c.**

|     |        |                                                      |       |
|-----|--------|------------------------------------------------------|-------|
| 4   | 40-lb. | Boxes fine early Japan tea, splendid liquor, at..... | 19c.  |
| 35  | 30-lb. | " " " " " " .....                                    | 19½c. |
| 75  | 20 lb. | " (matted singly) " " " .....                        | 20c.  |
| 76  | 10-lb. | " " " " " " .....                                    | 21c.  |
| 296 | 5-lb.  | " " " " " " .....                                    | 22½c. |

**Terms 3% 30 days.**

Specialty of high-grade Teas, Coffees, Spices and Vinegars—wholesale.

# E. D. MARCEAU

281 to 285 St. Paul, Cor. St. Gabriel,

**MONTREAL.**

**THE "CONDOR" MUSTARD**  
The only pure—the best in the world.  
¼-lb. tins at 35c.  
½-lb. tins at 33c.  
1-lb. tins - 32½c.

**THE "CONDOR LX" JAPAN**  
In lead packets. A fine May picking.  
60-lb. cases of 1-lb. and  
½-lb. at 27½c.,  
retails at 40c.

"Condor" Vinegar, 100 grains, pure distilled, at 27½c.  
Wholesome, bright as crystal.

"Old Crow" Vinegar, 75 grains, pure distilled, at 20c.  
Clear as water from a spring.



# CURRENT MARKET QUOTATIONS

August 29, 1901.

This list is corrected every Thursday, and the quotations herein given are for the cities of Montreal, Toronto, St. John, N. B., and Halifax. The prices are solicited for publication, and are of such quantities and qualities as are usually ordered by retail dealers on the usual terms of credit. For Winnipeg market report and prices, see page 46.

Goods in large lots and for prompt pay are generally obtainable at lower prices. All quotations for staple products are under the direct control of the Editors, who call daily upon all the leading houses in the principal centres.

## BUTTER, CHEESE AND EGGS

|                                 | Montreal. |         | Toronto. |    | St. John, Halifax. |    |
|---------------------------------|-----------|---------|----------|----|--------------------|----|
| Dairy, choice, large rolls, lb. | \$0 14    | \$0 14½ |          |    |                    |    |
| " " pound blocks.....           | 16        | 17      | 16       | 17 | 18                 | 19 |
| " " tubs, best.....             | 15        | 16      | 12       | 14 | 17                 | 18 |
| " " tubs, sec. grade.....       | 20½       |         | 20½      |    | 18                 | 20 |
| Creamery, boxes.....            | 21        |         | 21       |    | 21                 | 22 |
| " prints.....                   | 10        |         | 9½       |    | 10½                | 11 |
| Cheese, new, per lb.....        | 13        |         | 12       |    | 11                 | 12 |
| Eggs, new laid, per doz.....    |           |         |          |    |                    |    |

## CANNED GOODS

|                                 |      |       |      |      |      |      |
|---------------------------------|------|-------|------|------|------|------|
| Apples, 3's.....                | 1 80 | 2 00  | 2 41 | 0 85 | 1 00 | 1 10 |
| " " gallons.....                | 2 20 | 2 25  | 2 00 | 2 40 | 2 00 | 2 15 |
| Asparagus.....                  | 1 00 | 1 00  | 95   | 1 10 |      |      |
| Beets.....                      | 1 30 |       | 1 40 | 1 70 | 1 50 | 1 80 |
| Blackberries, 2's.....          | 80   | 85    | 80   | 85   | 95   | 1 00 |
| Blueberries, 2's.....           | 80   | 90    | 80   | 80   | 90   | 95   |
| Beans, 2's.....                 | 75   | 80    | 80   | 85   | 85   | 90   |
| Corn, 2's.....                  | 1 90 | 2 20  | 2 10 | 2 25 | 2 30 | 2 40 |
| Cherries, red, pitted, 2's..... | 2 00 | 2 15  | 2 00 | 2 25 |      |      |
| " " white.....                  | 75   | 80    |      | 85   | 85   | 91   |
| Peas, 2's.....                  | 90   | 1 00  |      | 1 10 | 1 10 | 1 15 |
| " " silted.....                 | 1 00 | 1 10  | 1 25 | 1 30 | 1 20 | 1 25 |
| " " extra silted.....           | 1 50 | 1 60  |      | 1 50 | 1 75 | 1 80 |
| Pears, Bartlett, 2's.....       | 1 90 | 2 01  | 2 00 | 2 40 | 2 10 | 2 25 |
| " " 3's.....                    | 2 03 | 2 40  | 2 25 | 2 50 | 2 15 | 2 25 |
| Pineapple, 2's.....             | 2 40 | 2 60  | 2 50 | 2 60 | 2 50 | 2 60 |
| " " 3's.....                    | 1 60 | 1 80  | 1 75 | 1 90 |      | 1 75 |
| Peaches, 2's.....               | 2 25 | 2 60  | 2 50 | 2 75 | 2 70 | 2 80 |
| " " 3's.....                    | 1 30 | 1 35  | 1 10 | 1 25 | 1 30 | 1 60 |
| Plums, green gages, 2's.....    | 1 20 | 1 25  | 1 00 | 1 10 | 1 30 | 1 50 |
| " " Lombard.....                | 1 00 | 1 25  |      | 1 00 | 1 10 | 1 30 |
| " " Damson, blue.....           |      | 85    |      | 85   | 90   | 1 00 |
| Pumpkins, 3's.....              |      |       | 2 10 | 2 25 | 2 10 | 2 25 |
| " " gallon.....                 | 1 40 | 1 50  | 1 60 | 1 80 | 1 70 | 1 75 |
| Raspberries, 2's.....           | 1 50 | 1 75  | 1 60 | 1 75 | 1 50 | 1 75 |
| Strawberries, 2's.....          | 1 00 | 1 25  |      | 1 15 | 1 10 | 1 15 |
| Succotash, 2's.....             | 80   | 85    |      | 85   | 95   | 1 00 |
| Tomatoes, 3's.....              | 2 75 | 3 20  |      | 3 25 | 2 50 |      |
| Lobster, tails.....             | 3 00 | 3 75  | 3 50 | 3 70 | 1 25 |      |
| " " 1-lb. flats.....            | 1 75 | 1 85  | 1 75 | 1 60 | 1 75 |      |
| " " ½-lb. flats.....            | 1 00 | 1 10  | 1 15 | 1 25 | 1 35 | 1 45 |
| Mackerel.....                   | 1 50 | 1 85  | 1 75 | 1 85 | 1 50 | 1 75 |
| Salmon, sockeye, Fraser.....    |      |       | 1 60 | 1 65 | 1 50 | 1 60 |
| " " Northern.....               |      |       |      |      |      |      |
| " " Horseshoe.....              | 1 10 | 1 25  | 1 25 | 1 30 | 1 25 | 1 50 |
| Cohoos.....                     | 12   | 12½   | 12½  | 13   | 14   | 15   |
| Sardines, Albert, ½'s.....      | 20   | 21    | 20   | 21   | 20   | 21   |
| " " ¾'s.....                    | 11½  | 12    |      | 12½  | 12   |      |
| " " Sportsman, ½'s.....         | 19   | 20    |      | 21   | 20   | 21   |
| " " ¾'s.....                    | 9    | 11    | 10½  | 11   | 16   | 18   |
| " " key opener, ½'s.....        | 20   | 22½   | 23   | 25   | 10   | 11   |
| " " P. & C., ½'s.....           | 27½  | 30    | 33   | 36   | 23   | 25   |
| " " Domestic, ½'s.....          | 7    | 8     | 4    | 4½   | 4    | 4½   |
| " " Mustard, ½ size, cases..... | 7 50 | 11 00 | 8 50 | 9 00 | 8 00 | 9 00 |
| 50 lbs, per 100.....            |      |       |      |      | 1 00 | 1 10 |
| Haddles.....                    | 1 00 | 1 85  | 1 00 | 1 75 | 1 00 | 1 10 |
| Kipperd Herrings.....           | 1 00 | 1 55  | 1 00 | 1 70 |      | 2 00 |
| Herring in Tomato Sauce.....    |      |       |      |      |      |      |

## CANDIED PEELS

|                    |    |  |    |    |    |    |
|--------------------|----|--|----|----|----|----|
| Lemon, per lb..... | 10 |  | 11 | 12 | 12 | 13 |
| Orange, ".....     | 11 |  | 12 | 13 | 12 | 13 |
| Citron, ".....     | 15 |  | 15 | 17 | 15 | 17 |

## GREEN FRUITS

|                                 |      |      |      |      |      |      |
|---------------------------------|------|------|------|------|------|------|
| Oranges, Rhodi.....             |      |      |      |      |      |      |
| " " Cal. late Valencias.....    | 4 00 |      | 6 00 | 6 50 | 5 70 | 6 00 |
| Lemons, Messina, per box.....   | 3 75 | 4 25 | 5 00 | 7 00 | 5 50 | 6 00 |
| Bananas, Firsts, per bunch..... | 1 75 | 2 25 | 1 10 | 1 75 | 1 50 | 2 25 |
| Apples, per bbl.....            |      |      | 3 25 | 3 75 | 2 50 | 3 00 |
| Cocoanuts, per 100.....         | 3 2  |      | 3 25 | 3 75 | 3 00 | 3 25 |
| Cal. Peaches.....               | 1 40 | 1 25 | 1 50 | 1 75 | 1 75 | 2 00 |
| " " Plums.....                  | 1 75 | 2 5  | 2 00 | 2 25 | 1 70 | 2 00 |
| " " Pears.....                  | 2 75 | 3 10 | 3 25 | 3 75 | 3 50 | 4 00 |
| Lavtonberries.....              | 8    | 10   | 0 06 | 0 08 |      |      |
| Blueberries, per basket.....    |      |      | 75   | 0 90 |      |      |
| Watermelons, each.....          |      |      | 15   | 35   | 45   | 50   |

## SUGAR

|                                        |      |  |      |  |      |       |
|----------------------------------------|------|--|------|--|------|-------|
| Granulated St. Lawrence and Red.....   | 4 40 |  | 4 58 |  | 4 70 | 4 75  |
| Granulated, Acadia.....                | 4 35 |  | 4 53 |  |      | 4 61  |
| Paris Lump, bbls. and 100-lb. bxs..... | 4 90 |  | 5 08 |  |      | 0 16  |
| " " in 50-lb. boxes.....               | 5 00 |  | 5 18 |  |      |       |
| Extra Ground Cane, bbls.....           | 4 90 |  | 5 35 |  |      |       |
| Powdered, bbls.....                    | 4 55 |  | 5 10 |  | 5 55 | 5 80  |
| Phoenix.....                           | 4 25 |  | 4 48 |  |      |       |
| Cream.....                             | 4 30 |  | 4 38 |  |      |       |
| Extra bright coffee.....               | 4 15 |  | 4 33 |  |      |       |
| Bright coffee.....                     | 4 05 |  | 4 23 |  | 3 75 | 4 00  |
| Bright yellow.....                     | 3 95 |  | 4 13 |  |      | 3 50  |
| No. 3 yellow.....                      | 3 85 |  | 4 03 |  | 3 80 | 3 92½ |
| No. 2 yellow.....                      | 3 80 |  | 3 99 |  |      |       |
| No. 1 yellow.....                      | 3 65 |  | 3 83 |  |      |       |

## HARDWARE PAINTS AND OILS

|                                     | Montreal. | Toronto. | St. John, Halifax. |
|-------------------------------------|-----------|----------|--------------------|
| Wire nails, base.....               | \$2 85    | \$2 85   | \$3 20             |
| Cut nails, base.....                | 2 35      | 2 35     | 2 85               |
| Barbed wire, per 100-lb.....        | 3 05      | 3 05     | 3 50               |
| Oiled and Annealed Wire, No. 9..... | 2 80      | 2 80     |                    |
| White lead, Pure.....               | 6 25      | 6 37½    | 6 80               |
| Linseed oil, 1 to 4 bbls., raw..... | 88        | 81       | 84                 |
| " " boiled.....                     | 86        | 84       | 87                 |
| Turpentine, single bbls.....        | 55        | 55       | 57                 |

## SYRUPS AND MOLASSES

|                                 |      |      |    |
|---------------------------------|------|------|----|
| Syrups—                         |      |      |    |
| Dark.....                       | 1%   |      |    |
| Medium.....                     | 2%   | 30   | 32 |
| Bright.....                     | 2%   | 35   | 37 |
| Corn Syrup, barrel, per lb..... | 3    |      | 3  |
| " " ½ bbls.....                 | 3½   |      | 3½ |
| " " kegs.....                   | 3½   |      | 3½ |
| " " 3 gal. pails, each.....     | 1 40 | 1 40 |    |
| " " 2 gal. ".....               | 1 05 | 1 05 |    |
| Honey.....                      |      | 40   |    |
| " " 25-lb. pails.....           | 90   | 1 00 |    |
| " " 38-lb. pails.....           | 1 20 | 1 40 |    |
| Molasses—                       |      |      |    |
| New Orleans.....                | 22   | 30   | 23 |
| Barbadoes.....                  | 29   |      | 60 |
| Porto Rico.....                 |      | 38   | 29 |
| Antigua.....                    |      | 42   | 24 |
| St. Croix.....                  |      |      | 30 |

## CANNED MEATS

|                                   |       |        |        |        |        |        |
|-----------------------------------|-------|--------|--------|--------|--------|--------|
| Comp. corn beef, 1-lb. cans.....  | 1 50  | \$1 85 | \$1 60 | \$1 65 | \$1 60 | \$1 70 |
| " " 2-lb. cans.....               | 2 75  | 3 30   | 2 85   | 3 00   | 2 80   | 2 90   |
| " " 6-lb. cans.....               | 8 50  | 11 00  | 8 25   | 8 75   | 8 75   | 9 25   |
| " " 14-lb. cans.....              | 20 00 | 24 50  | 19 50  | 20 00  | 20 00  | 21 00  |
| Minced callops, 2-lb. can.....    |       | 2 75   |        | 2 60   | 2 50   | 2 60   |
| Lunch tongue, 1-lb. can.....      | 3 00  | 3 90   |        | 3 00   | 3 00   | 3 25   |
| " " 2-lb. can.....                | 6 00  | 7 90   |        | 5 80   | 5 80   | 6 00   |
| English brawn, 2-lb. can.....     | 2 40  | 2 75   |        | 2 45   | 2 75   | 2 80   |
| Camp sausage, 1-lb. can.....      |       |        |        | 2 50   | 2 50   |        |
| " " 2-lb. can.....                |       |        |        | 4 00   | 4 00   |        |
| Soups, assorted, 1-lb. can.....   | 1 15  | 1 50   |        | 1 50   | 1 40   |        |
| " " 2-lb. can.....                | 2 40  | 2 45   |        | 2 20   | 2 25   |        |
| Soups and Bouilli, 2-lb. can..... | 1 75  | 2 50   |        | 1 80   | 1 75   |        |
| " " 6-lb. can.....                | 3 50  | 5 85   |        | 4 50   | 4 25   | 4 50   |
| Sliced smoked beef, ½'s.....      | 1 65  | 1 70   | 1 65   | 1 70   |        | 2 00   |
| " " 1's.....                      | 2 75  | 3 10   | 2 80   | 2 95   |        | 3 25   |

## FRUITS

|                                 |      |      |      |      |      |     |
|---------------------------------|------|------|------|------|------|-----|
| Foreign—                        |      |      |      |      |      |     |
| Currants, Provincials, bbl..... |      |      |      |      | 12   | 12½ |
| " " ½-bbls.....                 |      |      |      |      |      |     |
| " " Filistras, bbls.....        | 10   |      |      |      |      |     |
| " " ½-bbls.....                 | 10   |      |      |      |      |     |
| " " cases.....                  | 10   |      | 10   |      |      |     |
| " " ½-cases.....                | 10½  |      | 10   |      | 12½  | 12  |
| " " Patras, bbls.....           |      |      |      |      |      |     |
| " " ½-bbls.....                 | 11   |      | 11   |      |      |     |
| " " cases.....                  | 11   |      | 11   |      |      |     |
| " " ½-cases.....                | 14   |      | 12   |      |      |     |
| Vostizzas, cases.....           | 15   |      | 12   |      |      |     |
| Dates, Halloweeds.....          | 3    | 3½   | 4    | 4½   | 3½   | 4   |
| " " Sals.....                   | 70   | 90   | 9½   | 12   | 10   |     |
| Figs, 10-lb. boxes.....         | 8½   | 3½   |      | 3½   |      | 12  |
| " " Mats, per lb.....           |      |      |      | 16   |      |     |
| " " 7-cr., 28-lb. boxes.....    |      |      |      | 12   |      |     |
| " " 1-lb. glove boxes.....      |      |      |      | 8    |      |     |
| Prunes, California, 30's.....   | 8    | 8    | 8½   | 10   | 12   |     |
| " " 40's.....                   | 7½   | 7½   | 8    | 8½   | 9    |     |
| " " 50's.....                   | 7    | 7    | 7½   | 7½   | 8    |     |
| " " 60's.....                   | 7    | 6    | 7    | 7    | 7½   |     |
| " " 70's.....                   | 6½   | 6    | 6½   | 6½   | 7    |     |
| " " 80's.....                   | 6    | 5½   | 6    | 6    | 6½   |     |
| " " 90's.....                   | 5½   | 5    | 5½   | 5½   | 6    |     |
| " " 100's.....                  | 5    | 4½   | 5    | 5    | 5½   |     |
| " " Bosnia, A's.....            |      |      |      |      |      |     |
| " " B's.....                    |      |      |      |      |      |     |
| " " U's.....                    | 5    | 6½   | 6½   |      |      |     |
| " " French, 50's.....           | 3½   | 5½   | 3½   | 4    |      |     |
| " " 110's.....                  | 5    | 8    |      | 5½   | 8    | 8½  |
| Raisins, Fine off stalk.....    | 5½   | 6    | 6    | 6½   | 9    | 9½  |
| " " Selected.....               | 6    | 6    | 6    | 7    | 10   |     |
| " " Selected layers.....        | 8    | 10   | 9    | 12   | 10   | 12  |
| " " Sultanias.....              | 5    | 5½   |      | 9    | 9    | 9½  |
| " " California, 2-crown.....    | 6    | 6    |      | 7½   | 8½   | 9   |
| " " 3-crown.....                | 9½   | 10   | 10   | 10   | 10   | 10½ |
| " " seeded, 3-cr.....           | 1 50 |      | 2 00 | 2 25 | 2 40 |     |
| " " Malaga, Lon. layers.....    |      |      | 2 25 | 2 50 | 2 75 |     |
| " " Black baskets.....          |      |      |      | 2 80 | 3 00 |     |
| " " Blue baskets.....           |      |      |      | 3 25 | 3 50 |     |
| " " Debesa clusters.....        | 2 75 | 3 00 | 3 00 |      |      |     |
| " " Choice clusters.....        |      |      |      |      |      |     |

## PROVISIONS

|                                   |       |       |       |       |       |    |
|-----------------------------------|-------|-------|-------|-------|-------|----|
| Dry Salted Meats—                 |       |       |       |       |       |    |
| Long clear bacon.....             | 10    |       | 11    | 11½   |       |    |
| Smoked meats—                     |       |       |       |       |       |    |
| Breakfast bacon.....              | 14    |       | 14    |       |       |    |
| Rolls.....                        | 11    |       | 12    |       | 11    | 12 |
| Medium Ham.....                   | 13    | 14    | 13½   | 14    | 12    | 14 |
| Large Ham.....                    |       | 11    | 12½   |       |       |    |
| Shonider ham.....                 |       |       |       | 1½    | 8     | 9  |
| Backs.....                        |       |       |       | 15    |       |    |
| Meats out of pickle 1c. less..... |       |       |       |       |       |    |
| Barrel Pork—                      |       |       |       |       |       |    |
| Canadian heavy mess.....          | 19 50 |       | 20 00 | 19 00 | 19 50 |    |
| " " short cut.....                | 20 00 |       | 21 00 | 19 00 | 20 50 |    |
| Plate beef.....                   | 12 50 | 13 50 | 12 50 | 14 00 | 14 50 |    |
| Lard, tierces, per lb.....        | 11    |       | 11    | 11    | 11½   |    |
| Tubs.....                         |       |       |       | 11½   | 1½    |    |
| Pails.....                        | 11½   |       | 11½   | 11½   | 12    |    |



| COFFEE                           |  | Montreal. |      | Toronto. |      | St. John,<br>Halifax. |      |
|----------------------------------|--|-----------|------|----------|------|-----------------------|------|
| Green—                           |  |           |      |          |      |                       |      |
| Mocha.....                       |  | 24        | 23   | 28       | 25   | 30                    |      |
| Old Government Java.....         |  | 27        | 22   | 30       | 25   | 30                    |      |
| Rio.....                         |  | 10        | 7½   | 9½       | 12   | 13                    |      |
| Santos.....                      |  |           | 9½   | 10½      |      |                       |      |
| Plantation Ceylon.....           |  | 29        | 26   | 30       | 29   | 31                    |      |
| Porto Rico.....                  |  |           | 22   | 25       | 24   | 28                    |      |
| Gautemala.....                   |  |           | 22   | 25       | 24   | 28                    |      |
| Jamaica.....                     |  | 18        | 15   | 20       | 16   | 22                    |      |
| Maracalho.....                   |  | 13        | 18   | 18       | 13   | 15                    |      |
| NUTS                             |  |           |      |          |      |                       |      |
| Brazil.....                      |  |           | 15   | 18       | 8½   | 9                     |      |
| Valencia shelled almonds.....    |  | 31        | 32   | 30       | 22   | 25                    |      |
| Tarragona almonds.....           |  | 11½       | 12½  | 13       | 13   | 15                    |      |
| Formegetta almonds.....          |  |           |      | 14½      |      |                       |      |
| Jordan shelled almonds.....      |  | 40        | 40   | 43       |      |                       |      |
| Peanuts (roasted).....           |  | 7½        | 8    | 8        | 10   | 10                    |      |
| " (green).....                   |  | 6½        | 7    | 7        | 9    |                       |      |
| Cocoanuts, per sack.....         |  | 3 00      |      | 3 75     | 3 50 | 4 00                  |      |
| per doz.....                     |  |           |      | 80       | 60   | 70                    |      |
| Grenoble walnuts.....            |  | 9½        | 10   | 12½      | 9    | 12                    |      |
| Marhot walnuts.....              |  |           | 9½   | 11½      | 9    | 10                    |      |
| Bordeaux walnuts.....            |  | 7         | 8    | 9        | 9    | 10                    |      |
| Sicily filberts.....             |  | 9         | 10   | 10       | 11½  | 9                     |      |
| Naples filberts.....             |  | 10        | 12   | 10       | 10   | 11                    |      |
| Pecans.....                      |  | 10        | 12   | 13       | 12   | 14                    |      |
| Shelled Walnuts.....             |  | 19        | 20   | 20       | 25   |                       |      |
| SODA                             |  |           |      |          |      |                       |      |
| Bl-carb, standard, 112-lb. keg   |  | 1 65      | 1 80 | 2 00     | 2 25 | 1 70                  | 1 75 |
| Sal soda, per bbl.....           |  | 70        | 75   | 80       | 90   | 85                    | 90   |
| Sal Soda, per keg.....           |  | 95        | 1 00 |          | 1 00 | 95                    | 1 00 |
| Granulated Sal Soda, per lb..... |  |           |      |          | 1    |                       |      |
| SPICES                           |  |           |      |          |      |                       |      |
| Pepper, black, ground, in kegs   |  |           |      |          |      |                       |      |
| palls, boxes.....                |  | 16        | 18   |          | 16   | 14                    | 15   |
| " in 5-lb. cans.....             |  | 14        | 17   |          | 19   | 15                    | 18   |
| " whole.....                     |  | 15        | 17   |          | 19   | 12                    | 13   |
| Pepper, white, ground, in kegs   |  |           |      |          |      |                       |      |
| palls, boxes.....                |  | 26        | 27   | 26       | 27   | 24                    | 26   |
| " 5-lb. cans.....                |  | 25        | 26   | 25       | 26   | 20                    | 22   |
| " whole.....                     |  | 23        | 25   | 23       | 25   | 20                    | 22   |
| Ginger, Jamaica.....             |  | 19        | 25   | 22       | 25   | 20                    | 22   |
| Cloves, whole.....               |  | 12        | 30   | 14       | 35   | 18                    | 20   |
| Pure mixed spice.....            |  | 25        | 30   | 25       | 30   | 25                    | 30   |
| Cassia.....                      |  | 18        | 18   | 20       | 40   | 16                    | 20   |
| Cream tartar, French.....        |  |           | 25   | 24       | 25   | 20                    | 22   |
| " best.....                      |  |           | 28   | 25       | 60   | 25                    | 30   |
| Allspice.....                    |  | 10        | 15   | 13       | 18   | 16                    | 18   |
| WOODENWARE                       |  |           |      |          |      |                       |      |
| Palls, No. 1, 2-hoop.....        |  | 1 90      |      | 1 60     |      | 1 90                  |      |
| " " 8-hoop.....                  |  | 2 05      |      | 1 75     |      | 2 05                  |      |
| " half, and covers.....          |  | 1 75      |      | 1 70     |      | 1 75                  |      |
| " quarter, jam and covers        |  | 1 45      |      | 1 20     |      | 1 45                  |      |
| " candy, and covers.....         |  | 2 70      | 3 20 | 1 75     | 2 70 | 3 20                  |      |
| Tubs No. 0.....                  |  | 11 00     |      | 8 50     |      | 11 00                 |      |
| " 1.....                         |  | 9 00      |      | 7 00     |      | 9 00                  |      |
| " 2.....                         |  | 8 00      |      | 6 25     |      | 8 00                  |      |
| " 3.....                         |  | 7 00      |      | 5 35     |      | 7 00                  |      |

## PETROLEUM

|                                | Montreal. | Toronto. | St. John,<br>Halifax. |
|--------------------------------|-----------|----------|-----------------------|
| Canadian water white.....      | 14½       | 15½      | 17½                   |
| Sarnia water white.....        | 16        | 17       | 18½                   |
| Sarnia prime white.....        | 16        | 18       | 15½                   |
| American water white.....      | 19        | 17½      | 17½                   |
| Pratt's Astral (barrels extra) | 18½       | 19       | 17½                   |

## Black— TEAS

|                                 |     |    |       |       |       |       |
|---------------------------------|-----|----|-------|-------|-------|-------|
| Congou—Half-chests, Kalsow,     | 13  | 80 | 12    | 60    | 11    | 40    |
| Moning, Paking,.....            | 17  | 40 | 16    | 50    | 15    | 40    |
| Caddies Paking, Kalsow.....     | 35  | 55 | 35    | 55    | 30    | 50    |
| Indian—Darjeelings.....         | 20  | 40 | 20    | 40    | 18    | 40    |
| Assam Pekoes.....               | 16  | 25 | 16    | 25    | 17    | 24    |
| Pekoe Souchong.....             | 35  | 42 | 35    | 42    | 34    | 40    |
| Ceylon—Broken Pekoes.....       | 20  | 30 | 20    | 30    | 20    | 30    |
| Pekoes.....                     | 17½ | 40 | 17    | 35    | 17    | 35    |
| Pekoe Souchong.....             |     |    |       |       |       |       |
| China Greens—                   |     |    |       |       |       |       |
| Gunpowder—Cases, extra first    | 42  | 50 | 42    | 50    | ..... | ..... |
| Half-chests, ordinary firsts    | 22  | 28 | 22    | 28    | ..... | ..... |
| Young Hyson—Cases, sifted       |     |    |       |       |       |       |
| extra firsts.....               | 42  | 50 | 42    | 50    | ..... | ..... |
| Cases, small leaf, firsts.....  | 35  | 40 | 35    | 40    | ..... | ..... |
| Half-chests, ordinary firsts    | 22  | 38 | 22    | 38    | ..... | ..... |
| Half-chests, seconds.....       | 17  | 19 | 17    | 19    | ..... | ..... |
| "    thirds.....                | 15  | 17 | 15    | 17    | ..... | ..... |
| "    common.....                | 13  | 14 | 13    | 14    | ..... | ..... |
| Pingsueys—                      |     |    |       |       |       |       |
| Young Hyson, ½-chests, firsts   | 26  | 32 | 36    | 32    | 30    | 40    |
| "    "    seconds               | 18  | 19 | 16    | 19    | ..... | ..... |
| "    Half-boxes, firsts ..      | 26  | 32 | 28    | 32    | ..... | ..... |
| "    "    seconds               | 16  | 19 | 18    | 19    | ..... | ..... |
| Japans—                         |     |    |       |       |       |       |
| ½-chests, finest May pickings   | 36  | 40 | 36    | 40    | ..... | ..... |
| Choice.....                     | 32  | 36 | 33    | 37    | ..... | ..... |
| Finest.....                     | 28  | 30 | 30    | 32    | ..... | ..... |
| Fine.....                       | 25  | 27 | 27    | 30    | ..... | ..... |
| Good medium.....                | 22  | 24 | 25    | 28    | ..... | ..... |
| Medium.....                     | 19  | 20 | 21    | 23    | ..... | ..... |
| Good common.....                | 16  | 16 | 16    | 20    | ..... | ..... |
| Common.....                     | 13  | 15 | 15    | 17    | ..... | ..... |
| Nagasaki, ½-chests, Pekoes..... | 16  | 22 | ..... | ..... | ..... | ..... |
| "    "    Oolong.....           | 14  | 15 | ..... | ..... | ..... | ..... |
| "    "    Gunpowder.....        | 16  | 19 | ..... | ..... | ..... | ..... |
| "    "    Siftings.....         | 7½  | 11 | ..... | ..... | ..... | ..... |

RICE, MACARONI,  
SAGO, TAPIOCA.

|                                  |      |      |  |     |      |      |
|----------------------------------|------|------|--|-----|------|------|
| Rice—Standard B.....             | 3 00 | 3 10 |  | 3 ½ | 3 25 | 3 40 |
| Patna, per lb.....               | 4 25 | 4 50 |  | 5   | 5    | 6    |
| Japan.....                       | 4 40 | 4 90 |  | 5½  | 5    | 6    |
| Imperial Seeta.....              | 4 60 | 4 90 |  | 4½  | 5½   | 6    |
| Extra Burmah.....                |      |      |  | 4½  | 4    | 5    |
| Java, extra.....                 |      | 5½   |  | 6   | 8½   | 7    |
| Macaroni, dom'l.c. per lb., bulk | 5    | 6    |  | 7½  |      |      |
| " imp'd, 1-lb. pkg., French.     | 8    | 12   |  | 9   | 10   |      |
| " " Italian.....                 | 8    | 10   |  | 11  | 12½  |      |
| Sago.....                        | 3½   | 4    |  | 4½  | 4½   | 5    |
| Tapioca.....                     | 3½   | 4    |  | 4½  | 4½   | 5    |

## TRADE CHAT.

**M**R. E. P. Beaudry, grocer, Hochelaga, Que., was married on Tuesday last week to Miss J. Guilbault, daughter of N. Guilbault, of the same place.

F. Kilby is building a general store at Victoria Mines, Ont.

James Doran has opened a grocery store in Grimsby, with Arthur Culp in charge.

L. L. Barber, Essex, Ont., has engaged E. Lee, of Leamington, Ont., in his grocery department.

Mr. Davis, formerly of Glencoe, Ont., has moved to Petrolea, Ont., where he will open a creamery.

A despatch from Calgary, N.W.T., states that the Mormon colony will start a beet-sugar refinery in Southern Alberta.

Koehler & Damm, general merchants, Ayton, Ont., intend enlarging. Their store will be improved as well as increased in size.

John Warren, general merchant, Pointe au Pic, Ont., has decided to build a large store, as his present premises are too small for his business.

The Rossland grocers reduced the price of flour during the continuance of the strike, and the following prices will rule

until further notice. Hard wheat flour, 50 lb., \$1.50; 100 lb., \$3; bbl., \$6; Spokane flour, 50 lb., \$1.25; bbl., \$5.

Fire caused about \$5,000 damage to Jonathan Groh's general store at West Gravenhurst, Ont. The loss is partially covered by insurance.

Hochelaga grocers have agreed, at the request of the Montreal Grocery Clerks' Association, to close their stores at 8 p.m. three nights a week.

The Regina Trading Co., Regina, N.W.T., have engaged H. Rait, of Beckenham, Kent, Eng., in their grocery and crockery department.

The grocers and confectioners of Dutton, Ont., are annoyed because outsiders are interfering with their fruit trade. A cut-price war is threatened.

Fred Temple, "The People's Grocer," Fergus, Ont., has sold out to T. S. Armstrong, formerly of Armstrong Bros., Fergus. Mr. Temple will likely go on the road.

Burglars entered the stores of Murphy Bros., and H. Martel, St. James street, Montreal. They did considerable damage in both stores, but did not carry away much stuff.

Prince Edward Island crop reports indicate a small harvest in the western sec-

tions of that Province. West of Tignish the crops are almost a total failure. Pasture lands have been sunburned brown, and some of the cattle are now being housed and fed on hay.

## EARLY CLOSING IN QUEBEC.

The Hull, Que., Council have refused to pass amendments to the early-closing by-laws of that city because they maintain that the Quebec by-law is "ultra vires." The amendments were requested through a petition of the clerks. Messrs. Foran and Champagne stated that they did not see how the by-law could be enforced. In 1894 the Quebec Legislature had passed a law authorizing cities to pass by-laws to govern the early closing of certain stores. In 1896 a certain Montreal merchant tested the by-laws in the Superior Court, alleging illegality and injustice of the by-laws as being without reason and opposed to the liberty of commerce. The Hon. Judge Loranger upheld the merchant in his contention, declaring the by-law illegal and "ultra vires." Recorder Montigny in the same year refused to prosecute for contravention of the same by-law. Under these circumstances the legal gentlemen thought it would be unsafe for Hull to attempt to enforce the by-law.



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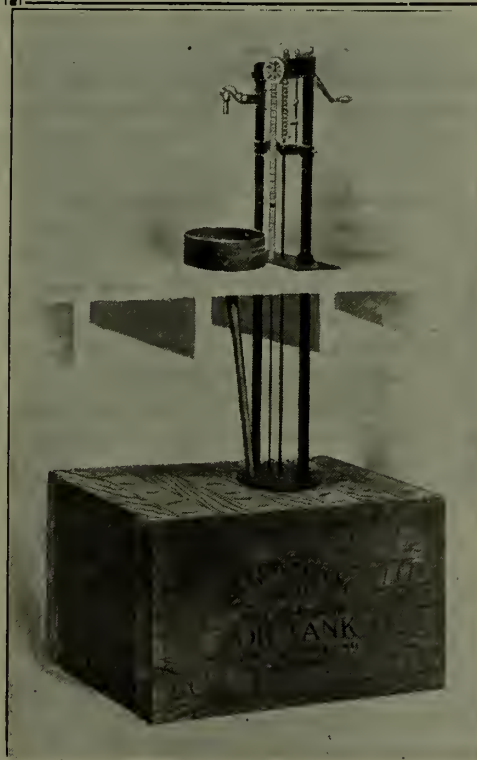
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## THE PROVISION TRADE.

The Markets—The Army Meat Contract—Miscellaneous Notes.

### THE ARMY MEAT CONTRACT.

WE publish this month the report of the Committee of Public Accounts as to the contract made in October, 1899, in South Africa for the supply to the troops in the field of 4,000,000 lb. of meat by the Cold Meat Storage Co. (sic) at 11d. per lb. It exonerates The South-African Supply and Cold Storage Co., the contractors referred to, from any charge of dishonesty, for Col. Richardson, who made the contract, distinctly states that it was fully understood on both sides that frozen meat could be supplied. It so happened that three-quarters of the total quantity of meat distributed to the troops was frozen. The company received £188,888, and this handsome sum swelled the huge profits which it made, causing its shares to stand at their present high premium. The Premier of Queensland is reported as saying that the company has only had to pay 3½d. per lb., landed, for its Australian frozen meat. After representations from the War Office, the company consented not only to refund £27,000, but also to charge 9d. per lb. for frozen meat in future; yet, it would have been fully within its rights to demand its pound of flesh. The committee mildly suggests that Col. Richardson "should have contracted at different prices for frozen and fresh meat, and that the terms of such contracts should in future be made more clear to the War Office when reported home." It seems to us that the gallant officer's conduct was only in keeping with the rest of the stupid blundering of which the War Office and its officials have been guilty, and that when De Wet is caught or killed some simpleton or other should be made an example of.—Cold Storage, London, Eng.

### PACKING IN MEXICO.

John W. McKay, secretary of the North-American Beef Co., of Chicago, accompanied by James W. Davidson, a lawyer of the same western city, is at present in Mexico for the purposes of investigating the recent purchases of the packing concessions at Uruapau, in the State of Michoacan. It is proposed to instal a water-power plant at the Cupatizo Falls. Eight thousand horse-power will be the capacity.

### STOCK YARDS FOR TORONTO JUNCTION.

Much interest has been aroused, not only in Toronto and Toronto Junction, but also throughout Western Ontario, by the passage

of a by-law in Toronto Junction to grant the Union Stock Market Co., Limited, 35 acres to be used as stock yards.

It will be remembered that some time ago the Union Stock Market Co., Limited, was incorporated with a stock capital of \$1,000,000, to erect and operate stock yards in Toronto Junction similar in purpose, but more modern in construction, to the yards at Toronto.

The matter came up in the Toronto Junction Council on Thursday night. The company was represented at the meeting by Ald. Hodgson, manager, and A. Dods, solicitor. Mr. Dods explained that the intention was to add to the ordinary stock-yard a remount station and a market for the sale of fancy stock. Two or three years ago, Toronto was petitioned by many drovers and others to remove and enlarge its stock yards. The fact that no action was taken made the need of this market all the greater. It was the intention to build large offices, and probably a hotel, along the Keele street frontage, in the rear of which would be the horse stables, built to accommodate 1,000 horses. Behind this would be accommodation for 250 carloads of cattle, 100 carloads of sheep and 90 carloads of hogs. The market would be granolithic or brick paved. A grant of 35 acres was asked for, but the company hoped to enlarge the yards from time to time until they covered 150 acres. The expropriation by-law received its first and second reading, but the third reading was deferred.

On Monday evening, the by-law was again taken up. At this meeting, strong opposition to the proposal was manifested. Some citizens of Toronto Junction maintained that the erection of stock yards would interfere with the sanitary conditions of the town. It was also pointed out that Ald. Hubbard, of Toronto, had proposed in the Toronto City Council to cut off the sewer connection with the Junction. Both of these objections were made light of by the majority of the council, and the by-law was given its third reading and passed. The board of health has also granted permission for the erection of the yards.

### THE PROVISION MARKETS.

TORONTO.

A good business for this time of the year is being done in dressed meats, and prices

are steady for all lines, except dressed hogs, which are 25c. lower. We quote as follows: Dressed hogs, \$9.25 to \$9.75 per cwt.; mutton, \$6 to \$7 per cwt.; lambs, 8 to 9c. per lb.; beef carcasses, \$7.50 per cwt. for best and \$6 to \$7 for mediums; hind quarters, 8½ to 9½c. for best; fore quarters, 4½ to 5½c. for best; calves, \$8 for best and \$6 to \$7 for mediums.

The demand for cured provisions keeps active, and prices continue stiff. "The indications are," said a local jobber this week, "that lard will advance before long. Stocks are running down, and the output just now is very small." There is no change as yet. We quote: Long clear bacon, 11½c. Smoked meats—Breakfast bacon, 15c.; rolls, 12c.; small hams, 14c.; medium hams, 14c.; large hams, 13c.; shoulder hams, 11½c.; backs, 15c. Barrel pork—Canadian heavy mess, \$20; Canadian short cut, \$21. Lard—Tierces, 11c.; tubs, 11¼c.; pails, 11½c.

### MONTREAL.

The demand for all lines continues good. We quote as follows: Heavy Canadian short cut mess pork, \$20.50 to \$21.50; Chicago clear pork, \$22.50 to \$23; selected heavy short cut mess pork, boneless, \$21.50 to \$22.50; family short cut back pork, \$20.50 to \$21.50; heavy short cut clear pork, \$20 to \$21.50; hams, 13c.; bacon, 14c.; lard, pure Canadian, \$2.30 per pail; refined lard compound (Fairbank's), \$1.92 for 1 to 24 pails; \$1.90 for 25 to 49 pails; \$1.88 for 50 pails and over; Snow White and Globe compound, \$1.65 per pail; Cottolene, 9½c. per lb. in tierces, and 10½c. in 26-lb. pails, and 10¼c. in 50-lb. boxes, for Quebec.

### ST. JOHN, N.B.

The pork market is quite bare. Chicago prices continue to advance. Boston quotes rather under western figures. Dealers will soon have to buy somewhere. In beef the market is rather easier. Lard is higher and hard to get.

## EGGS, BUTTER, CHEESE, ETC.

CONSIGNMENTS SOLICITED.

Write us when you have Eggs and Butter to offer. Cases supplied.

The J. A. McLean Produce Co., Limited,  
77 Colborne St., TORONTO.

## SMOKED MEATS, PURE LARD

Our "MAPLE LEAF" brand is unexcelled

We are large dealers in EGGS and BUTTER. WRITE US.

D. GUNN, BROTHERS & CO.

Pork Packers and Commission Merchants  
76-8-80 Front St. E. - - - TORONTO.



Do not forget to order

**REGISTERED**  
*Bow Park*  
**BRANDS**

## Pickles<sup>AND</sup> Relishes

when you want Pickles.

Your wholesaler will quote you,  
or write direct.

**Shuttleworth & Harris,**  
BRANTFORD, CANADA.

The demand for

**REGISTERED**  
*Bow Park*  
**BRAND**  
**HAMS**

is growing every day, and we  
think it will pay you to handle  
them.

Your customers will enjoy  
them and you will be pleased to  
sell them, as they are the best in  
any line of goods.

**The Brantford Packing Co.**  
**BRANTFORD, ONT.** LIMITED

# LARD

Owing to the scarcity of hogs we  
have not been able to fill all orders for  
pure lard.

We would remind the trade that we  
are also refiners of **LARD COMPOUND**  
and can supply a brand of this article  
equal to any in the market ; at prices  
very much lower than pure lard.

WRITE FOR QUOTATIONS.

**F. W. FEARMAN CO.**

Limited

Pork Packers, Lard Refiners,  
Butter and Cheese Dealers,

Hamilton, Ont.

**THE CANADIAN PACKING CO.**  
LONDON, ONT.



GUARANTEED CHOICE AND PURE.

**GOLD MEDAL, PARIS 1900.**

Please order goods through your wholesale house.

**PAN-AMERICAN EXPOSITION, BUFFALO.**

Those planning a trip to Buffalo and Pan-American Exposition this year should make arrangements to take in one of the popular side trips offered by the Grand Trunk Railway to the most beautiful and healthful summer resorts, situated on the "Highlands of Ontario," located 1,000 feet above sea level, a few hours run from Buffalo. Good hotel accommodation, magnificent scenery, perfect immunity from hay fever; a place where health and pleasure go hand in hand. The Highlands of Ontario include the following well-known and popular districts.— "Muskoka Lakes," "Lake of Bays," "Magnetawan River," "30,000 islands of the Georgian Bay," "Kawartha Lakes" and the region around "Lake Simcoe and Couchiching." Illustrated descriptive publications, maps and all information can be had free by applying to M. C. Dickson, district passenger agent, Toronto.

**EARLY CLOSING IN CARLETON, N.B.**

The following grocery and meat stores of Carleton, N.B., have agreed to close their stores at 7 p.m. except on Saturdays: D. Belyea, W. D. Baskin, J. W. Giggey, W. Morrish, J. P. Stackhouse, L. B. Clarke, Geo. Price, Geo. Alston, Allan Grocery Co., H. Lilley, J. A. Kindred, C. Fullerton, H. Smith, Thos. Rippey, I. E. Smith, Theo. Stackhouse, R. Retallick, S. A. Morrell, F. C. Eagles, J. Hart, J. McAulay, Jas. Hamm, Mrs. H. Morrison, P. Donovan.

**INQUIRIES REGARDING CANADIAN TRADE.**

The following were among the recent inquiries relating to Canadian trade received at the High Commissioner's Office in London, Eng.

1. The names of reliable furniture manufacturers in Canada are asked for by a West of England firm, who also have branches in South Africa.

2. An agent at Amsterdam, working chiefly in the dried fruit business, desires to obtain the agency for a good Canadian house shipping evaporated apples, etc.

3. The addresses of school-book publishers in Canada are asked for.

4. A correspondent in Ireland asks to be furnished with addresses of cheese and butter factories in the Province of Ontario from whom he can import direct.

5. Inquiry is also made for Canadian growers and shippers of peas and beans.

[The names of the firms making the above inquiries, can be obtained on application to the editor of THE CANADIAN GROCER Toronto. When asking for names, kindly give number of paragraph and date of issue.]

Once used and your customers will ask for OUR

# LARD

not twice or three times, but **ALL THE TIME**

**Our Process of Rendering**

Demands absolute cleanliness and purity.  
An Absolutely Pure Lard is the result.

**Every Grocer Should Have It**

FROM 3-LB. TINS UP.

**The Farmers' Co-Operative Packing Co.**  
of BRANTFORD, Limited.

**Our Brands Give Satisfaction.**

**SUGAR-CURED HAMs,  
BONELESS BREAKFAST BACON,  
ROLL BACON, PURE LARD**

**Hot Weather Specials**

READY FOR LUNCHEON:

|                          |                                |
|--------------------------|--------------------------------|
| <b>BOILED PORK HAMs,</b> | <b>BOILED BEEF HAMs,</b>       |
| <b>LUNCH BEEF,</b>       | <b>HAM, CHICKEN and TONGUE</b> |
| <b>BOLOGNA SAUSAGE,</b>  | <b>SAUSAGE.</b>                |

**The Park, Blackwell Co., Limited**

**Packers and Exporters,**

**TORONTO, CANADA.**

London Agents: Messrs. Miller Bros.  
16 Tooley St.

Liverpool Agents: Messrs. W. P. Sinclair & Co.  
12 North John St.

**The Most Beautiful**

**CHOCOLATE DROPS**

Can be made with Cowan's "Ebony" and "Empress" Sweet Coatings.

These, flavored with Vanilla, are the choicest dark and light Chocolates to be had. Write for them and see for yourselves.

**THE COWAN CO., Limited, - TORONTO.**



# LARD



Orders can be filled by any of the leading jobbers in Canada or direct.

No hog lard is as pure and wholesome as Fairbank's "Boar's Head" Standard Refined Lard Compound. This brand is the oldest on the market, commanding the preference of consumers everywhere.

Fairbank's "Boar's Head" Standard Refined Lard Compound commands a better price than hog lard at times when hog lard is cheap; at present our "Boar's Head" Brand is sold at 1½c. to 2c. per lb. less than hog lard.

Fairbank's "Boar's Head" Standard Refined Lard Compound is composed chiefly of vegetable oil, and on account of its purity and wholesome quality is preferred to hog lard by those who have tried it. It will go further in cooking than any hog lard.

Write for quotations on Fairbank's "Boar's Head" Standard Refined Lard Compound. It will give satisfaction to your trade and increase your profits. We guarantee the quality.

Fairbank's "Boar's Head" Standard Refined Lard Compound is packed in the following sizes:

|             |   |          |            |   |         |
|-------------|---|----------|------------|---|---------|
| Tierces     | - | 400 lbs. | Pails, tin | - | 10 lbs. |
| Boxes       | - | 50 lbs.  | " "        | - | 5 lbs.  |
| Pails, wood | - | 20 lbs.  | " "        | - | 3 lbs.  |
| " tin       | - | 20 lbs.  |            |   |         |

## THE N. K. FAIRBANK COMPANY

Wellington and Ann Sts., MONTREAL, QUE.

Subscribers wanting goods or special quotations on anything anywhere in Canada at any time, can get them by mail or wire by corresponding with THE CANADIAN GROCER, Toronto or Montreal.

IT doesn't matter whether it is a case of being **TOO FAT** or **TOO THIN**  
Bread, Cakes, etc., made from

### "SUPERIOR GLUTEN FLOUR"

Will restore nature to its normal condition.

Samples and prices on application to

**E. A. SHOEBOOTHAM**

CANADIAN AGENT,

St. James' Park, LONDON, Canada.

ESTABLISHED 1869

### Geo. Stanway & Co.

Brokers and  
General Commission Merchants

Teas, Sugars, Molasses, | 46 Front St. East,  
Canned Goods | **TORONTO.**

Correspondence Solicited.

For Catchy Money-Making Lines in

### BISCUITS

WRITE

**THE HOME CAKE CO.**  
**QUELPH, ONT.**

Samples and prices on receipt of Post Card.

35 and 37 Front St. E.

The "Mecca" of Close Buyers.

Our customers and the trade generally are cordially invited to visit our premises during Exhibition. Our office, telephone, staff, etc., are at your disposal. Come in and rest.

### WARREN BROS. & CO.

**TORONTO.**

## QUICKMAID RENNET TABLETS



Make delicious desserts in ten minutes.

A book of recipes goes with each package.

The most reliable Rennet Tablets on the market. For sale by all wholesalers.

Retail at ———  
10 Tablets for 10 Cents.

### SLEE, SLEE & CO.,

Limited

Tower Bridge Brewery,  
LONDON, ENG.

FOR **English Malt Vinegars.**

Ontario Agents

**John W. Bickle & Greening.**

HAMILTON AND TORONTO.

From whom Samples and Prices can be obtained.

**Seely's  
Flavoring  
Extracts**  
Best  
on Earth

ON account of the recent action of the Commercial Travellers' Mutual Benefit Society in raising the insurance assessment of their members, some investigations recently made by Mr. E. Fielding, Toronto, are of considerable interest. The tables consulted by him were as follows :

Table of Elementary Mortality Values deduced from the mortality experience of males from 1876 to 1880 of the friendly societies of Great Britain as published by authority of the British Parliament.

Experience of Canada Life Assurance Company, from a table prepared by Mr. A. K. Blackadar, F.I.A., and read before the Actuarial Society of America, published in the report by the Inspector of Insurance of Ontario, 1897, over the signature of J. Howard Hunter, with this head note: "No allowance whatever for profit or for management or other expenses, or for loss on investments."

|                                                               | One year<br>to insure<br>for \$1,000 |
|---------------------------------------------------------------|--------------------------------------|
| Age 25; National Fraternal Congress to cost....               | 12 48                                |
| Age 35; " " " " " " " " " " " "                               | 17 40                                |
| Age 25; Friendly Societies Great Britain has cost             | 16 13                                |
| Age 35; " " " " " " " " " " " "                               | 22 50                                |
| Age 25; Healthy Males Expectancy Table ....                   | 15 21                                |
| Age 35; " " " " " " " " " " " "                               | 20 76                                |
| Age 25; Canada Life average net cost, only .....              | 12 42                                |
| Age 35; " " " " " " " " " " " "                               | 16 82                                |
| Age 25; Mutual Benefit Society now propose for<br>new lives   | 9 60                                 |
| Age 35; " " " " " " " " " " " "                               | 13 20                                |
| Age 25; Mutual Benefit Society now propose for<br>old members | 11 10                                |
| Age 35; " " " " " " " " " " " "                               | 14 10                                |

|                                                      | Per year<br>for \$1,000 |
|------------------------------------------------------|-------------------------|
| National Fraternal Congress, to cost .....           | \$578 60                |
| Friendly Societies Great Britain has cost .....      | 735 50                  |
| Healthy Males Expectancy Table .....                 | 674 46                  |
| Canada Life, cost, average for 40 years .....        | 535 95                  |
| As proposed for new lives in our society, to cost .. | 439 00                  |
| As proposed for old members (new rate) to cost ..    | 493 20                  |

But a cheap plan is offered by some companies, called the Commercial Plan, five-year rates made but advanced every

The Fraternal Societies, represented by five prominent ones, may be quoted as follows :

|                               |                    | For \$1,000<br>Insurance. |
|-------------------------------|--------------------|---------------------------|
| Independent O. F.....         | 30 lives, 21 to 50 | \$552 24                  |
| Royal Arcanum.....            | " "                | 391 82                    |
| Ancient Order of Workmen..... | " "                | 285 00                    |
| Knights of Pythias.....       | " "                | 362 72                    |
| Sons of Scotland.....         | " "                | 519 00                    |

Each of these associations named, I find, has a small surplus. Below I give the amount for each \$1,000, as per The Bulletin of Assessment Life Insurances.

|                                           | Each \$1,000<br>Insurance. |
|-------------------------------------------|----------------------------|
| Independent Order of Foresters.....       | \$21 01                    |
| Sons of Scotland.....                     | 20 56                      |
| Commercial Travelers' Mutual Benefit..... | 14 76                      |
| Knights of Pythias.....                   | 4 27                       |
| Ancient Order of United Workmen.....      | 3 56                       |
| Royal Arcanum.....                        | 3 49                       |

A NOVEL USE FOR SOAP.

Soap is commonly supposed to be more valuable according to its efficacy as an emollient. It is therefore curious to read of its great success as an irritant. The recent visit of the Duke and Duchess of Cornwall and York to the hot springs at Rotorua, New Zealand, serves to remind non-travelling Britishers that the eruption which destroyed the matchless "Terraces" did not leave the "Britain of the South" bereft, says The Oil and Colorman's Journal. Persons unacquainted with the ways of geysers will have read with amusement that in order that the biggest of the boiling fountains should do itself and Rotorua credit on an occasion so auspicious, no one was permitted to throw "soap" into its pool for six weeks before the Royal visit. The geyser was not to be encouraged to use any of its energies in preliminary displays, and soap, to a geyser, is as a red rag to a bull. Throw in half-a-pound of the commonest variety, and the least amenable of boiling fountains then and there will spout. This Sophia, the old Maori guide, discovered. It is satisfactory to learn that when the Duchess dropped the soap in, this particular geyser replied with a mighty outburst.

for women to wear their lives  
away when

# VICTORINE

is ever at hand to help the washing.  
FREE SAMPLES

**VICTORINE** (Incorporated)  
**MONTREAL.**



# CLOTHES PINS...

This makes a very attractive shelf display line. Also in cases of 5 gross, large and small sizes. Ask for quotations.

**BOECKH BROS. & COMPANY,  
TORONTO.**

Manufactured by  
**WM. CANE & SONS MFG. CO.,**  
Limited,  
**NEWMARKET.**

# MEANINGLESS WORDS.

"Largest sale in the world,"

"Most delicious tea in the world."

"We use only pure Ceylon tea,"

&c., &c., &c., &c., &c.

Everybody knows that Ceylon tea is the best in the world, and we want everybody to know that **ROSS' HIGH-GRADE TEA** is the only absolutely pure Ceylon tea prominently before the Canadian people to day. All others without exception are mixed with China and other teas.

We inaugurated the mixing of Green Ceylons instead of China tea, and we predict that all other packers will follow us.

**THE ROSS TEA CO.,  
TORONTO.**



# Ceylon and Indian Teas— Black or Green.

**The Black Teas** were introduced into Canada only a few years ago. Reflect how they have gained in popularity yearly and consider the present consumption.

**The Green Teas** are still quite a novelty, but have already made their mark and merit all success. They are made expressly to meet the tastes of those who do not drink Black Tea.

In addition to their unquestioned merits, remember how they are advertised—See the daily papers

Ceylon Greens are for sale in Montreal by—

Messrs. Carter, Galbraith & Co.

“ L. Chaput, Fils & Cie.

“ Laporte, Martin & Cie.

“ E. D. Marceau.

“ “Ozo” Tea Co.

## BUSINESS CHANGES.

## DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

**W**ALTER H. LINDSAY, general merchant, Milton, Ont., has assigned to Hugh Campbell.

E. J. Kennedy, grocer, St. John, N.B., has assigned.

Assignment has been demanded of J. H. Savoie, grocer, Montreal.

Mrs. W. H. Costigan, grocer, Montreal, has assigned to Chartrand & Turgeon.

J. E. Verret, general merchant, Becancour, Que., has assigned to Lamarche & Benoit.

McGowan & Co., general merchants Delhi, Ont., have assigned to Ernest A. Lye.

W. McPherson, general merchant, Williamstown, Que., has assigned to T. C. Fitzgerald.

A. Faucher has been appointed curator of J. Plamondon, fruiterer, provision dealer, etc., Quebec.

Lamarche & Benoit have been appointed curators of J. L. Hould, general merchant, Gentilly, Que.

Winters & Stirling, general merchants, Elva, Man., have assigned to C. H. Newton, Winnipeg.

The mortgagee is in possession of the Leduc Mercantile Co., general merchants, Leduc, N.W.T.

A. A. Brodeur, tobacconist and cigar dealer, Montreal, has compromised at 30c. on the dollar.

A meeting of the creditors of the estate of James E. Sprague, general merchant, Regina, N.W.T., was held this week.

Chas. Lebrun, grocer, St. Henri de Montreal, has assigned, and a meeting of his creditors will be held to-day (Friday).

L. A. Wright & Co., grocers, and W. R. Wright, assignee of L. A. Wright, Picton, Ont., have assigned to Sheriff Gillespie.

John Murphy, general merchant, Sturgeon Falls, Ont., has assigned to Henry W. Gill, and a meeting of his creditors has been held.

## SALES MADE AND PENDING.

The assets of A. Lacombe, grocer, Montreal, are for sale.

Smith & Climie, general merchants, Wyoming, Ont., have sold out.

The assets of V. Leblanc & Co., general merchants, Hull, Que., have been sold.

The stock of W. T. Fleming, general merchant, Melrose, Ont., has been sold.

James Hislop, general merchant, Cro-marty, Ont., has sold out to Mr. Andrews.

John C. Price, general merchant, Ridgetown, Ont., is advertising his business for sale.

The assets of George Potvin, general merchant, St. Gedeon, Que., have been sold.

The stock, etc., of Black & Co., general merchants, Hawkesville, Ont., is advertised for sale.

The assets of J. L. Hould, general merchant, Gentilly, Ont., are to be sold on September 4.

O. H. Ready, baker and flour and feed dealer, Granton, Ont., is advertising his business for sale.

J. Jackson, blacksmith and general merchant, Parker, Ont., is offering his blacksmith business for sale.

The stock of P. Gagnon, general merchant, St. Charles (Bellechasse), Que., has been sold at 45½c. on the dollar.

## PARTNERSHIPS FORMED AND DISSOLVED.

Aitken & Savage, fish dealers, Nanaimo, B.C., have dissolved. Aitkin & Robillard continue.

Kelly Bros., general merchants, Mallorytown, Ont., have dissolved. John Kelly continues.

Anderson & Elder, general merchants, Blyth, Ont., are about dissolving. James Anderson will continue.

Emery Menard and Joseph Poutre have registered partnership under the style of Emery Menard, grocer, Montreal.

Partnership hitherto existing between M. L. Mercier and H. Labelle under the style of Henri Labelle, grocer, Boucherville, Que., has been dissolved.

## CHANGES.

J. P. Vaillant has registered as grocer in Montreal.

Demers Bros. have registered as grocers in Montreal.

E. Brosseau, grocer, Ottawa, is adding boots and shoes.

Rosalio Beaudion has registered as grocer in Montreal.

Charles West, grocer, Hamilton, Ont., is giving up business.

A. T. Fox, general merchant, Shogomac, N.B., has discontinued business there.

J. T. Mills, general merchant, Minnedosa, Man., has sold out to A. E. French.

McGowan & Co., general merchants, Delhi, Ont., have sold out to J. D. Abraham.

A. & R. Laplante have registered as butter and cheese manufacturers at St. Remi, Que.

Howard W. Shaw, general merchant, Hawkshaw, N.B., has been succeeded by Fox & Allan.

Mrs. J. A. L. Desaulniers has registered as general agent in Montreal under the style of Desaulniers & Co.

The stock of the estate of J. Daly, general merchant, Strathcona, N.W.T., has been sold to Mrs. Daly.

Henry J. Johnstone has sold his interest in the Crow's Nest Trading Co., general merchants, Fernie, B.C., to J. A. Rennie.

## FIRES.

W. R. Hartley, fruiterer, etc., Rossland, B.C., has suffered loss by fire; insured.

Chas. H. Lowther, lobster packer, Glace Bay, N.S., has been burned out; insured for \$2,000.

## DEATHS.

Hamilton Bailey, grocer, Thorndale, Ont., is dead.

Geo. Morrison, general merchant, Glen Gyle, Que., is dead.

George Constable, baker and confectioner, Toronto, is dead.

Octavien Michaud, grocer and hardware dealer, St. Gabriel de Brandon, Que., is dead.

POPULARITY

is the proof of merit, and no brand has ever achieved popularity so quickly as

EMPIRE

SMOKING TOBACCO

In 5 10 and 15c. Plugs.

EMPIRE costs you only 39 cents, and pays a good profit.

EMPIRE is well advertised.

EMPIRE is selling well in almost every store from Halifax to Dawson City.

EMPIRE is A BIG PLUG FOR LITTLE MONEY

Made by

THE EMPIRE TOBACCO CO.,  
LIMITED  
MONTREAL, QUE.



# GILLARD'S PICKLE

IS SOLD BY ALL WHOLESALE GROCERS IN CANADA.

Manufactured from the choicest vegetables and finest English pickling vinegar, it stands to-day THE FINEST PICKLE IN THE WORLD. 12 Gold Medals have been awarded for superior excellence.

## GILLARD'S PICKLE—Cases of 2 Dozen.

5-Case Lots and over - - \$3.20 Per Dozen.  
Less Quantity, - - - 3.30 "

## GILLARD'S SAUCE is a good sauce, none better for gravies, soups, etc.

5-Dozen Lots and over - - \$1.40 Per Dozen.  
Less Quantity - - - 1.50 "

GILLARD & CO., Limited, "The Vintry Works," Walthamstow, London, Eng.



## LICORICE..

We manufacture everything in the Licorice line carried by the Grocery, Drug and Confectionery trades. We might mention—Y. & S. Stick Licorice, plain and corrugated; Acme Licorice Pellets; Y. & S. Licorice Lozenges, in cans or glass jars; A B C Blocks; Purity & Dulce Brand one cent sticks; Bundled Licorice Root; Small Cigars, 300 to box, etc. In PLIABLE LICORICE, Triple Tunnel Tubes, Mint Puff-Straps, Navy Plugs and Golf-Sticks 100 to box; Blow Pipes 200 and 300 to box; Manhattan Wafers, 2 1/2 lb. boxes; Curved Stem Pipes, 200 to box. Write for illustrated catalogue.

YOUNG & SMYLIE

Established 1845.

BROOKLYN, N.Y.

Mediterranean Fruits  
Granulated and Raw Sugars  
Molasses and Syrups, Glucose, Etc.

Excelsior Macaroni  
White Castile Soap

C. A. CHOUILLOU & CIE.

14 Place Royale (Customs House Sq.) MONTREAL.

## Refrigerators

BUY  
**EUREKA**

it is the best.

WHY?

1st. Because it is built on scientific principles, having insulated walls it is easy on Ice.

2nd. Because the system of circulation of air is perfect.

3rd. Because it is well built.

Further information can be obtained in catalogue which is free.

Address,

Eureka Refrigerator Co.

54 Noble St., Toronto



This cut represents No. 13.

## BASKETS

We make them in all shapes and sizes. We have

Grain and Root Baskets,  
Satchel Lunch Baskets  
Clothes Baskets,  
Butcher Baskets,

In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

THE...

Oakville Basket Co.  
Oakville, Ont.

## ROCK SALT FOR HORSES and CATTLE.



TORONTO SALT WORKS, Toronto, Ont.

## "Chief Keokuk"

Pickles and Condiments.

## "Montrose"

Tomatoes, Peas and Vegetables.

SOLD ON THEIR MERITS.

## KEOKUK PICKLE CO.

KEOKUK, IOWA, U.S.A.

## KEEP COOL!

## Georgia Watermelons

First car of the season just arrived.

Extra Fancy Bananas, Pineapples, Oranges, Lemons.

CANADIAN Tomatoes, Raspberries, Cherries, Currants, etc., arriving 3 to 5 times daily per express.

Telephone or Mail your orders. Will make prices right. Quality Right.

Hugh Walker & Son,

Wholesale Fruit Importers,

Guelph, Ont.





It isn't the man, it's what he wears.  
And when he is clothed

**FORE and AFT**

with household words of  
world-wide reputation,

**WHICH HE WHO RUNS MAY READ,**

**WE CONCLUDE**

He's an absent-minded beggar,  
but he knows what's what, or he  
wouldn't be advertising

**KEEN'S MUSTARD**

## Current Market Quotations for Proprietary Articles

August 19, 1901.

Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or their agents, who alone are responsible for their accuracy. The editors do not supervise them. If a change is made, either an advance or decline, it is referred to in the market reports, as a matter of news, whether manufacturers request it or not.

### BAKING POWDER.

|                                    |         |  |
|------------------------------------|---------|--|
| Cook's Friend—                     |         |  |
| Size 1, in 2 and 4 doz. boxes..... | \$ 2 40 |  |
| " 10, in 4 doz. boxes.....         | 2 10    |  |
| " 2, in 6 ".....                   | 80      |  |
| " 12, in 6 ".....                  | 70      |  |
| " 3, in 4 ".....                   | 45      |  |
| Pound tins, 3 doz. in case.....    | 3 00    |  |
| 12oz. tins, 3 ".....               | 2 40    |  |
| 9oz. tins, 4 ".....                | 1 10    |  |
| 5lb. tins, 1/2 ".....              | 4 00    |  |

|                                 |          |      |
|---------------------------------|----------|------|
| Diamond—                        |          |      |
| 1 lb. tins, 2 doz. in case..... | per doz. | 2 00 |
| 1/2 lb. tins, 3 ".....          | "        | 1 25 |
| 1/4 lb. tins, 4 ".....          | "        | 0 75 |

### IMPERIAL BAKING POWDER.

| Cases Contain. | Sizes of Cans. | Per Doz. |
|----------------|----------------|----------|
| 4 doz.         | 10c.           | \$0 85   |
| 3 "            | 6-oz.          | 1 75     |
| 2 and 3 doz.   | 12-oz.         | 3 40     |
| 2 and 13 doz.  | 16-oz.         | 4 35     |
| 1 doz.         | 2 1/2-lb.      | 10 40    |
| 1/2 doz.       | 5-lb.          | 19 50    |

### MAOIC BAKING POWDER.

| Contain. | Sizes of Cans. | Per Doz. |
|----------|----------------|----------|
| 4 doz.   | 4-oz.          | \$0 65   |
| 4 "      | 6-oz.          | 0 80     |
| 4 "      | 8-oz.          | 1 00     |
| 4 "      | 12-oz.         | 1 50     |
| 4 "      | 16-oz.         | 1 80     |
| 1 "      | 2 1/2-lb.      | 4 50     |
| 1 "      | 5-lb.          | 7 75     |

### JERSEY CREAM BAKING POWDER.

|                               |      |
|-------------------------------|------|
| 1/4 size, 5 doz. in case..... | 40   |
| 1/2 size, 4 doz. in case..... | 75   |
| 3/4 size, 3 ".....            | 1 25 |
| 1 " 2 ".....                  | 2 25 |

### BLACKING.

|                              |        |
|------------------------------|--------|
| COONEY'S                     |        |
| Boxes, each 4 doz.....       | \$4 50 |
| SHOE POLISH.                 |        |
| HENRI JONAS & Co. Per gross. |        |
| Jonas'.....                  | \$9 00 |
| Froments.....                | 7 50   |
| Military dressing.....       | 24 00  |

### BLUE.

|                                                                                            |        |
|--------------------------------------------------------------------------------------------|--------|
| Keen's Oxford, per lb.....                                                                 | \$0 17 |
| In 10 box lots or case.....                                                                | 0 16   |
| Reckitt's Square Blue 12-lb. box.....                                                      | 0 17   |
| Reckitt's Square Blue, 5 box lots.....                                                     | 0 16   |
| Nixey's "Cervus" in squares, 1 oz. in bags 1/2 and 1 oz. and in pepper boxes, 2c. and 10c. |        |
| Cooney's Royal Windsor, per gross.....                                                     | 4 80   |
| Universal, bag, per gross.....                                                             | 4 80   |

### BLACK LEAD.

|                                                                           |      |
|---------------------------------------------------------------------------|------|
| Reckitt's per box.....                                                    | 1 15 |
| Box contains either 1 gro. 1 oz. size; 1/2 gro., 2 oz. or 1/4 gro., 4 oz. |      |
| Nixey's Refined 1d. 2d. and 1s. pkts.                                     |      |
| Silver Moonlight 5 and 10c. pkts.                                         |      |
| Nixelene Paste 1d. 2 1/2c. 5d. size.                                      |      |
| Nixey's Jubilee, round in 1 and 2 oz. blocks.                             |      |
| Cooney's Universal, per gross.....                                        | 4 80 |

### CORN BROOMS

|                                   |      |
|-----------------------------------|------|
| BOECKH BROS & COMPANY doz. net    |      |
| Bamboo Handles, A, 4 strings..... | 4 35 |
| " " B, 4 strings.....             | 4 10 |
| " " C, 3 strings.....             | 3 85 |
| " " D, 3 strings.....             | 3 60 |
| " " F, 3 strings.....             | 3 35 |
| " " G, 3 strings.....             | 3 10 |
| " " I, 3 strings.....             | 2 85 |

### BISCUITS.

|                                                                                |                           |
|--------------------------------------------------------------------------------|---------------------------|
| PREK, FREN & CO.                                                               |                           |
| Metropolitan mixed.....                                                        | 40 lb. tins 10c.          |
| Florence Wafers.....                                                           | 8 lb. tins 36c.           |
| Venice Wafers.....                                                             | 8 lb. tins 36c.           |
| Florence Wafers.....                                                           | Small tins \$3.70 per doz |
| CARR & CO., LIMITED.                                                           |                           |
| Frank Magor & Co., Agents.                                                     |                           |
| Cafe Noir.....                                                                 | 0 15                      |
| Ensign.....                                                                    | 0 12 1/2                  |
| Metropolitan mixed.....                                                        | 0 09                      |
| Special price list of Fancy Tins for Xmas trade and other lines on application |                           |

### CANNED GOODS.

|                           |         |
|---------------------------|---------|
| MUSHROOMS.                |         |
| HENRI JONAS & Co.         |         |
| Mushrooms, Lionel.....    | \$14 75 |
| " 1st choice Duthell..... | 17 50   |
| " 1st choice Lenoir.....  | 18 50   |
| " extra Lenoir.....       | 20 00   |
| Per case, 100 tins.       |         |
| FRENCH PEAS—DELOREY'S     |         |
| HENRI JONAS & Co.         |         |
| Moyen's No. 2.....        | \$9 00  |
| " No. 1.....              | 10 50   |
| 1/2 Pins.....             | 12 50   |
| Pins.....                 | 14 00   |
| Tres fins.....            | 15 00   |
| Extra fins.....           | 16 50   |
| Sur extra fins.....       | 18 00   |

### FRENCH SARDINES.

|                      |        |
|----------------------|--------|
| HENRI JONAS & Co.    |        |
| 1/2 Trefavenues..... | \$9 00 |
| 1/2 Rolland.....     | 9 50   |
| 1/2 Delory.....      | 10 50  |
| 1/2 Club Alpins..... | 11 50  |

### CHOCOLATES & COCOAS.

|                                              |          |
|----------------------------------------------|----------|
| Eppe's cocoa, case of 14 lbs., per lb.....   | 0 35     |
| Smaller quantities.....                      | 0 37 1/2 |
| CADBURY'S.                                   |          |
| Frank Magor & Co., Agents per doz.           |          |
| Cocoa essence, 3 oz. packages.....           | \$1 65   |
| Mexican chocolate, 1/2 and 1/4 lb. pkgs..... | 0 40     |
| Rock Chocolate, loose.....                   | 0 40     |
| " 1-lb. tins.....                            | 0 42     |
| Nibs, 11-lb. tins.....                       | 0 35 1/2 |

|                                           |             |
|-------------------------------------------|-------------|
| Chocolate—                                |             |
| FRY'S.                                    |             |
| Caracaras, 1/2's, 5-lb. boxes.....        | 0 42        |
| Vanilla, 1/2's.....                       | 0 42        |
| "Gold Medal" Sweet, 1/2's, 6 lb. bxs..... | 0 29        |
| Pure, unsweetened, 1/2's, 6 lb. bxs.....  | 0 42        |
| Fry's "Diamond", 1/2's, 14 lb. bxs.....   | 0 24        |
| Fry's "Monogram", 1/2's, 14 lb. bxs.....  | 0 24        |
| Cocoa—                                    |             |
| per doz.                                  |             |
| Concentrated, 1/2's 1 doz. in box.....    | 2 40        |
| " 1 lb. ".....                            | 4 50        |
| " 1/2 lbs. ".....                         | 8 25        |
| Homeopathic 1/2's 14 lb. boxes.....       |             |
| " 1/2 lbs. 12 lb. boxes.....              |             |
| JOHN P. MOTT & CO.'S.                     |             |
| R. S. Molndoe, Agent, Toronto.            |             |
| Mott's Broma.....                         | per lb 0 30 |
| Mott's Prepared Cocoa.....                | 0 28        |

|                                            |        |
|--------------------------------------------|--------|
| Mott's Homeopathic Cocoa (1/2's).....      | 0 32   |
| Mott's Breakfast Cocoa (in lbs).....       | 0 40   |
| Mott's No. 1 Chocolate.....                | 0 30   |
| Mott's Breakfast Chocolate.....            | 0 28   |
| Mott's Caracaras Chocolate.....            | 0 40   |
| Mott's Diamond Chocolate.....              | 0 23   |
| Mott's French-Can. Chocolate.....          | 0 18   |
| Mott's Navy or Cooking Chocolate.....      | 0 28   |
| Mott's Cocoa Nibs.....                     | 0 35   |
| Mott's Cocoa Shells.....                   | 0 05   |
| Vanilla Sticks, per gross.....             | 0 90   |
| Mott's Confectionery Chocolate.....        | 0 21   |
| Mott's Sweet Chocolate Liquors.....        | 0 30   |
| COWAN COCOA AND CHOCOLATE CO.              |        |
| Hygienic Cocoa, 1/2 lb. tins, per doz..... | \$3 75 |
| Cocoa Essence, 1/2 lb. tins, per doz.....  | 2 25   |
| Soluble Cocoa, No. 1 bulk, per lb.....     | 0 20   |
| Diamond Chocolate, 12 lb. boxes.....       | 0 25   |
| Royal Navy Chocolate, 12 lb. boxes.....    | 0 30   |
| Mexican Vanilla Chocolate, 12 lb. bxs..... | 0 35   |

### CHEESE.

|                                        |        |
|----------------------------------------|--------|
| Imperial—Large size jars, per doz..... | \$8 25 |
| Medium size jars.....                  | 4 50   |
| Small size jars.....                   | 2 40   |
| Individual size jars.....              | 1 00   |
| Imperial Holder—Large size.....        | 18 00  |
| Medium size.....                       | 15 00  |
| Small size.....                        | 12 00  |
| Roquefort—Large size, per doz.....     | 2 40   |
| Small size.....                        | 1 40   |
| Paragon—Large size, per doz.....       | 8 25   |
| Medium size.....                       | 4 50   |
| Small size.....                        | 2 40   |
| Individual size.....                   | 1 00   |

### BAYLE'S FOTTED.

|                                      |                       |
|--------------------------------------|-----------------------|
| Robert Greig & Co., Agents, Toronto. |                       |
| 1/2-lb. Jar.                         | 1-lb. Jar.            |
| 5-lb. Jar.                           |                       |
| After Dinner.....                    | \$2 40 \$4 25 \$18 60 |
| Devised.....                         | 2 65 4 75             |

### COFFEE

|                           |          |
|---------------------------|----------|
| JAMES TURNER & CO. per lb |          |
| Mexico.....               | 0 32     |
| Danisco.....              | 0 28     |
| Caldo.....                | 0 20     |
| Birds.....                | 0 17     |
| Old Dutch Rio.....        | 0 12 1/2 |

### CLOTHES PINS

|                                                           |      |
|-----------------------------------------------------------|------|
| BOECKH BROS & CO.                                         |      |
| Clothes Pins (full count), 5 gross in case, per case..... |      |
| 4 doz. packages (12 to a case).....                       | 0 70 |
| 6 doz. packages (12 to a case).....                       | 0 90 |



# Edwardsburg Silver Gloss Starch.

Your idea may be that all starch is starch and that your customers won't detect even a slight difference in quality. You may think that because there is a cent or two extra profit on "Mushroom" brands (that come and go), you can retain the confidence of your trade—it doesn't pay to trifle with the confidence that a customer has in you and your goods.

Edwardsburg Silver Gloss Starch is as staple as flour. In the name there is the fame of nearly half a century. In the making there is the skill of long experience combined with honesty of purpose and unequalled manufacturing facilities. Edwardsburg Silver Gloss Starch represents the highest type of perfection there is or can be in starch. Kegs of 100-lbs.—handsome enamelled horse-shoe tins holding 6-lbs.—handsome 1-lb. packages that give a touch of life and color and "go" to a grocer's shelves.

## Edwardsburg Starch Co'y, Limited

Established 1858.

164 St. James Street,  
Montreal.

Works,  
Cardinal, Ont.

53 Front Street East,  
Toronto.

# DUNN'S PURE MUSTARDS

GIVE UNBOUNDED SATISFACTION.

The reason is—They are profitable to dealers and satisfying to consumers.

### COUPON BOOKS—ALLISON'S.

|                                            | Un-<br>num-<br>bered. | Covers and<br>Coupons<br>numbered. |
|--------------------------------------------|-----------------------|------------------------------------|
| \$2, \$3, \$5, \$1 and \$20 books.         |                       |                                    |
| 50 books, one kind or as-<br>sorted .....  | \$1 50                | \$1 75                             |
| 100 books, one kind or<br>assorted .....   | 2 50                  | 3 00                               |
| 500 books, one kind or<br>assorted .....   | 11 50                 | 14 00                              |
| 1,000 books, one kind or<br>assorted ..... | 20 00                 | 25 00                              |

| A Lion's Coupon Pass Book. |    |            |
|----------------------------|----|------------|
| \$1 00 books .....         | 2  | cents each |
| 2 00 books .....           | 2  | cents each |
| 3 00 books .....           | 2  | cents each |
| 5 00 books .....           | 2½ | cents each |
| 10 00 books .....          | 3  | cents each |
| 15 00 books .....          | 3½ | cents each |
| 20 00 books .....          | 4  | cents each |
| 25 00 books .....          | 5½ | cents each |
| 50 00 books .....          | 8  | cents each |

### EXTRACTS.

| HENRI JONAS & Co. Per gross.      |          |        |
|-----------------------------------|----------|--------|
| 1 oz. London Extracts .....       |          | \$6 00 |
| 1 oz. " " (no corkscrews) .....   |          | 5 50   |
| 2 oz. " " .....                   |          | 9 00   |
| 1 oz. Spruce essence .....        |          | 6 00   |
| 2 oz. " " .....                   |          | 9 00   |
| 2 oz. Anchor extracts .....       |          | 12 00  |
| 4 oz. " " .....                   |          | 21 00  |
| 8 oz. " " .....                   |          | 36 00  |
| 1 lb. " " .....                   |          | 70 00  |
| 1 oz. Flat .....                  |          | 9 00   |
| 2 oz. Flat, Anchor extracts ..... |          | 18 00  |
| 2 oz. Square .....                |          | 21 00  |
| 4 oz. " " (corked) .....          |          | 36 00  |
| 8 oz. " " .....                   |          | 72 00  |
| 4 oz. " glass stop extracts ..... | Per doz. | 3 50   |
| 8 oz. " " .....                   |          | 7 00   |

|                                    |          |      |
|------------------------------------|----------|------|
| 2½ oz. Round quintessence extracts | Per doz. | 2 00 |
| 4 oz. Jockey decanters             |          | 3 50 |

### FOOD.

|                                     |          |      |
|-------------------------------------|----------|------|
| Robinson's Patent Barley ¼ lb. tins | per doz. | 1 25 |
| " " " 1 lb. tins                    |          | 2 25 |
| " " " ½ lb. tins                    |          | 1 25 |
| " " " 1 lb. tins                    |          | 2 25 |

### GILLETT'S POWDERED LYE.

|                      |        |
|----------------------|--------|
| 4 doz. in case ..... | \$3 60 |
|----------------------|--------|

### JAMS AND JELLIES

| SOUTHWELL'S GOODS. per doz.               |        |
|-------------------------------------------|--------|
| Frank Magor & Co., Agents.                |        |
| Orange Marmalade .....                    | 1 50   |
| Clear Jelly Marmalade .....               | 1 80   |
| Strawberry W. F. Jam .....                | 2 00   |
| Raspberry " " .....                       | 2 00   |
| Apricot " " .....                         | 1 75   |
| Black Currant " " .....                   | 1 85   |
| Other Jams, W. F. .....                   | 1 55   |
| Red Currant Jelly .....                   | 2 75   |
| Jams—T. UPTON & CO.                       |        |
| 1-lb. glass jars 2 doz. in case, per doz  | \$1 00 |
| 5-lb. tin pails, 8 pails in crate, per lb | 0 06½  |
| 7-lb. wood pails, 6 " " .....             | 0 06½  |
| 14-lb. wood pails, per lb .....           | 0 06½  |
| 30-lb. " " .....                          | 0 06½  |
| Jellies—                                  |        |
| 1-lb. glass jars, per doz .....           | \$1 00 |
| 7-lb. wood pails, per lb .....            | 0 06½  |
| 14-lb. " " .....                          | 0 06½  |
| 30-lb. " " .....                          | 0 06½  |

### KNIFE POLISH.

|                                              |  |
|----------------------------------------------|--|
| Nixey's "Cervus" 5d. and 1s. tins            |  |
| For price list and sliding scale apply W. G. |  |
| Nixey 12 Soho Sq. London, Eng.               |  |

### LICORICE.

#### YOUNG & SMYLLIE'S LIST.

|                                        |        |
|----------------------------------------|--------|
| 5-lb. boxes, wood or paper, per lb ..  | \$0 40 |
| Fancy boxes (36 or 50 sticks) per box  | 1 25   |
| " Ringed" 5 lb. cans, per lb .....     | 0 40   |
| "Acme" Pellets, 5 lb. cans, per can .. | 2 00   |
| "Acme" Pellets, fancy boxes (40)       |        |
| per box .....                          | 1 50   |
| Tar, Licorice and Tolu Wafers, 5 lb.   |        |
| cans, per can .....                    | 2 00   |
| Licorice Lozenges, 5 lb. glass jars .. | 1 75   |
| " " 20 5 lb. cans .....                | 1 50   |
| " Purity" Licorice 10 sticks .....     | 1 45   |
| " " 100 sticks .....                   | 0 75   |
| Dulce, large cent sticks, 100 in box.  |        |

### MUSTARD.

#### COOLMAN'S OR KEENS.

|                                     |        |
|-------------------------------------|--------|
| D. S. F., ¼ lb. tins, per doz ..... | \$1 40 |
| " ½ lb. tins, " .....               | 2 50   |
| " 1 lb. tins, " .....               | 5 00   |
| Durham, 4 lb. jars, per jar .....   | 0 75   |
| " 1 lb. " .....                     | 0 25   |
| F. D., ¼ lb. tins, per doz .....    | 0 85   |
| " ½ lb. tins .....                  | 1 45   |

### BAYLE'S PREPARED MUSTARDS.

|                                      |                         |
|--------------------------------------|-------------------------|
| Robert Greig & Co., Toronto, Agents. |                         |
| Horseradish .....                    | per doz., \$1 75 \$2 50 |
| English Sandwich .....               | 1 75 2 50               |

### JONAS' FRENCH MUSTARDS

| HENRI JONAS & Co. Per gross. |        |
|------------------------------|--------|
| Pony size .....              | \$7 50 |
| Imperial, medium .....       | 9 00   |
| Imperial, large .....        | 12 00  |
| Tumblers .....               | 12 00  |

| Per gross.       |       |
|------------------|-------|
| Mugs .....       | 15 20 |
| Plint jars ..... | 18 00 |
| Quart jars ..... | 24 00 |

### MATCHES.

|                                        |        |
|----------------------------------------|--------|
| Eddy's Telegraph, 5-case lots .....    | \$1 00 |
| Telephone, 5-case lots .....           | 4 27   |
| " single cases .....                   | 3 97   |
| Eagle Parlors, 200s, 5-case lots ..... | 4 10   |
| " " single cases .....                 | 1 67   |
| " " 100s, 5-case lots .....            | 1 70   |
| " " si gle ca es .....                 | 1 80   |
| Victoria Parlors, 5-case lots .....    | 1 90   |
| " " single cases .....                 | 3 10   |

### MINCE MEAT.

|                                    |         |
|------------------------------------|---------|
| Wetley's Condensed, per gross, net | \$12 00 |
| per case of doz., net .....        | 3 00    |

### ORANGE MARMALADE.

| T. UPTON & CO.                      |        |
|-------------------------------------|--------|
| 1-lb. glass 2 doz. case, per doz .. | \$1 00 |
| 7-lb. pails and 5 and 7 lb. tins .. | 0 07   |

### PICKLES.

| STEPHENS'.                             |      |
|----------------------------------------|------|
| A. P. Tippet & Co., Agents.            |      |
| Patent stoppers (pints), per doz. .... | 2 30 |
| Corked pints, " " .....                | 1 90 |

### BAYLE'S.

| Robert Greig & Co., Toronto, Agents.  |               |
|---------------------------------------|---------------|
| ½ Pints. Pints.                       |               |
| Pandora, per doz .....                | \$2 15 \$3 60 |
| Sliced Sweet .....                    | 1 75 2 85     |
| Hot Stuff .....                       | 1 75 2 85     |
| Tobasco Sauce, 2-oz. bottle, per doz. | \$4 25        |
| Tobasco Pods in vinegar, ½ pt. ....   | 3 25          |

**RECKITT'S Blue and Black Lead** { **ALWAYS GIVE YOUR CUSTOMERS SATISFACTION**



## SODA.—COW BRAND



Case of 1 lbs. (con-  
taining 80 pkgs.,  
per box, \$3.00  
Case of 1/2 lbs. (con-  
taining 120 pkgs.,  
per box, \$3.00.  
Case of 1/4 lbs. and 1/2  
lbs. (containing 30  
1 lbs. and 60 1/2 lb.  
packages) per box, \$3.00.  
Case of 50. pkgs (containing 96 pkgs) per  
box \$3.00.

## SOAP



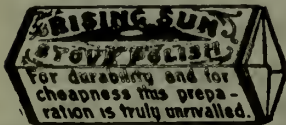
Gloriola Soap, per gross..... 12 00  
Straw Hat Polish, per gross..... 10 20

A. P. TIPPET & CO.,  
AGENTS  
Maypole Soap, colors  
per gr. \$10.20. black  
Maypole Soap, per  
gr. \$15.30.  
Orle Soap, per gross  
\$10.20

## STOVE POLISH.

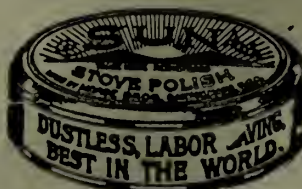


No 4-3 dozen in case, per gross... 4 80  
" 6-3 dozen in case... 8 40



For durability and for  
cheapness this prepa-  
ration is truly unrivalled.

Per gross  
Rising Sun 6-oz. cakes, 1/2-gross box \$8 50  
Rising Sun, 3-oz. cakes, gross boxes... 4 50  
Sun Paste, 100, size, 1/2 gross boxes... 10 00  
Sun Paste, 50, size, 1/2 gross boxes... 5 00



## STARCH.

EDWARDSBURG STARCH CO., LTD.

| Laundry Starches—                    | per lb.  |
|--------------------------------------|----------|
| No. 1 White or Blue, 4-lb. cartons   | 0 08 3/4 |
| No. 1 " 3-lb. "                      | 0 05 3/4 |
| Canada Laundry " "                   | 0 04 3/4 |
| Silver Gloss, 6-lb. draw-lid boxes   | 0 07 1/2 |
| Silver Gloss, 6-lb. tin cartons      | 0 07 1/2 |
| Edwardsburg Silver Gloss, 1-lb. pkg. | 0 06 3/4 |
| Kegs Silver Gloss, large crystal     | 0 08     |
| Benson's Satin, 1-lb. cartons        | 0 05     |
| No. 1 White, hbls. and kegs          | 3 00     |
| Benson's Enamel, per box             | 0 06 1/2 |
| Culinary Starch—                     | 0 05     |
| Benson & Co.'s Prep. Corn            | 0 06 1/2 |
| Canada Pure Corn                     | 0 05     |
| Rice Starch—                         |          |
| Edwardsburg No. 1 white, 1-lb. cart  | 0 09 3/4 |
| Edwardsburg No. 1 White or           |          |
| Blue, 4-lb. lumps                    | 0 08     |

## KINGFORD'S OSWEGO STARCH



|                                    |          |
|------------------------------------|----------|
| SILVER { 40-lb. boxes, 1-lb. pkgs. | 0 06 1/2 |
| GLOSS { 6-lb. boxes, sliding cover | 0 08     |
| (12-lb. boxes each crates)         | 0 07     |
| PURE—40-lb. boxes 1-lb. pack       | 0 07     |
| 48-lb. " 16 3-lb. boxes            |          |
| For puddings, custards, etc.       |          |

|                                   |          |
|-----------------------------------|----------|
| OSWEGO { 40-lb. boxes, 1-lb.      |          |
| CORN STARCH { packages            | 0 07 1/2 |
| ONTARIO { 38-lb. to 46-lb. boxes, |          |
| STARCH { 6 bundles                | 0 08     |
| STARCH IN { Silver Gloss          | 0 07 1/2 |
| BARRELS { Pure                    | 0 06 3/4 |

|                          |        |
|--------------------------|--------|
| BEE STARCH.              |        |
| Cases, 64 pkgs. 48's     | \$5.00 |
| 1/2 Cases, 32 pkgs. 24's | 2.50   |
| Packages 100. each.      |        |

## BRANTFORD STARCH WORKS, LIMITED.

Ontario and Quebec.

|                                    |            |
|------------------------------------|------------|
| Laundry Starches—                  |            |
| Canada Laundry, boxes of 40 lbs.   | \$0 04 1/2 |
| Acme Gloss Starch—                 |            |
| 1-lb. cartons, boxes of 40 lbs.    | 0 05 1/2   |
| Finest Quality White Laundry—      |            |
| 3-lb. Canisters, cases of 48 lbs.  | 0 05 3/4   |
| 4-lb. " "                          | 0 05 3/4   |
| Barrels, 175 lbs.                  | 0 05       |
| Kegs, 100 lbs.                     | 0 05       |
| Lily White Gloss—                  |            |
| 1-lb. fancy cartons, cases 30 lbs. | 0 07 1/2   |
| 6-lb. toy trunks, 8 in case        | 0 07 1/2   |
| 6-lb. enameled tin canisters,      |            |
| 8 in case                          | 0 07 1/2   |
| Kegs, ex. large crystals, 100 lbs. | 0 06 1/2   |
| Brantford Gloss—                   |            |
| 1-lb. fancy boxes, cases 36 lbs.   | 0 08       |
| Canadian Electric Starch—          |            |
| Boxes of 40 fancy pkgs, per case   | 3 00       |
| Celluloid Starch—                  |            |
| Boxes of 45 cartons, per case      | 3 50       |
| Culinary Starches—                 |            |
| Challenge Prepared Corn—           |            |
| 1-lb. packages, boxes 40 lbs.      | 0 05       |
| No. 1 Brantford Prepared Corn—     |            |
| 1-lb. packages, boxes 40 lbs.      | 0 06 1/2   |
| Crystal Maize Corn—                |            |
| 1 lb. packages, boxes 40 lbs.      | 0 06 1/2   |



## TEAS.

SALADA OCEYLON.

Wholesale. Retail

|                                  |      |      |
|----------------------------------|------|------|
| Brown Label, 1's                 | 0 20 | 0 25 |
| " 1/2's                          | 0 21 | 0 26 |
| Green Label, 1's and 1/2's       | 0 22 | 0 30 |
| Blue Label, 1's, 1/2's and 3/4's | 0 30 | 0 40 |
| Red Label, 1's and 1/2's         | 0 38 | 0 50 |
| Gold Label 1/2's                 | 0 44 | 0 60 |



Ceylon Tea, in  
1 and 1/2 lb. lead  
packages. black  
or mixed.

|                                    |      |
|------------------------------------|------|
| Black Label, 1-lb., retail at 25c. | 0 19 |
| " 1/2-lb., " "                     | 0 20 |
| Blue Label, retail at 30c.         | 0 22 |
| Green Label " 40c.                 | 0 28 |
| Red Label " 50c.                   | 0 35 |
| Orange Label, retail at 60c.       | 0 42 |
| Gold Label, " 80c.                 | 0 55 |

## OBOWN BRAND

Wholesale Retail.

|                             |      |      |
|-----------------------------|------|------|
| Red Label, 1-lb. and 1/2's  | 0 35 | 0 50 |
| Blue Label, 1-lb. and 1/2's | 0 28 | 0 40 |
| Green Label, 1-lb.          | 0 19 | 0 25 |
| Green Label, 1/2's          | 0 20 | 0 25 |
| Japan, 1's                  | 0 19 | 0 25 |

## "SNELLINGS PATENT"



English Break-  
fast Hopped Tea,  
29c.; retail, 40c.  
A. Waddell & Co.  
agents, Toronto.  
Samples on appli-  
cation.



|            |             |      |
|------------|-------------|------|
| Cases each | 60 1-lb.    | 0 35 |
| " " "      | 60 1/2-lb.  | 0 35 |
| " " "      | 30 1-lb.    | 0 35 |
| " " "      | 120 1/2-lb. | 0 36 |



LUDELLA OCEYLON, 1's  
AND 1/2's PKGS.

|                             |          |      |
|-----------------------------|----------|------|
| Blue Label, 1's             | 0 18 1/2 | 0 25 |
| Blue Label, 1/2's           | 0 19     | 0 25 |
| Orange Label, 1's and 1/2's | 0 21     | 0 30 |
| Brown Label, 1's and 1/2's  | 0 28     | 0 40 |
| Brown Label, 1/2's          | 0 30     | 0 40 |
| Green Label, 1's and 1/2's  | 0 35     | 0 50 |
| Red Label, 1/2's            | 0 40     | 0 60 |

## TOBACCO.

THE EMPIRE TOBACCO CO., LIMITED

|                                       |      |
|---------------------------------------|------|
| Smoking—Empire, 3/4's, 5's and 10's   | 0 39 |
| Royal Oak, 2 x 3, Solace, 8's         | 0 52 |
| Something Good, 7's                   | 0 48 |
| Chewing—Bohs, 5's and 10's            | 0 36 |
| Currency, 13 1/2 oz. bars, spaced 9's | 0 39 |
| Currency, 6's and 10's                | 0 39 |
| Old Fox, Narrow 10's                  | 0 40 |
| Snowshoe, 10 1/2 oz. bars, spaced 8's | 0 44 |
| Snowshoe, pound bars, spaced 6's      | 0 44 |
| Snowshoe, 2 1/2, 6's                  | 0 44 |
| Pay roll, 6's                         | 0 44 |

## WOODENWARE

BOWKOH BROS. &amp; COMPANY.

|                         |      |
|-------------------------|------|
| Washboards Leader Glohe | 1 55 |
| " Improved Glohe        | 1 65 |
| " Standard Glohe        | 1 80 |
| " Solid Back Glohe      | 1 90 |
| " Jubilee (perforated)  | 2 10 |
| " Crown                 | 1 45 |

F.o.b. Toronto.

|                                    |      |
|------------------------------------|------|
| Matches, Kodak, per case (200's) 9 |      |
| boxes to packages, 40 packages to  |      |
| case                               | 3 30 |

## YEAST.

Royal yeast, 3 doz. 5c.-pkgs. in case.. 1 00

## We are always glad

to receive orders for the insertion of adver-  
tisements. But will those who send us "Con-  
densed" or "Want" advertisements please  
bear in mind that they can only be inserted  
when cash or stamps accompany the order.  
The rate is 2c. per word each insertion, num-  
bers and contractions counting as words.

MacLEAN PUB. Co., Limited

Montreal.

Toronto.

## WE STOCK

NO. 197

## SYRUP PUMP

AND MEASURE.

Highly commended by those who  
KNOW. (Ask for circular).

WALTER WOODS &amp; CO.

HAMILTON.

## Soap

"IMPERIAL" and  
"SNOW"

Twin Cakes.  
NOW IN STORE.

Perkins, Ince &amp; Co., - Toronto.

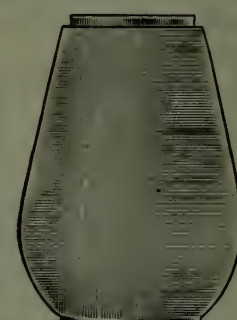


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MOTT'S

## ARE YOU USING OUR

Cold Blast  
or Jubilee  
Globes

Aetna or  
Quaker Flint  
Chimneys?



Give them a Trial.

THE SYDENHAM GLASS CO.,  
of WALLACEBURG, Limited

Shredded Whole  
Wheat Biscuit

For sale by all  
Wholesale Grocers.

J. HEWITT, Agent

61 Front St. E., TORONTO.



## The Auer Gas Lamp

Money-Back Style.

THIS style is particularly suited for a reading light—the shades prevent the light from tiring the eyes and the burner can be raised just the same as any other students lamp.

IT can be carried around the house with perfect safety and as the base is heavily weighted there is no danger of its up-setting.

THE light is soft enough for the most sensitive eyes and yet strong enough for the finest print.

OUR CATALOG SHOWS ALL OF OUR DIFFERENT STYLES.—WRITE FOR IT AND OUR DISCOUNTS.

Your Money Refunded if you are not Satisfied.  
AUER LIGHT CO., 1682 Notre Dame Street, MONTREAL.



No. 1

## MOLASSES

.....P.Q., May 9th, 1901

THE DOMINION MOLASSES CO.,  
Halifax, N.S.

Dear Sirs,—I beg to advise receipt of the car Molasses, which came to hand in good order and condition, and, as a proof I am satisfied with the quality, now offer same figures for two cars same grade.

This is an extract from a letter received a few days ago referring to a carload of Barbadoes shipped to one of the largest cities in the Province of Quebec.

We have some more of this grade to offer, and the price is low.

The Dominion Molasses Co.,  
Limited

MOLASSES  
AND SYRUPS.

HALIFAX, N.S.

## POTATOES and OATS

IN CAR LOTS.

If open to buy or sell, wire

R. W. HANNAH

Board of Trade, - TORONTO

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The Newspaper with the Largest Circulation in Jamaica and the West Indies.

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Write for scale of charges, etc., to

THE GLEANER CO.,  
Limited

"Gleaner" Office, . . . KINGSTON, JA.

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Send Us Your Orders . . .

WE HANDLE EVERYTHING IN OUR LINES.

Send name for Price List. Mailed each week.

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GOX'S GELATINE Always  
ESTABLISHED 1725. Trustworthy

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of any kind that is of value to business men supplied by our Bureau. We can give you market quotations from any town in Canada, reports from the city markets, stock quotations, etc. You can get commercial news from any Canadian paper through us.

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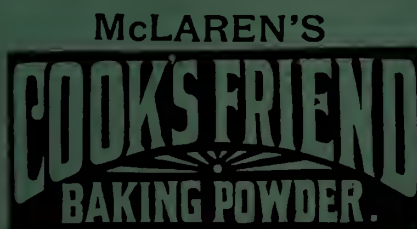
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Is Honest Goods and just the Thing on Which to Make or Extend a Business.



The Best Grocers make a point of Keeping it always in Stock.

# Decorated Opal



We have just issued our new Catalogue for the coming season. It's a daisy, and yours for the asking.

Have you tried our Mail-Order Department?

Write to us for illustrations or prices of anything you are needing in

White Granite and Printed Ware, Fruit Jars,  
Dinner, Toilet and Tea Sets, Decorated Opal and Fancy Goods,  
Fancy China of all kinds, Lamps and Lamp Goods,  
Cut Glass, Decorated Souvenir Goods,  
Rich Pottery Vases, etc., Rockingham and Cane Ware,  
Lamp Chimneys, Lanterns.

## GOWANS, KENT & CO.

TORONTO and WINNIPEG.

*When you sell a pack-  
age of Wethey's Condensed  
Mince Meat it is an assur-  
ance that the purchaser  
will always demand it in  
future.*

*Sole Manufacturer*

## J. H. WETHEY,

ST. CATHARINES, ONT.

# CROSSE & BLACKWELL'S New Season's Candied Peels

LEMON, ORANGE, CITRON, MIXED (O. L. and C.)

In 7-lb. Tins, 7-lb. or 10-lb. Wood Boxes, and 1-lb. Cartons.

## C. E. COLSON & SON,

## MONTREAL.

CHAS. F. CLARK, President.

JARED CHITTENDEN, Treasurer.

...ESTABLISHED 1849..

## BRADSTREET'S

Capital and Surplus, \$1,500,000.

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Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants. by the merchants, for the merchants. In procuring, verifying and promulgating information, no effort is spared, and no reasonable expense considered too great, that the results may justify its claim as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

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The original and only Genuine Pre-  
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## JOHN OAKEY & SONS, LIMITED

MANUFACTURERS OF

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PUBLISHED EVERY  
FRIDAY

THE

CIRCULATES IN  
EVERY PROVINCE

## CANADIAN GROCER

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GENERAL  
STOREKEEPER

**SELL  
ONLY  
THE  
BEST!**

In Competition with the World  
we have received the

**Highest Awards  
Made . . .**

These substantiate our claim  
that : : : : :

**Colman's  
Mustard**

**IS THE BEST IN THE WORLD**

**CARR & CO.'S BISCUITS**



Do you want a fancy line of Biscuits, something different from the  
**Man across the way ?**

We will bring you out an assorted case. State your require-  
ments and we will give prices and terms.

**FRANK MAGOR & CO.,**

Canadian Agents.

16 St. John Street, MONTREAL

C. E. JARVIS & CO., Vancouver, Agents for B.C.

THE CANADIAN GROCER



CATER to the Tastes of Your Lady Buyers.

If you are trying to cater to the tastes of your lady buyers, you will create a good impression for your store through their buying.

## MILLAR'S PARAGON CHEESE.

It has a rich, natural, delicate flavor which ensures it being asked for time and time again.

Manufactured by \_\_\_\_\_

**THE T. D. MILLAR PARAGON CHEESE CO.,**  
INGERSOLL, ONT.

AGENTS—W. H. Dunn & Co., Montreal. A. E. Richards & Co., Hamilton. Joseph Carmichael, Winnipeg. Robertson, Vancouver and Victoria, B.C.

A popular name — **“ROBERTS”**

especially when connected with

**KHAKI BUTTER SCOTCH,** a first-class, old-fashioned toffee in new form and package. Sells well with fair profit.

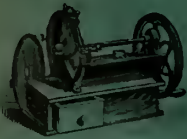
**CANADIAN BUTTER NUTS** are made specially for the Canadian market. Are pure and wholesome. Made from best materials. Attractive package.

Your customers who want **PURE, RELIABLE** confectionery will appreciate these goods

**EBENEZER ROBERTS, LIMITED, LONDON, ENG.**

Canadian Agents: **C. E. COLSON & SON, MONTREAL.**

Rotary  
Smoked Beef Shaver  
with Patented  
Self-Sharpening Device



No. 125, 2 Blades, \$18.00  
No. 129, 1 Blade, 18.00

Self-Priming and  
Measuring Pump



No. 97, \$5.50

Auger for above Pump



No. 97, 60 cents

## “ENTERPRISE”

*Rapid Grinding and Pulverizing Mill*

*Fitted with General Electric Co's. 1/2 H. P. Motor*

The Machine is self-contained and is ready for connection to feed wire as shipped from factory

Will be furnished with Motor suitable for all conditions as to Current, Voltage, etc.

### GRINDING CAPACITY

#### FAST SPEED

Granulating 3 pounds of Coffee per minute

#### SLOW SPEED

Granulating 2 pounds of Coffee per minute

Pulverizing 1-2 pound of Coffee per minute

Can be regulated for Fine or Coarse Grinding while Mill is running

Pulverizing Grinders furnished only when so ordered

Illustrated Catalogue Mailed FREE Order from your Jobber



No. 8712

Height 40 inches. Width 14 inches.  
Length 22 inches. Weight 24 lbs.

Capacity of Iron Hopper  
4 lbs. of Coffee

PRICE ON APPLICATION

*The Enterprise Manufacturing Co. of Pa.*

*Philadelphia, Pa., U. S. A.*



# “One Object and One Aim.”

You remember the old saying, “It is better not to have too many irons in the fire at once.” One thing well done is far better than a dozen carried but half way to perfection.

Captain Austin, manager of the Thistle Haddies Company's Factory at Digby, Nova Scotia, has followed in the footsteps of his father before him, and is acknowledged absolutely unsurpassed as a fish curer. His “one object and one aim” has always been to put up the very best fish in the very cleanest way—to cleanse them properly, to cure them properly, and to pack them perfectly.

Captain Austin has had but one iron in the fire at once—he has devoted a lifetime to doing just one thing and to doing that **well**. The result is that the famous

## “Thistle” Brand Canned Haddies Kippered Herrings Digby Chicken

represent without exception the top notch of excellence in their various lines. The Thistle Haddies Company's Factory is the most perfectly equipped and the cleanest one of the kind on the Atlantic Coast. Its cleanliness is almost proverbial. The cast iron rules regarding the quality of the fish themselves bar out everything that falls below the standard that has made the name of “The Thistle Brand” famous everywhere.

The rich, natural, delicate flavor of the freshly caught fish is retained in its fullness in the “Thistle” Brand. It is the brand that connoisseurs buy exclusively. It is the “Thistle” Brand that “wins out” every time, because Manager Captain Austin has now and always had but “one object and one aim” in life.

---

**Arthur P. Tippet & Co., Agents,**

8 Place Royale, Montreal.

23 Scott St., Toronto.

## THE NAME.

When the name "JONAS" appears on a bottle of extract it is a guarantee that the contents are certain to give satisfaction to the user, because of its strength, purity and richness. In Canada, JONAS' FLAVORING EXTRACTS stand without a rival. Their fame is constantly increasing. What has been the secret of their success?

*From the beginning, exactness in detail has been our policy. The manufacturing is in charge of competent and experienced hands. Nothing is left to chance. Every drop in every bottle that leaves the premises is exactly as it should be.*

### *Jonas' Flavoring Extracts*

*are absolutely free from artificial coloring matter or essences. They are concentrated—distilled, redistilled, until they contain the greatest amount of strength.*

Taking these facts into consideration, a wide-awake grocer can quite readily appreciate the advantage of handling them. It goes without saying that a woman prefers using such extracts for her cooking. A very little of them does the largest possible amount of work, and does it perfectly. The requirements of your lady customers for extracts that will give this satisfaction can be satisfied by selling them.

## Jonas' Flavoring Extracts.

Manufactured by

HENRI JONAS & CO.,

MONTREAL.



**Clink,  
Clink,  
Clink !**

Money, money, money—handfuls of nickles and dimes ! After all it's money that talks. And you haven't sent in for that trial order of an assortment of a thousand or more of my Cigars yet. Think of the money you've lost—the handfuls of nickels and dimes !

Rely on my judgment for the assortment I send you. You can rest assured that it will be all right, because I am after your permanent trade. Clink, Clink, Clink—think of the cash drawers under the Cigar counter and send in your order to-day.

J. BRUCE PAYNE, Cigar Mfr.,  
Granby, Que.

**MADE IN CANADA**

# **"STERLING" BRAND PICKLES**

are a welcome guest in thousands of Canadian homes. Their rich and distinct flavor make them the favorite pickle in the best families.

—Grocers who aspire to cultivate and  
—hold the best trade always keep  
—well stocked in these goods

Ask your wholesaler for quotations.

## **T. A. LYTLE & CO.**

124-128 Richmond St. West.

**TORONTO**

# **Further Testimony**

**From a Country Store.**

**WHAT THEY SAY ABOUT**

F. C. WILLIAMS,  
General Merchant.

Ridgeville, Ont., Sept. 2nd.

THE TILLSON CO., LIMITED, Tilsonburg.

I am in the country but keep good stuff, for I have a high class trade. I always keep Tillson's "Pan-Dried Oats," and no other. I have people who send ten miles to me for their Rolled Oats.

F. C. WILLIAMS.

# **Tillson's Pan-Dried Oats.**

THE TILLSON CO., Limited, TILSONBURG, ONT.

To Joint Office 9-9-01



ONE OF THE JAPANESE TEA HOUSE GARDENS.

## WHEN YOU SELL

# JAPAN TEA

you give the purchaser a tea in which there is absolutely no mixture—nothing deleterious—but the pure, natural flavored, uncolored tea of

# JAPAN.

Tel. Main 4142. MONTREAL, CANADA.





# GILLETT'S PURE POWDERED LYE

BEST,  
PUREST,  
STRONGEST.

LONDON ENG. **E.W. GILLETT.** CHICAGO ILL.  
TORONTO, ONT.

QUALITY ALWAYS FIRST

The policy of the manufacturers of

## IVORY GLOSS STARCH

has always been to make **quality** the first characteristic of their goods. This is the reason such a wide-spread popularity has been created for

### IVORY GLOSS STARCH.

—Manufactured by—

**The St. Lawrence Starch Co.,**  
Limited  
PORT CREDIT, ONT.



# WILSON'S SCALES

ARE AS GOOD AS A GOVERNMENT BOND.

The grocer can get a Tea Scale that will turn with a postage stamp, or a Computing Scale that will count the money and show the weight of goods at the same time.

Highest Medal at Chicago, and Paris, France.

Easy terms of payment.

## C. WILSON & SON

Get Prices.

69 Esplanade Street East, TORONTO, ONT



We are still **Alive**

and have ample **Stock**

## "Export" and "Canadian" Brands

to fill all orders promptly.

## Baldwin Condensed Milk Co.

ROSE & LAFLAMME, Selling Agents, Montreal.

To the trade—



WE HAVE THE FINEST SELECTED VALENCIAS IN CANADA AND WILL GIVE THEM TO YOU AT A LOW PRICE.

W. H. GILLARD & CO., Wholesale Grocers, Hamilton.



THE DOMINION BREWERY CO., LIMITED  
Brewers and Maltsters  
TORONTO

Manufacturers of the Celebrated

# WHITE LABEL ALE

ASK FOR IT AND SEE THAT OUR  
BRAND IS ON EVERY CORK.

Our Ales and Porters have been examined by the best Analysts, and they have declared them Pure and Free from any Deleterious Ingredients.

WM. ROSS, Manager.



**AN INDISPUTABLE POINT**

**PATERSON'S "Camp" Reg. Coffee**

**IS THE BEST**

Producing a cup of delicious coffee at a moment's notice.

R. Paterson & Sons  
GLASGOW.

**Batty & Co.**

ESTABLISHED 1874

LONDON.

**SAUCE**

**SAUCE**

**OLIVES AND PURE OLIVE OILS.**

**INDIAN CURRIES AND CHUTNIES.**

Makers of High-class

**PICKLES OF ALL KINDS.**

**SAUCES OF ALL KINDS.**



# Buying, Handling and Selling Coffees.

The Papers that won the Three Cash Prizes on this  
Important Subject.

## THE WINNERS:

1. "O. G. Java."—C. L. Marshall,  
Toronto.
2. "Quality."—W. Rhodes,  
Brockville, Ont.
3. "Wahbunung,"—R. H. Hudson,  
Toronto.
4. "Cofious."—W. C. Forman,  
Ingersoll, Ont.

## The Report of the Judges.

Editor CANADIAN GROCER:

Dear Sir,—We have much pleasure in returning the essays on "The Buying, Handling and Selling of Coffees" which you had entrusted to us to judge of their comparative merits. We may say we found a great deal of good, sound advice in all of them, and had no little difficulty in arriving at the value of and the place each should take in this competition. After careful examination and study, we find them to rank as follows:

- |                  |                 |
|------------------|-----------------|
| 1.—"O. G. Java." | 5—"Morristown." |
| 2.—"Quality."    | 6.—"Learner."   |
| 3.—"Wahbunung."  | 7.—"Curly Top." |
| 4.—"Coficus."    | 8.—"Cafeine."   |

Signed,

HENRY SWAN,  
W. INCE, JR.

Toronto, August 21, 1901.

## THE WINNERS:

5. "Morristown."—H. Le Roy,  
Tabor, N.J.
6. "Learner."—J. H. Connal,  
Peterboro', Ont.
7. "Curly Top."—Harry Cooper,  
Toronto.
8. "Cafeine."—S. A. Brubacher,  
Berlin, Ont.

SUBJOINED are the three papers that won the cash prizes in the recent contest inaugurated by THE CANADIAN GROCER. The object in view was the creation of greater interest in coffees among the trade. Already this has to some extent been accomplished, and, judging from the commendation which comes from the judges, the papers which we herewith publish will prove helpful as well as interesting to our readers. The five essays which were selected by the judges as entitling the writers to copies of THE CANADIAN GROCER for one year will appear in subsequent issues.

Mr. C. L. MARSHALL, the winner of the first prize of \$15, is the manager of Warren Bros. & Co.'s sample-room. He is a native of Bristol, England. Medicine was the career originally intended for him, and for two years he was a student of the healing art. It is over twenty years since he came to Canada, and during the first five years of his residence here he was engaged as an accountant in the lumber business. His first experience in the grocery trade was with Mr. John Garvey, then a retailer in Peterboro', but who has since left that town. Mr. Marshall's connection with Warren Bros. & Co. began about eleven years ago. During that time he has gone through nearly every department of that firm's business, and his present position, as manager of the sample-room, he has been filling for the last three or four years.

Mr. WILLIAM RHODES, the winner of the second prize of \$10, was born at Elk Rapids, Mich., in 1870. In 1883, his father having died about ten years before, he went to live with his uncle, Mr. John Rhodes, a Brockville, Ont., grocer, whose store, three years later, he entered as a clerk. In 1892 he became a partner, the style of the firm becoming J. Rhodes & Co., and now, in the declining years of the senior partner, the responsibility of the business largely rests upon the gentleman who carried off the second prize in the recent essay contest.

Mr. R. H. HUDSON, the winner of the third prize of \$5, began his mercantile career in 1893 with the late W. Beatty, general merchant, Parry Sound, Ont. Mr. Hudson's duties were largely confined to the grocery department of the store, and he soon learned to take a lively interest in the goods carried in stock, as well as in the customers upon whom he waited. The result was that in three years he had become the firm's principal buyer, except for the dry goods and clothing department. The ill-health of Mrs. Hudson necessitated the removal of Mr. Hudson and his family to Ashville, N. C. There he began business as dealer in teas and coffees. Large quantities of the latter being drunk in the South as well as in other parts of the United States, Mr. Hudson paid particular attention to them. He gave names to his blends of teas as well as of coffees, and his business gradually increased. The health of his wife having improved, Mr. Hudson finally returned to Canada again and took charge of the tea and coffee department of MacWillie Bros., Yonge and Richmond streets, Toronto. In 1898 he went with Brown Bros., Queen street west, Toronto, where he still is, and where teas and coffees are still his hobby. Brown Bros., it might be noted, are famous for the exceedingly well-appointed tea-room which they have in connection with their store. Mr. Hudson was last year president of the Grocery Clerks' Association and this year he is treasurer of that organization. He has been a subscriber to THE CANADIAN GROCER since 1892.

## The First Prize Essay.

By C. L. MARSHALL (O. G. Java), Toronto.

IT is now generally conceded that coffee is the most intricate branch of the grocery business. A thorough knowledge of its details can only be obtained after a lifetime's experience, and even then, with new growths and types being marketed month after month, no one has ever reached the point where it can be said truthfully that there is nothing new to learn. Many a grocer has stood aghast as he has faced the immensity of the subject, and although, perhaps, a thorough master of everything else pertaining to his business, has neglected the study of coffee, and been content to let the spice or wholesale man secure all the knowledge, and incidentally nearly all the profit there is to be obtained from what should be one of the most profitable lines he handles.

That coffee can be made a profitable and extensive business is demonstrated in nearly every city and large town in Canada

(as in other countries), where some particular grocer has built his reputation on selling good coffee—just a little better, perhaps, than his competitors sold.

Essentially a luxury, good coffee is, by the consumer, much more difficult to purchase than good tea. A more intimate knowledge of the latter has made it an important factor in every grocery store, whereas the former, not being in as general use, has been neglected by the majority of our merchants. Convinced that by supplying a better article at a moderate price any grocer can foster the trade for and encourage the consumption of an article which in many countries far exceeds in volume the sale of tea, I will endeavor to give a few hints which may be useful to the retail grocer in the buying, handling and selling of coffees.

## BUYING.

The modern grocer rarely attempts to buy his coffee in the green condition. There are good reasons for this. Grown in Arabia, Java, Ceylon, India, the West Indies, Mexico and in

nearly all the South-American Republics, with countless types and growths; many of the lower grades washed, dyed, scented and soaked to imitate the higher grades—numerous pitfalls await the buyer of greens, and experience has taught many an ambitious merchant that it is safer and easier to buy it washed. Aside from the expense incurred in the purchase of a roasting and cooling plant, the roasting itself is a high art and should not be attempted by any but a thoroughly experienced man. In support of this, the experience of a large departmental store is a good example. The company in question had always purchased its coffee roasted from a local roaster, and thinking that a greater profit could be made by buying it green, despatched the manager of the grocery department to New-York to buy what he considered in quality and quantity would meet the requirements of the store.



C. L. Marshall, Winner of 1st Prize.

Now, the buyer, an ex-proprietor of a grocery store and a thoroughly experienced man in many other respects, probably knew as much about "green" coffee as he knew about astronomy (and that was very little), and the result was his purchase included a large proportion of soaked Santos, made to look exactly like Mocha, and other faked-up growths in imitation of Javas and Ceylons on which, besides paying to the New York dealer an extor-

tionate profit, not being imported direct from the country of growth, a duty of 10 per cent. ad valorem had also to be paid.

That goods well bought are half sold applies very strongly to coffee.

To buy it well you must rely on your own judgment as to what will suit the tastes of your customers. Disabuse your mind of the idea that there are only two high-grade coffees of any merit, Java and Mocha, for, whilst it is true that a good Mocha or a good Java is hard to beat, it is also a fact that many Central and South-American growths equal them in drinking quality.

Buy your coffees on sample, just as you buy your tea; grind it and draw it and test it, as you would tea—above all buy it for its drinking quality, not for style or appearance. Be satisfied with a fair profit: do not expect to buy coffee to retail at 40c. for less than 30 to 32c.; those to retail at 25 and 35c. per pound at 18 or 26 or 27c. respectively.

Always buy coffee:

- (a) Whole roasted (not ground).
- (b) In air-tight cans.
- (c) In small quantities (not over two weeks' supply if possible).
- (d) From a reputable spice house or wholesale grocer.

Where there is any German, Dutch or foreign trade, there is a demand for Rio coffees, in preference to mild growths, the consumer nearly always buying them green. In making your selection of these choose a green, flinty, regular bean, free from blacks and quakers. The latter can generally be detected by immersing a small quantity of the coffee in cold water, when the quakers will float on the surface. Reject any that are spongy or soft or which have the appearance of having been dyed or washed. Rio coffees in Canada are rarely consumed by English-speaking people—and for this reason, if you sell it roasted for your German trade, be careful not to mix or blend it with coffees sold to the former.

#### HANDLING.

Coffee may be carefully and skillfully bought at close prices, but not realizing how perishable it is, a serious loss is often

made by careless handling. One point in the handling of coffee should always be borne in mind by those who wish to make a success of the business—viz., from the minute it is roasted until it passes into the hands of the consumer, the less it is exposed to the air, the better. There are two reasons for this:

Firstly.—It is very absorbent and easily becomes tainted by proximity to butter, cheese, coal oil, spices, etc.

Secondly.—It loses aroma and strength to a great extent by evaporation.

Both reasons apply more to ground coffee than they do to the unground berry.

Bearing this in mind it is not advisable to dress windows or make counter displays with loose, roasted coffee. Such a course can only lead to rapid deterioration, and a week or two's exposure will render any coffee almost worthless.

Window displays can be made with green coffee, and many merchants who do not sell the raw article purchase a small quantity for this purpose, or if exposed in air-tight, light, white flint bottles and changed frequently very little loss will be incurred by using roasted goods.

Still bearing in mind the rapidity with which deterioration sets in from evaporation, the importance of not stocking too heavily in roasted coffee will be apparent. For the same reason purchase and keep your supply in air-tight cans, and refuse to accept any purchase you have made which is shipped to you in barrels, boxes, or paper parcels. Jealously guard your stock from the air, grind it only as you sell it, and to insure its reaching your customer in good condition parcel it in parchment or tinfoil bags. These cost a little more than the ordinary paper packages, but the outlay will amply be repaid by increased sales. The same diligent care should be taken in handling the cheapest as the highest grades sold. The ideal cup is made from freshly roasted and recently ground coffee. Impress this on your customers and induce them, if possible, to grind their own coffee, just as they want it for each meal. Small mills of good and lasting quality can be retailed at one dollar or less; keep a dozen or so in stock, and press the sale of them. In countries where the sale of coffee is greatest per capita, it is almost invariably ground by the consumer.

To sum up, a few of the more important things to be remembered are:

- (a) Expose to the air as little as possible.
- (b) Induce your customers to do the same.
- (c) Keep your stock fresh.
- (d) If you sell it ground—sell it freshly ground.
- (e) Never allow it to come in contact with other goods.
- (f) Never grind anything but coffee in your coffee mill.

#### SELLING.

Your coffee well bought and skillfully handled will, to a great extent, make the selling of it an easy matter. It is however necessary to have a definite place of campaign in placing it before your customers.

Advertising.—If you have space in a newspaper, let the public know you make a leader of coffee, roasted daily, ground while they wait, etc. Emphasize the fact that you excel in this particular line and back it up with good values. Good coffee carries within itself its own best advertisement, viz.: aroma. Place your mill in a conspicuous position in the store; do your grinding within sight of the customer, and leave the appetizing odor arising from the process to tell its own tale—a tale more eloquent than any mere words can express.

Much good coffee is ruined by bad treatment in the making—and much has been condemned as "poor stuff" simply for this reason. To overcome defective preparation a good plan is



to have one or two thousand neatly printed copies of the following formula, either on a special parchment coffee bag—or on a card which can be inclosed therein.

#### HOW TO MAKE A CUP OF COFFEE.

One tablespoonful of coffee to each cup and one for the coffee pot. Boil ten minutes and allow time to settle. Fill the cup with three parts coffee and balance with cream or scalded milk.

There are those who will take exception to the instructions in this recipe for "boiling," but I have found that, with coffee drinkers generally, boiling is popular, for the reason that it extracts everything contained in the coffee, and although it is true that the flavor can be extracted by a mere infusion, the body of weight of liquor is not obtainable without boiling.

As a further aid to selling periodical demonstrations, preferably in cold weather, should be useful. The expense of such is not great and a small cup, perfectly made, of your best line served with cream will act as an inducement for many a new customer to buy.

#### THE USE OF CHICORY.

In the history of the grocery business chicory has always been associated with coffee, and the judicious use of it is, without doubt, advantageous.

Many coffee consumers are much prejudiced against chicory or rather against the name, due largely to over-adulteration by grocers in the past when coffee was much higher-priced than it is at present. With low-grade coffee costing 22 to 23 cents per pound it was a great temptation, for the sake of profit, to add a too liberal proportion of chicory, so much so, that blends containing 50 or 75 per cent. were common articles of commerce. With the same low-grade coffees obtainable at 14 cents per pound and less the addition of chicory, from a profit point of view, is quite unnecessary. Chicory is now recognized as a most wholesome and harmless adulteration in coffee, and is appreciated, although unconsciously so, in blends containing 10 or 25 per cent. by a large section of the public who would consider there was something radically wrong with their beverage if the chicory were absent. At all events it is the custom of a great many grocers to add from two to four ounces to the pound, the consumer thus acquires a taste for the mixture and except in rare instances prefers the adulterated to the pure article.

Personally, I do not advocate the mixing of chicory with coffee, high grades in particular. It is true it adds body to the liquor, but it appreciably destroys the natural delicacy of flavor in a really good coffee—and in a properly balanced blend the addition of body should be unnecessary.

The chicory question has been threshed out over and over again in trade journals—much being written pro and con, but the wisest plan to adopt is to leave it to the individual tastes of the customers. If they prefer an admixture by all means supply it. When the sale of coffee is made endeavor, if possible, to sell two, three or four ounces of chicory in a separate parcel, to be mixed at home as required; in this way the purchaser can ascertain if he likes the addition, and if he does the proportion needed to suit his taste. Some coffee drinkers will have already decided the question and will ask for a stated quantity to be added, in which case the desired amount of chicory "nibs" can be added to the berry before grinding.

The grocer in buying should select a good, heavy-weight chicory, uniform in color and grain, and now, that as good an article is grown in Canada as can be produced anywhere in the world, it is not necessary to purchase the more expensive English and German growths. Before making your selection carefully draw a teaspoonful in a cup of boiling water. The

liquor should be sweet and faintly pungent with no disagreeable flavor, and have all the necessary body.

In conclusion, no branch of the business is more worthy of the attention of the grocer than the buying, handling, and selling of coffees. A careful study of the tastes of his customers is of the utmost importance, for be it remembered that "tastes differ" and the delicate flavor of the high-grade Java, is so delicate as not to be appreciated by the every-day coffee drinker, a coarser, harsher flavor often being preferred.

Success awaits the man who will make a leader of coffee—and in doing so supply the public with a good and fresh article at a reasonable price. Try the experiment.

### The Second Prize Essay.

By WILLIAM RHODES (Quality), Brockville, Ont.

COFFEE is one line among the many which a grocer handles that is capable of being made a distinguishing feature in one's trade; that is to say, a man may, by diligent pushing, assisted by a little judicious advertising, establish a reputation for fine coffee which will bring him trade outside of his regular customers.

This is something which should be aimed at for several reasons: First, it pays you a good profit; second, it is a good advertisement, and third, it helps to bring trade for other goods. Now in order to accomplish this desirable result, the first step is the

#### BUYING.

We presume these essays are intended for the benefit of retailers generally, so first, we would say, do not attempt to import your coffee green and do your own roasting unless doing an exceptionally large business. There are several good, reliable houses in Canada handling coffee and spices combined whose goods can be relied on both for quality and price, and we would recommend placing your account with one of them. They will do the roasting far better than you can, for they will do it in so much larger quantities under the watchful eye of men who, after years of practice, have become experts and know just when the proper color has been attained. Besides, there are several items in the cost of roasting which have to be taken into account, such as interest on investment (cost of roaster, etc.), fuel, shrinkage in weight, risk of burning a batch occasionally, and last, but not least, time consumed which could be far more profitably employed in attending promptly to customers, arranging stock attractively, or collecting accounts.



Wm. Rhodes, Winner of 2nd Prize.

A merchant should know all he possibly can learn about the goods he is handling and so it is a good plan to

#### GET SAMPLES OCCASIONALLY

from other houses and draw them against the ones you are handling in order to compare values. It is also well to familiarize yourself with the flavors of the different coffees as well as noting the shape, style and general appearance of the berry. In these ways you may become something of an expert yourself in time.

Now, as to the different kinds of coffee. They consist of Ceylons, from the island of that name; Javas from the islands of Java and Sumatra; Mochas, from Arabia; Maracaibos, from

Venezuela, in South America; Santos and Rios from Brazil, and Jamaicas from the Island of Jamaica. There are a number of other kinds. In fact, there is more or less coffee grown in nearly all tropical countries and islands, but the kinds we have mentioned are the ones best known to commerce.

The Plantation Ceylon is considered one of the finest coffees grown, and has its largest sale in Europe. Its sale in this country is limited; partly because it is not known, but principally on account of the price which ranges from 35 to 36 cents per pound. Having a rich, full flavor, it is often used for toning up other coffees, or makes a very fine cup of coffee alone.

But the names of coffees most familiar to the public are Java and Mocha, and there is a great deal of coffee sold under these names which is a libel on them.

Java and Mocha are the coffees which should be pushed, as they give the best satisfaction when your customers become educated to them.

There are lots of people who drink cheap, heavy, black coffee with a thick sediment in the bottom of the cup and they like it because their taste has been educated in that direction. But if you could get them to try a blend of Java and Mocha, and persist in its use for a short time, they would soon prefer it and they could not be induced to return to the cheaper grade. There are, of course, many grades of both Java and Mocha, the difference consisting partly in the draw and partly in the style of the bean, which is due to the care in cultivation and place of growth. Private Javas, which are the finest grown, are those grown on private estates where they get the greatest possible care in cultivation, and command prices ranging from 35 to 45c. per pound, but they are sold almost entirely to wealthy city trade.

Old Government or Mountain Java will be found satisfactory to ordinary trade, and when blended with Arabian Mocha, in about the proportion of 4 parts Java to 1 of Mocha, will make an excellent coffee to retail at 40c. per pound. Mocha does not make a desirable coffee alone, because of its peculiar acrid flavor.

Next in order come the Maracaibos—a medium-priced coffee. Here, again, you find a number of different grades. The best grade is branded "C. C." from the district of Cucuta, in Venezuela, its place of growth. At its present wholesale price, 10c., it makes excellent 30c. coffee alone, while by blending with Mocha and Java you have a choice 35c. grade. We do not recommend the use of chicory unless your customers demand it particularly.

The grades which retail at 25c. per pound or less are composed of cheaper Maracaibos, Rios, Santos, Jamaicas or a combination of several of them to suit the price and the customer.

You may buy small quantities of the different cheap lines and blend them yourself, or you can give your coffee house a price limit and have them put up the best blend possible at the price.

We think this the best plan as you do not require to bother with so many lines nor keep so large a stock. It is pleasing to note that Canadians as a people drink principally the best grades of coffee, the cheap package stuff, such as is sold largely in the United States, having little or no sale here. This condition of things is better for the seller, as the higher-priced article affords a better profit, and they certainly give greater pleasure in the cup to the consumer.

#### HANDLING.

The first point under this heading is the quantity to buy. Our rule is, to buy only a month's supply at a time and have it shipped in air-tight tins, as when coffee is exposed to atmospheric changes it absorbs the dampness, making the bean tough and rubbery, thus losing its crispness and fresh flavor. Coffee is one article which must be fresh to be as good as

possible, so we would say, never buy ground coffee, as the delicious aroma and flavor of a good coffee passes away before it is all sold no matter how tight the tin, and a poor coffee is certainly not improved by being kept ground. If you desire to draw people's attention to your coffee by means of price tickets, put it in a glass dish with a tight-fitting cover.\*

#### SELLING.

We now reach the last and most important point in connection with this subject, namely, the selling, for this touches your profit—your living.

The main point in selling is to get yourself and your goods prominently before the public. Use every legitimate means by which to get the people talking about your coffee, so that they will think you have the best coffee in your town or neighborhood. One way to accomplish this is to

#### ADVERTISE IN YOUR LOCAL PAPER.

A large and expensive space is not necessary as a small one written up in plain, catchy style will often do just as well. Change it often and make quality your strong point. Keep hammering away on quality, quality.

Quote prices occasionally if you wish, but don't cut prices. A cutter generally cuts his own throat first. Have your profit and sell good goods, for that is what tells in the long run.

#### TO DEMONSTRATE COFFEE.

Another very good way of advertising your coffee is by demonstration, when possible. Very often a back corner of a store or a small room in connection with a store could be fixed up cozily with little trouble or expense. A few small tables and chairs which can be rented cheaply; a good sized coffee-pot on a gas-burner or stove; clean linen, dainty china, and a plate of five-o'clock tea biscuit on each table, and you are ready for callers. Of course, a demonstration, to be a success, must be well advertised for about a week beforehand.

Another point is to watch your customers' orders and see if they all buy their coffee from you. If you find that any do not, introduce the subject in a careful way, ascertain their particular taste as nearly as possible, give them a sample to try and tell them to be sure to let you know how they liked it. If they should forget to do that, ask them yourself and if that sample failed to please give them another blend, and so keep on until you strike something to suit their taste.

Do not keep much coffee ground up ahead. It is, however, a good plan to grind what you think will be needed on Saturday first thing in the morning, so that customers get the benefit of the aroma when they crowd in.

In conclusion, do not get discouraged if results do not follow as quickly as you think they should. Be patient and keep pounding away on quality first and success will be yours eventually.

### The Third Prize Essay.

By R. H. HUDSON (Wahbunung), Toronto.

I AM not asked to say anything in this article as to the history of the coffee bean, or as to the amount used in our own or foreign countries. Instead, as the preacher would say, my text has been given to me and I shall proceed with the subject on hand.

To my mind the buying, handling and selling of coffee, is the most important by far of all the duties of the grocer; and it must, of necessity, call for the greatest possible care and intelligent consideration on his part and the faithfulness of those associated with him in seconding his efforts to maintain a high standard. For no matter what care and wisdom have been manifested in buying, unless they are handled properly, the selling of them will eventually amount to but very little in building up and holding your trade.

#### THE MOST SUITABLE COFFEES.

In buying your coffees you must know what kinds suit our water; that is, what coffees are the best to use where you have hard water, and what kinds are best where the water is soft. The kinds which I believe to be most suitable here are Mocha, Java, Ceylon, Maracibo, Santos and Rio; and grocers, in Canada, at least, should be very sparing indeed of any other kind. Two of the kinds mentioned should never be put in where finest quality is sought, as delicate flavor departs when you sprinkle Rio or Santos in your blends, just in proportion to the extent in which you use them.

#### THREE GOOD BLENDS.

If your trade demands what mine has you need about three regular blends. The first should be a well-colored, strongly-



flavored blend of about 10 parts Mocha, 4 parts Java, 2 parts Ceylon and 1 part Maracaibo. A second blend, very mild for those who delight to smack their lips and say, "There's the flavor!" would be of about 10 parts Java to 4 parts Mocha and 1 Maracaibo; while a third blend to please the cheap trade can be made of about 4 parts Mocha or Ceylon, 4 parts Maracaibo and 3 Rio or Santos (Santos preferred).

But whatever blends you have keep them the same. and buy so that you may be able to do so. You may as well

attempt to fly as to please your trade by giving one good blend this time, and a different one next time, and so on. Give a poor blend, if you must, all the time, rather than a good one and a poor one alternately.

Seeing, then, it is so important to have a fixedness of flavor, you must necessarily obtain the same coffees and not go hunting from Dan to Beersheba for something cheaper to palm off on your trade; for when it comes to drinking coffee, the trade worth seeking demands the best and will pay for it. The proper way, no doubt, is to have a sample of your last

purchase on hand and draw to match; and never buy, or, at least, never have roasted more than a week's supply on hand at one time. Never mind that quarter of a cent extra for roasting often, for the resulting benefit will extend into dollars.

#### BACON'S OPINION OF COFFEE.

The philosopher, Bacon, said of coffee: "This drink com-forteth the brain and heart and helpeth digestion." Fortunately for him that he does not live in this day and be forced to drink some of the mixtures sold for coffee!

There is a reason for the large sale of package coffees which give so little profit on a turn-over; and possibly you've guessed it by what I have said. "There the same poor quality," do you say, "but they can always be relied on for one thing, namely, the same flavor as last time." And the demand for these package goods is on the increase and will be still greater if you will not buy what will change your cereal, or chicory, or paste-drinking customers into substantial coffee customers; and your casual coffee customers into well-pleased and delighted customers, who must have your blends no matter where they move, so long as it is within reach of you at all.

There is no food which gives the mental exhilaration and physical buoyancy which coffee gives; hence the importance of purchasing with this high ideal in one's mind and not merely to gratify a fancied whim on the part of your customers. Be firm in your resolve to have the best procurable, and to always have the best.

#### CARE IN HANDLING.

Then, there is the handling of coffees, so dependent on the buying and so fraught with important issues. For how true it is that the best coffee ever imported can be spoiled entirely by careless handling; handling by wholesalers or jobbers, and later by the retailer or his assistants! Grocers err mostly in some of the following ways: By exposing the bean in the store or window for show or advertisement, leaving it in the same store-room with coal oil, or fruit, such as oranges, lemons, pineapples, etc., or vegetables, such as turnips, cabbage and potatoes. You remember what the proverbial preacher said: "Brethren, these things ought not so to be." And so we must lay all the emphasis possible upon the importance of keeping this delicate berry away from its grocery store associates: for nothing can improve the flavor of the bean, but dozens of fruits, vegetables, etc., can do untold harm.

Another thing I must mention is the

#### PACKING OF ORDERS.

a very important matter, and yet one which is relegated to the freshest boys in the store. A lady returned a pound of coffee a short time ago, complaining of a taste of sulphur about it, and the fact was revealed that it had been packed on the top of a box of matches which went in the same order. And I could give you similar instances, where good coffee had been rendered almost useless and the trade of the customer in question jeopardized. Be sure always to pack the tea and

coffee away from anything and everything which could possibly affect it, and the best plan is to have a separate box, clean and dry as a bone, for teas and coffees, then it will run no risk of being packed in a fish box, a haddie or codfish box, for instance. I spoke about this not long ago to a delivery clerk and he replied, "Why, haddie boxes are the nicest delivery boxes we have!"

I have often thought how much I would like to take some of our grocers and clerks through some good coffee-milling establishment, where they could see for themselves how very particular the operators are in their work of sorting, then cleaning and grading, then roasting of the berries. While the coffee is yet warm it is ground and packed in tin boxes, half-pound, one pound, and up to fifty pound tins, when it is labelled and taken to the ware-room ready for shipment, the whole manipulation, from beginning to finish, being a practical demonstration of the

#### NECESSITY OF CLEANLINESS

and the utter absence of all foreign flavors. It is not a question of what our mothers twenty years ago thought about coffee, or how the grocer around the corner used to handle his coffee, for likely he had only one scoop, and it had to do duty for pepper and tea, cloves and coffee, as well as salt, sage and snuff. This is a day when law and order should be recognized everywhere, and especially should we have the best going in our up-to-date stores. I would just as soon think of taking the peek measure or oyster ladle to fill up my coffee with as the scoops which are used by some grocers daily. No wonder your customers have been driven to the package goods, for they have seen some of your habits and they "beg to be excused," and so take the other fellow's brand, while you are out a nice little profit. Worst of all, you have by your carelessness forced them to use some brand which can be purchased anywhere else, and so they need not put themselves about to come to your store, when they can just send across to the little corner grocery. A customer lost through careless handling! Are our customers particular? Are they cranks? Let us praise them for it, and be even more particular, for it is right and will surely pay.

And so the proper handling means the easier selling, for after all

#### SELLING IS THE GOAL.

We buy and handle to sell. We read and think what and where to buy and how to handle that we may sell the goods. And how pleasant and comparatively easy it is to sell what we have confidence in ourselves; what we know comes up to our ideal of what is possible in coffee blending.

If there is one kind of an individual for whom I have no respect, it is that storkeeper who prates about relatives, friends, weather, the latest in novels or shows; but when he is asked about coffee is as dumb as an oyster. What is the matter? Why, his heart is in these things and not in his business; and the day seems so long, and dinner time or supper hour so tardy in coming, because he doesn't enjoy his work, and he is not trying to do his best. Know how to prepare coffee yourself and you will be able to speak from experience.

When the boys came home from South Africa how we endeavored to get near them to talk with them! Why? Because of their experience, thrilling and interesting as it was! And their words burned themselves on our memory, and we said: "What splendid fellows!"

And if we wish to impress our opinions upon our customers, we must

#### SPEAK WITH AUTHORITY.

though humbly and kindly, and be able promptly to give a reason why we recommend any special blend of coffee, so that if Miss A. wishes a nice, mild drink, we shall explain the character of our No. 2 blend, and if Mrs. B. wants a good, strong drink, our No. 1 blend will just suit, and so on. Take your customers into your confidence, and explain the proper mode of preparing for use; for really very few people know how, but will follow your advice gladly.

Sell your customers your best. Rather sell half a pound of good than a pound of cheap coffee, and it will pay you to do so. Few are attracted by low prices. It is quality that draws, and quality that retains.

Demonstrate your best blends occasionally. Serve with dainty cups and saucers.

Advertise judiciously. Let the people know that you are still alive and in the old stand.

Be good-natured, courteous, attentive, and keep your blends always up to the standard and enclosed in well-fitting tins, arranged in sight of your customers.



R. H. Hudson, Winner of 3rd Prize.





Our packages are larger and more attractive in style than any others.

The quality of our goods is superior to anything else on the market.

**MORSE BROS., Proprietors, Canton, Mass.**

For sale by all Wholesale Grocers; also the McClary Mfg. Co., London, Montreal, Winnipeg, Vancouver and Toronto.

### HE MISSED HIS VOCATION.

**D**O you believe in palmistry? I suppose it is unnecessary to say that it is the science by which a palmist looks at your palm and by the lines on it tells not only your characteristics, but your probable future.

I never believed in it much until the other day, when a palmist read my old flipper and told me what sort of a man I was. I had no idea before that I was such a nice man. I repeated the whole thing to my wife that night, and I could see that she was impressed. After I was through, she observed that it was strange that after 28 years of married life she hadn't discovered some of the good qualities that the palmist had found in two minutes.

Seriously, I believe in any science or fad, whichever you please, that can see as far into a man's disposition as that palmist saw into mine. Actually, the analysis was so close that I felt an involuntary, modest shrinking while I was in the man's presence—sort of fearful that he could look right through my shirt and see the old brown mole on my heaving bosom.

I asked the palmist whether he himself believed in the thing. He said, with great earnestness, that he did, and argued that, in his opinion, it was not in the Divine plan to send a child to earth with no guide post by which his leanings should be determined, like a compassless ship. The lines of the palm, he thought, were the signs of character and trend by which a child should be started right on the walk of life.

This gives palmistry a practical bent that has never been claimed for it before. If the argument is logical, a father could forecast from the palm of his month-old baby that baby's future—what it was cut out for; what it should be.

For neither the shape of the hand nor the lines in it change, be a man 70 years old or 7 days.

I couldn't help but think of these things the other day as I stood in the little store of

a grocer and notion seller in a small Pennsylvania town. I have known the old fellow who runs this store for a good many years. He is about 70 years old—one of the little, old, mild-mannered fellows who invariably have large families.

The description of this old man will probably be recognized by nearly every salesman who travels through Central Pennsylvania. He has never been a successful merchant—he has never been anything like successful. He is as good an example of a misfit as I ever saw.

This poor old grocer is absolutely at the mercy of every salesman who sells him goods. He knows nothing about buying—he can't seem to learn anything about it. When the salesmen tell him to buy he buys. The salesmen all know the old fellow and they take care of him, for while any travelling man will dump with pleasure the merchant who poses as a smart Aleck, they are protectors as true as steel to the man who admits his ignorance and puts himself in their hands.

The old fellow takes a trade paper and seems to read it in a desultory fashion, but information about the markets seems to make no impression on him. He hasn't a shred of business instinct, and he has grown to lean so absolutely on the salesmen that he no longer considers it necessary to think for himself.

If this lamentable old failure had only had a father to study his palm as he lay in his cradle, he might have been spared this lifetime of failure. I looked at his hands that day as he wrapped up some sugar. They had long, slender fingers—a beautiful hand—the real artistic hand. The man should have been an artist or a musician. Never in the world should he have been a grocer or a merchant of any sort.

But seventy years ago palmistry, with other things, was probably not even dreamed of.

His customer gone, I engaged the old fellow in conversation. I wanted to see

whether my little attempt at reading his hand was borne out by the facts.

I asked him how business was. "Bad." I have never heard him say anything else for ten years. I looked about the store for a means of getting at what I wanted. Finally, I saw a gay colored poster back of the counter.

"It's wonderful," I said, "how beautifully color printing can be done nowadays. Look at that child—the flesh tints in the face there are wonderful!"

"Fair," said the old fellow, briskly, "but they need brightening a little. They're a little too pale. As a rule, the tones in these posters are exaggerated, but in this case it's the reverse."

"Pardon me," I said, "but you seem to know something about these things. Do you paint?"

"Oh, no," he replied. "I used to do a little at it when I was younger, but I haven't for twenty years." And the old fellow sighed.

This aged and forlorn grocer, rubbing along at 70 with a poor little unprofitable grocery store on his bent back, might have made a national reputation as an artist. He "used to do a little at it when he was younger"—how that speaks of a born ambition, only half gratified, then strangled!

One look at his hands had told me more about his bent than a lifetime had told either himself or his parents.

All this for the want of a shrewd, keen-eyed palmist to look at that baby's palm, and say, "This child's bent is artistic; he should play, or sing, or paint."—Stroller, in Grocery World.

### NO ESTABLISHED CREDIT.

Credit Man—Sorry, sir, but we cannot open an account with you because of your financial standing.

Rubbton—What's the matter with it?

Credit Man—Why, you've always paid cash.



# This Will Remind You

that our "Kiji" Tea has arrived at the Coast.  
Our travellers have samples of it, also other new Japans.

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**LUCAS, STEELE & BRISTOL, Wholesale Grocers, Hamilton, Ontario**

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**THE RETAIL GROCER should sell WILSON'S FLY PADS.**

**BECAUSE** they are 300 times cheaper than Sticky Paper.  
**BECAUSE** they are vastly superior to any other Fly Poison.  
**BECAUSE** they always give satisfaction.  
**BECAUSE** they pay 100% profit.

Avoid Unsatisfactory Imitations.

**Archdale Wilson, Hamilton, Ont.**

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**PURE**

**ALWAYS SATISFACTORY  
PROFITABLE**

## **Canada Baking Powder**

1-4's to retail 5c.

1-2's to retail 10c.

1's to retail 15c.

Never sell Alum Powders when you can buy this wholesome powder to sell at these prices.

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# **James Turner & Co.**

Wholesale Grocers

**HAMILTON.**

# GOAT TEA 1901.

Our Famous "GOAT" Brand Japan Tea just arrived.  
Packed in half-chests, boxes and caddies.

All orders holding will be shipped immediately.

## QUALITY BETTER THAN EVER.

**Thos. Kinnear & Co.,** Wholesale Grocers,  
49 Front St. East, **Toronto.**

### DOGS IN GROCERY STORES.

Dogs have their places, remarks American Grocer. They possess qualities that endear them to men and women. They also possess teeth that adhere very closely to a man or woman on occasion. Considering their affection for their master or their mistress and their friendship for friends, it is not surprising that so many dote on the dog, or even that women make fools of themselves over their beribboned puppies.

There may be a question as to whether a dog is in his place in a woman's arms, but there is no question that a dog in a grocery is, head, tail, and 'tween ribs, entirely out of place. We are not referring so much to the customer's canine as to the grocer's dog. He may be big, little, or average—the airy greyhound, the sportive terrier, the grim-visaged bull, or the majestic mastiff. In each and every case, the animal is out of gear with the business.

We are not referring to his natural-born habits. Under proper discipline they can be properized. Neither do we refer to any probable (though there is always a possible) attempt of the dog to make both ends of his teeth meet in somebody's calf. Our objection—rather, criticism—is that a dog lying in the doorway or cavorting about the

store is, in commercial parlance, "in restraint of trade."

Fear of the stranger-dog is inborn in most of the sons and daughters of Adam. Many a child, many a woman, and, more or less, men, have been prevented, by fear of a canine dental operation, from going into a store to buy goods. The dog-owner loses customers, alias profits, by the presence of his four-legged companion to such a degree that, did he realize it, it would make him both say and put in practice "Dog gone!"

It is always exasperating to the dog-fearer to hear the owner so confidently remark, "Oh, never mind, Jack; he won't bite," while the watchful "critter" is suspiciously looking at you and growling ominously. Curious, isn't it? The dog-owner is always sure his dog will never bite.

Friend grocer, if you are in business to realize the largest possible returns, either make a door-mat out of your dog or give him to somebody who has neither business nor friends.

The grocer who keeps his dog in the store To snap at the cat or indulge in a snore, Will add to his customer's comfort and ease, Will find that his sales will be sure to increase If he shortens the "dorg" by a head and a tail And announces the fact to his trade by next mail.

### GROCERS TO HAVE HORSE RACE.

On Wednesday afternoon next the Toronto Retail Grocers' Association intend enjoying an afternoon's fun at Exhibition Park. Owing to the fact that some of the events at the annual picnic at Oshawa were not run off, several prizes donated for that day were not disposed of, so it was decided to have another afternoon's sport.

There has been during the past year or two considerable discussion among the grocers of Toronto as to who possesses the speediest horse, so it has been decided to hold both trotting and running races to decide the championship.

Owing to the roughness of the ground at Oshawa, the quoit match there was not altogether satisfactory, and another match, to which entries from both travellers and grocers will be received, will be held. Another interesting event will be a relay race between grocers east of Yonge street and those west of Yonge.

A baseball match between the grocers' association and the wholesale fruiterers of the city is also on the programme for the day. This is likely to be a warm, keenly-fought contest.

Altogether, the afternoon promises to be an unusually interesting one.

# ARRIVING OCTOBER

## LOCHFYNE HERRINGS in Kegs.

## OLIVES in Glass and 2 and 5 Gallon Kegs.

A. F. MacLaren Imperial Cheese Co., Limited.



When visiting the City we cordially invite you to make

◀ **36 YONGE STREET** ▶

your down town headquarters. Our staff and services will be at your disposal.

# THE DAVIDSON & HAY, LIMITED

36 YONGE STREET - - TORONTO.

## FIRE INSURANCE RATES IN THE MARITIME PROVINCES.

In its report of the discussion of fire insurance rates at the convention of the Maritime Board of Trade, The Monetary Times says that eight delegates retired while the subject was under consideration.

Our contemporary has been misinformed. Only one retired, and that one was Mr. W. M. Jarvis, St. John, the representative in the Maritime Provinces of the Liverpool, London and Globe Insurance Company, who did so, as he said, from a sense of delicacy. Our reason for referring to the error is to smother any impression that might get abroad that anyone left the meeting as a protest against the resolution that was under discussion. Instead of there being any dissentients, the delegates were unanimously in favor of the resolution.

In our own report a slight error occurred, through the printer substituting the word "have" for "leave" in the second line at top of third column, page 15. The sentence, which was in Mr. Jarvis' address, read: "But it was a serious matter to

have these boards and so weaken the influence which they exercised for good." Substitute the word "leave" for "have," and you have the sentence as Mr. Jarvis spoke it.

## A SAD REMINDER.

The following, wreathed in a black border, was received a few day ago at this office. Kelly, Douglas & Co. are wholesale grocers in Vancouver, and THE CANADIAN GROCER sympathizes with them in their sudden and terrible bereavement:

VANCOUVER, B.C.,  
August, 20th, 1901.

With sincere regret we beg to announce the death of Mr. F. R. Douglas by drowning on the ill-fated steamship Islander, which was wrecked amid icebergs off Juneau, Alaska, on Thursday morning, August 15th, 1901.

Yours respectfully,  
KELLY, DOUGLAS & CO.

A. F. MacLaren Imperial Cheese Co. are booking orders for a fall shipment of olives in glass and kegs.

The Ross Tea Co. are demonstrating their tea at J. T. Petrie's store, St. Catharines, this week.

## WINNIPEG MANUFACTURERS ORGANIZE.

Mr. T. A. Russell, secretary of the Canadian Manufacturers' Association, has followed up his success in organizing a branch of the association in Vancouver by the organization of a similar branch in Winnipeg.

On Friday last the inaugural meeting of the Winnipeg branch was held and the following officers elected:

President—F. W. Thompson.  
Vice-President—E. F. Hutchins.  
Secretary (pro tem)—C. N. Bell.

The following committee were also appointed to form a Provincial Committee: D. E. Sprague, F. J. Maulson, R. Muir, E. L. Drewry, G. F. Bryan and J. Hanbury.

Mr. Russell returned to Toronto on Tuesday.

## FIRE IN A TORONTO GROCERY.

Late Wednesday evening fire was discovered in the grocery store of A. White, 440 College street, Toronto. The flames had originated in the cellar (it is thought from a lighted cigar butt thrown into the grating), and had burned through the floor before it was noticed. About \$600 damage was done, which is covered by insurance.



## NIGHT and DAY.

A night and day staff has been found necessary to meet the large increased demand for

## Upton's Jams, Jellies and Marmalade

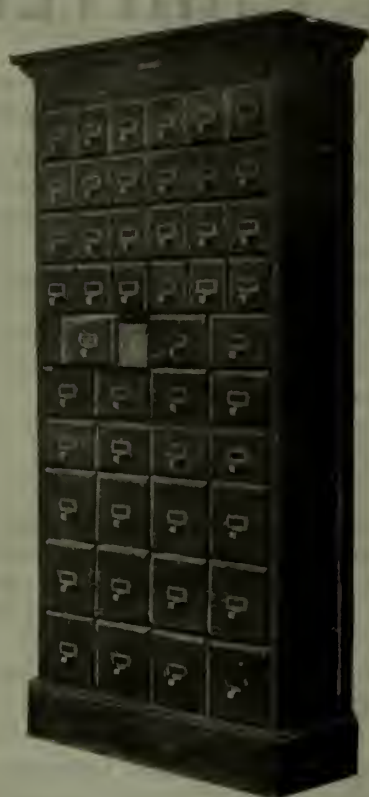
Your valuable orders will be promptly filled.

A. F. MacLAREN IMPERIAL CHEESE CO., Limited.



## SPICE AND GROCERY CABINETS.

**N**O part of a grocer's business has, of late years, received more attention than the arrangement of goods in his store. It has become a recognized fact that the appearance of a store has much to do with the success of the proprietor. The store which is dainty and attractive in appearance, in which everything is so placed as to keep it clean and sound, is the store which does much to attract and retain customers.



Owing to the especial need that spices and other delicacies handled by the grocer in bulk should be kept free from taint and dirt, the trade will be greatly interested in the spice and grocery cabinet, designed by J. S. Bennett, Toronto.

These cabinets are both substantial and attractive. They are fitted with drawers, which are a patent combination of block tin or galvanized iron and wood, which prevents cracking, shrinking and sticking.

They have a lip at the top, making them dust and insect proof; also a depression in the side, with a price card and a bronze label and drawer pull. The back and divisions of cabinet being metal, it defies mice and worms.

A cabinet similar to the one shown in the accompanying cut, and containing 24 drawers, each  $4 \times 4\frac{1}{4} \times 10$ ; 12, each  $4 \times 6\frac{3}{4} \times 10$ ; 12, each  $6 \times 6\frac{3}{4} \times 10$  inches, and made in either oak, birch or maple and hard oil finished, is listed at \$20. Other

sizes are made, listing at \$15, \$28.50, \$17.50, \$32.50, \$22.50 and \$40.

Further information re these cabinets may be secured by communicating with J. S. Bennett, 20 Sheridan avenue, Toronto.

## HOW THINGS GROW IN HAWAII.

How great are the possibilities of Hawaii as a fruit and vegetable growing country, will be understood, says an exchange, when it becomes known that four crops of potatoes have been produced in succession on the same piece of land within twelve months. Radishes become edible in ten days after sowing. Strawberry vines bear fruit all the year. The berries are of the finest flavor.

Cabbage grows all the year, and it apparently makes no difference whether it is planted in the spring, summer, autumn or winter. Parsley once sown, grows forever, apparently. Lima beans continue to grow and bear for over a year, and they have to be gathered every week after starting to bear. Cucumbers bear the entire year, and so do tomatoes, which, with proper attention, bear for years. Raspberries bear for six months.

Pineapples come into bearing when the plants are four months old and bear in abundance for years. Lettuce can be planted at any time and it develops quickly. The same is true of celery.

## BREAD BY EXPRESS FOR GROCERS.

To the extent of the truth of the axiom that there is no proof of quality in any article so convincing as a constantly increasing demand for it, the advertisement of The Model Bakery Co., Limited, Toronto, manufacturers of Weston's bread, in this issue should be a convincing one. This firm, by virtue of the consistent quality of their bread, and the satisfactory treatment they have always extended to their customers, have succeeded in extending their trade to 120 cities, towns and villages throughout Ontario.

The bread is expressed (prepaid) daily from Toronto in baskets. During August 7,500 lb., or  $3\frac{1}{2}$  tons, were shipped in this way every day.

In the great majority of instances this bread is handled by grocers, so that the increase in the demand for it has added materially to the revenue of many grocers throughout the Province. The Model Bakery Co., Limited, claim that this has not been the only advantage to the retailer handling their bread, maintaining that as bread is a staple article, the grocer who really handles good bread is bound to have a big connection with desirable customers.

## THE CANNED SALMON FLEET.

**T**HE Colonist, Victoria, B. C., of August 24 says: "To-day the sock-eye packing season ends, and in a short time the salmon carriers now arrived will have commenced loading the cases of British Columbian salmon for the British market. The Blytheswood, which has been lying at Esquimalt for a couple of months—having been one of the first of the salmon fleet to arrive—yesterday began to load ballast preparatory to going to the Fraser to begin loading, and the Largo Law, which has completed discharging her cargo of general merchandise on the Mainland is preparing to commence loading. The Combermere, which arrived some days ago at Port Townsend, is also preparing to receive her cargo.

"The salmon fleet this year will be one of the largest that has ever carried the British Columbian pack to the Old Country. In all nine ships have been chartered to date. The Beechdale is on her way up from Callao to load on the Fraser for W. A. Ward & Co.; the Red Rock is probably off the Cape waiting fair winds to enter with her cargo of merchandise, after discharging which she is to load salmon; the Santa left Juni on July 5 with nitre and general cargo for Honolulu, and is coming thence to the Royal Roads to load salmon; the Chas. Coteworth is 45 days out from Callao for the Roads; the Ballachulish left Santa Rosalia a month ago for Victoria, with part of her cargo loaded at Hamburg, to load salmon on the Fraser; the Havila is 50 days out from Santa Rosalia for Victoria, and with the vessels which have already arrived this will make a fleet of nine vessels in all which have been chartered to load the salmon pack of this season. As last year the fleet only numbered five vessels, it is seen that much more salmon is expected to be shipped to England this year than last. Last year's fleet was made up of the ships Ardnarmurchan, whose home trip was the subject of much speculation; Machribanish, Naiad, Fiery Cross and Clan Mackenzie."

Mr. C. E. Macmichael, of St. John, N. B., has been appointed agent in New Brunswick for Upton's jams, jellies and marmalade, and also for MacLaren's Imperial cheese.

Mr. Fred Carne, jr., Victoria, B. C., spent a few days in Toronto last week. Mr. Carne is one of Victoria's leading retail grocers, and is taking a holiday trip east, visiting, among other places, Minneapolis, Chicago, Buffalo and Toronto. He was one of THE CANADIAN GROCER's first subscribers in Victoria.



## If You Simply Want Vinegar

Any kind of vinegar—without regard to quality, or the satisfaction you give consumers, and are indifferent about your future sales of this article,

Then any old vinegar will do—at any price—but—

If you are in business to give your customers every possible satisfaction, and, incidentally, largely increase your trade and profits,

We want to interest you in

## IMPERIAL WHITE WINE VINEGAR

The highest standard of quality on this market—without a doubt. In Imperial you have a guarantee of absolute purity, full Government strength, strict uniformity, and perfect appearance, clear and sparkling.

Five grades—each the best procurable at the price.

## DON'T GET ALARMED

if your coffee trade is not what it should be. There is hope yet. Order a 10 or 25-lb. tin of "**Boston Luxury.**" It is truly a "breakfast pet"—makes such a rich, mellow drink—miles ahead of any other coffee. Try a sample tin of it. Price, 28 cents---whole or ground.

**JOHN SLOAN & CO., - - TORONTO.**



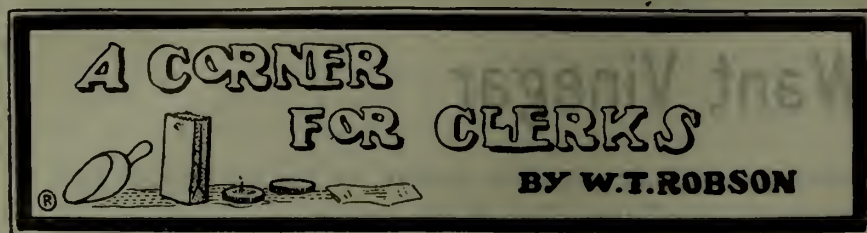
## PLEASE THE PALATE

of the people and you have them. That is where "KENT" Baked Beans show their superiority over all others. Their appetizing flavor creates a demand for "more," which it is the business of the enterprising grocer to supply.

In large, flat cans, to retail at 10c.

**THE KENT CANNING CO., LIMITED, CHATHAM, ONT.**





#### A QUESTION REGARDING PREMIUMS.

"J. McF." writes: Is there any advantage to the grocer to push the sale of a line of goods because premiums are offered to the consumer?

**I** THINK not. The grocer must expect the cost of the premiums to be deducted from his profits or the consumer must receive less value than he otherwise would were the premiums not given. The retailer is the most likely man to suffer, because the manufacturer will probably reduce his profit to cover the cost, expecting the additional demand on account of the premiums to compel the grocer to keep his goods. It is not reasonable to suppose anyone can give as good value with premiums as without them, for that is simply impossible. Why should the grocer, by encouraging premium goods, be a party to hurt the trade of his fellow-merchant in the bookselling, jewellery, furniture or crockery line? Every retailer knows it is just as easy to sell the customer goods without as with premiums, for the average customer, when buying goods, never, as a rule, considers the premium, but the quality of that he is purchasing. To me, it is strange that cheap jewellery, watches, pictures and furniture must (presumably) be given away to sell soap, tea, washing compounds and baking powders. It is not a legitimate business. If it is right, then extend the system and give us premiums on everything we sell. My own idea is: Have the value in the goods, irrespective of anything else, and build up a reputation for dealing squarely and honestly by selling goods on their merits alone.

#### VINEGAR TAPS.

"R.O.F." writes regarding the vinegar tap difficulty. He says: "We have found the use of wine faucets the most satisfactory. We also find that all wood faucets are easily split when hammering to position. This I always superintend myself, as I find most clerks 'ram them in any old way.' By boring the hole carefully, soaking the faucet before using, and a careful use of the hammer will insure perfect results."

This has been my experience to a large extent, and I also prefer the wine faucet to the all wood. It is not so apt to leak.

#### A QUESTION OF PARTNERSHIP.

"J.K." has a chance of going into partnership with another clerk, and buying out an old-established grocery business. He is now receiving a good salary as clerk.

It is very hard for me to advise you on a subject like this. One should be intimately acquainted with all the parties concerned

and the possibilities of the business mentioned before he is able to discuss this question in a fair way. As a rule I do not like partnership businesses. You should have a thorough knowledge of your partner's character before you make a decision. Differences of opinion on small matters have dissolved and ruined many a good firm. You are responsible for all the acts of your partner in connection with the business. It is not necessary for him to consult you—or you him, for that matter—so you must each fully realize the responsibility that rests upon you, for the welfare of the business depends upon this. I cannot advise you for or against this partnership. All I am able to do is just say a few words of warning along well-known lines. Where you have two men devoted to the interest of a business with sound commonsense, you have a partnership that is bound to be productive of good financial results. Again, when two men go into a business together and one distrusts the other, there is continual faultfinding, bickering over small things, allowing outside issues to interfere with their business friendship in any way, and you have a partnership that is going to end disastrously to all concerned. However, give this matter very careful consideration, talk it over thoroughly with your prospective partner, and have the agreement between you properly drawn up, so that nothing important is left to be understood. Have everything down on the agreement. This saves misunderstandings between you later. My only wish is that you may have success. One other important item: Don't leave your present position until the other is a certainty. "A bird in the hand is worth two in the bush."

#### PRIZES FOR CLERKS.

"G.S." writes: What about clerks getting prizes from wholesale houses for selling certain package goods?

More premium business, only it's the clerk this time. Well, he is no better than the customer, and should sell what his employer tells him. A proprietor often has lines of goods that are all right, yet they go slowly, and if he tells his clerks to push them out, they must (if the interest of the business has any weight with them) obey. I believe a man is paid to sell goods, and no particular line to the exclusion of others. If

the employer understands that his clerks receive this premium and is agreeable to the arrangement, then I have nothing to say, but under any other circumstances I do not think a clerk should push the sale of any one line of goods in preference to others, except as he receives instructions from his employer. Someone else wrote me asking this same question before; I hope we now have this matter finally settled.

#### WORKING FOR BOARD AND CLOTHES.

"Alex. B." says he is working at the business for only his board and clothes, for when he pays these two items he has nothing left for himself.

There are others in the same predicament, including a number of grocers, and some who tell me this are doing a good business, but are unable to get the profits. I'll admit it is not an agreeable condition of affairs, but at the present moment I am unable to suggest a remedy. If I remember rightly, you are young, and the experience you are now acquiring is valuable, providing you are making the best use of your time. A young man should be constantly fitting himself for higher and better employment. The opportunity is sure to come to him for using his knowledge. He may have some time to wait, but it is bound to come if he works for it. The trouble with the great majority of boys is they do not cultivate and develop their ability. They are always after amusement rather than instruction, and, as a consequence, fail to advance in any calling, simply because they are unworthy. We are all impatient. It is natural with some of us that we should be so, yet I often think most people get along as fast as they are qualified, yet we never think this of ourselves. It is pretty hard at times to get any honey out of the grocery life. It is an arduous business at its best, with lots of labor for small financial returns. One has to look long and carefully to find the redeeming pleasures of our business, and sometimes it is a question of a man's temperament if he ever finds any pleasing features in his business. The steadiness of the grocery business, unaffected by styles and seasons, is, to my mind, one of its chief attractions. One has to be continually working and selling in this business, and the successful man has no time to be despondent. Our business takes more of a man's time and energy than any other of which I have any knowledge. Dissatisfaction and despondency will wreck a man's prospects quicker than anything else, while the man who has hopefulness and cheerfulness will generally prosper.

J. & R. Robson, millers and flour and feed dealers, Brantford, Ont., have dissolved.





Royal is the baking powder of highest character and reputation, the favorite among housekeepers. The cheapest to consumers, the most profitable for dealers to handle.

Those grocers who are most successful in business---who have the greatest trade, highest reputation, the largest bank accounts---are those who sell the highest quality, purest, best known articles.

It is a discredit to a grocer to sell impure, adulterated and unwholesome goods; nor is the sale of such goods, even though the profits on a single lot may be larger, as profitable in the long run as the sale of pure, wholesome, high-class articles at a less percentage.

Trade is won and held by the sale of the best, the highest grade, the most reliable goods.

## Temptation

'Good Morning, Mr. Baker,  
 "I just arrived in town.  
 "Say, I've got the swellest premium  
 "That has ever been around,  
 "It goes with so much chewing gum;  
 "Burn me at the stake  
 "If I've ever seen its equal—  
 "How many will you take?

Then spake the lusty baker :  
 "Young man, that scheme's a fake ;  
 "For I figured with a drummer  
 "The profit I would make.  
 "I bought some Tutti Frutti  
 "From that chap, the other day,  
 "And from the way it's going  
 "Guess I'll want some more to-day;

"So put down some Tutti Frutti—Oh,  
 "Just a box or two ;  
 "For when it's fresh it's better,  
 "And sells much quicker too.  
 "The public have that feeling,  
 "When they want a chew,  
 "It's Adams' Tutti Frutti,  
 "No other brand will do."

## HERE WE ARE AGAIN !

Just to show that we are still in the ring we quote  
 you a **genuine small berry Ceylon Coffee**, roasted,  
 for **25c.** per lb., and it is a better coffee for a 40c.  
 retailer than most of those sold. We warrant you  
 will be satisfied.

## Pure Gold Co., Toronto.



# FOR QUICK BUYERS—

---

## *SINGAPORE* PINEAPPLES

### CANNED

WHOLE, TALL, 1½'s and 2½'s; SLICED, FLAT, 1¾'s; CHUNKS, FLAT, 1's.

OUR PRICES WILL INTEREST YOU; WRITE FOR QUOTATIONS.

THE **EBY, BLAIN CO.,** LIMITED

WHOLESALE IMPORTING  
GROCERS.

**TORONTO.**

#### CHANGE IN VANCOUVER FIRM.

One of the oldest firms in Vancouver, that of Weeks & Robson, has been changed, Mr. Robson retiring and Frank Penwill entering into the business, which will now be conducted under the style of Weeks & Penwill. This house was established some years ago, and has succeeded in building up a trade which has given it a standing among the first-class business houses in that city. The addition to the firm, Mr. Penwill, is a young Victoria man who has been for about two years in Vancouver, and lately has been bookkeeper in this store.

He is progressive, energetic and affable, and with his introduction the business will proceed forward to success. The many friends of the new firm will wish it a prosperous career.

#### OYSTER SEASON SHORTENED.

A despatch from Ottawa states that the close season for oysters has been extended for both Prince Edward Island and New Brunswick, for a period of eight days, so that they may not be gathered nor exposed for sale until the 24th of September.

#### A. E. CAVELL REMOVING.

Mr. A. E. Cavell, vice president of the Toronto Grocery Clerks' Association, who has for several years been with Brown Bros., of Toronto, has accepted a position with the International Correspondence Schools, Scranton, Pa., and leaves Toronto this week to enter upon his new duties. As Mr. Cavell is one of the most popular grocery clerks of Toronto, being a good entertainer, an excellent athlete and a right good fellow, he carries with him the best wishes of many friends and fellow-clerks in Toronto.

## 25 Years of Coffee Experience

is in our Excelsior Blend. To-day it is at the head of the procession for value. Coffee is not cheap because of low price. In the cup Excelsior shows its value and proves that coffee is the drink that cheers. Excelsior is always uniform, always pleases.

Try a sample can and increase  
your Coffee trade.

## Todhunter, Mitchell & Co.

Coffee Importers, - - - - - Toronto

# "Good Enough."

The day of "good enough" has gone by in the production of Salt. Modern methods have relegated the old-fashioned Salt of commerce to a back seat. Only **the best** will satisfy the particular cook to-day, and Windsor Salt anticipates her desire.

No woman is content with cooking that is simply "good enough" and no more is she willing to use Salt of inferior quality to produce the best results. "Good enough" won't do for her any more than for you---**Windsor Salt is the best by test.** Facts prove it, sales prove it. If you are not selling it, won't you prove it yourself by ordering it?---**prove it to-day!**

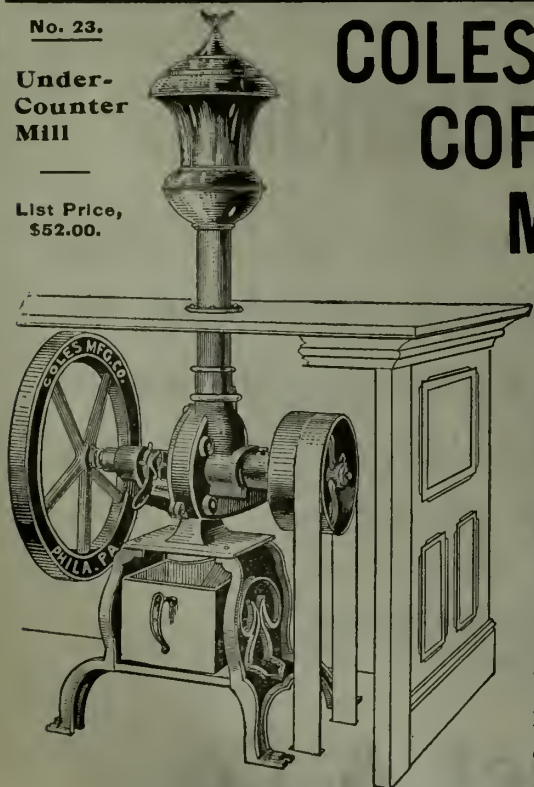
*Windsor  
Salt.*

*The Canadian Salt Co., Limited, Windsor, Ont.*

No. 23.

Under-  
Counter  
Mill

List Price,  
\$52.00.



## COLES COFFEE MILLS

None better for  
Granulating or  
Pulverizing.

Our mills will  
Pulverize with-  
out heating Coffee.

Every Coles  
Coffee Mill has a  
Breaker that  
breaks the Coffee  
before it enters the  
grinders, thus re-  
ducing wear of  
grinders.

A GREAT  
LABOR-SAVER.

Our Grinders  
wear longest.

Agents { TODHUNTER, MITCHELL & CO., Toronto.  
DEARBORN & CO., St. John, N.B.  
FORBES BROS., Montreal.  
GORMAN, ECKERT & CO., London, Ont.

COLES MANUFACTURING CO., PHILADELPHIA,  
PENN'A.

Purity  
Freedom from Acid  
Flavor  
Strength  
Brightness  
Freedom from Sediment

are what characterize our vinegar as  
different and superior to all others.

**Wilson, Lytle, Badgerow  
Co., Limited**

**TORONTO**



# THE CANADIAN GROCER

President,  
JOHN BAYNE MacLEAN,  
Montreal.

## THE MacLEAN PUBLISHING CO. Limited.

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, North-West Territories, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

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## ILLUSTRATE CANADA'S INDUSTRIAL LIFE.

THE preparations and decorations being made at all points to be visited by the Duke and Duchess of Cornwall and York are proceeding apace. It is right and fitting that arches and trimming of buildings should be done mainly for the purpose of ornamentation, and in an artistic manner.

But is there not also room for something to illustrate the industrial life of Canada? Are we to let the Royal party leave the country without some good illustration of the material progress which the community has made in the industrial arts?

We observe that at least a dozen of the leading newspapers of Great Britain will send representative correspondents to report the proceedings at all the points, and if they are struck by notable evidences of our manufacturing progress and development, the outside world will hear of it.

We observe that in Australia one of the arches under which the Royal couple passed was intended to set forth the immense butter-making industry of Victoria. Is it impossible for us to do something in that line here? What about our great cheese industry?

What about our fruit trade? Should these not be made to serve as part of the celebrations at certain points? There is nothing sordid or base about our parading

before the future Sovereign of this Dominion the extent of the wealth over which he must some day wield authority. The military demonstrations are all right as part of the celebration, and we thoroughly approve of them, but there surely must be room for other things, and the commercial phases of life in Canada can be made of sufficient interest to warrant their being included in the coming programme. Where there is to be an elaborate procession, the trades organizations can be made to play a splendid part, as they sometimes do at national fetes in Montreal and elsewhere.

We would like our readers to bring this suggestion to the notice of the committees in charge of the preparations, so that it may receive due attention. Arches to illustrate the dairy or fruit industries of Canada would not be expensive.

We could imagine a magnificent arch decorated with the almost tropical fruits which are grown in the open air of our clear climate, and any town in the vicinity of a fruit area which overlooks this feature will probably make a great mistake.

The Royal couple must have seen scores of the most artistic arches in the world, and, as far as high art is concerned, we are not likely to do any better than what has already been so well done in other parts of the British Empire. But whatever is unique, what is characteristic of our national life, will necessarily be far more interesting to our visitors than something along the daily level of ordinary decoration.

## EVIDENCE OF A POOR PEACH CROP.

One can usually gather a fair idea, from a glance at the exhibits at the Toronto Industrial, as to what kind of a peach crop Ontario possesses.

Judging from the character of the exhibits this year, the reports which have been published lately have by no means exaggerated the unsatisfactory character of this year's crop.

Last year, the peaches shown were large in number and exceedingly fine in quality. The conditions are this year decidedly the reverse.

Canned peaches, this year, threaten to become, like the canned lobster, almost a luxury.

## THE CALIFORNIAN FRUIT CROP.

THE present season has been up to date a most satisfactory one to Californian fruit growers. The crop has, on the whole, been somewhat under the average, but as the quality of the shipments has been unusually high, prices on all lines have been higher than they were a year ago.

The crop of cherries, which opened the season last June, was somewhat under the average and prices were kept steady and high.

Apricots, which came next to the market, were in fair supply, but an active demand held prices up.

There was an excellent crop of peaches, both in California and in the Eastern Southern States. The receipts in New York have averaged over 50 cars per day for some time. These large receipts naturally prevented high figures, yet the prices received were somewhat higher than last season.

Californian plums, which arrive on the market much earlier than the fruit from Oregon, Washington and Idaho, were an average crop, for which full figures were paid for all desirable lines.

Bartlett pears have been, however, the source of greatest satisfaction and most profit to the Californian growers. The crop in California was large and of superior quality, while, on the other hand, the extreme heat of July virtually ruined the crop in the Eastern States. Prices have consequently been fully twice as high as a year ago.

The least profitable crop of the season is the grape crop. It has been not much more than half a yield, and, though high prices are paid for well-colored grapes, only moderate figures are received for some of the receipts, which are not up to the standard in color.

While the growers have had a good year, an official report from the California Canners' Association states that the canners have not been able to put up a full pack. Owing to the brisk demand for the green fruit and to the difficulty of securing tin for cans, it is estimated that the pack of Crawford and Lemon Cling peaches and of Bartlett pears has not been above 30 per cent.



## THE FRASER RIVER SOCKEYE PACK.

**S**OCKEYE salmon packing for the season 1901 is over, and the results are most gratifying, as far as quantity is concerned. Packing practically ceased the last week in August, the run of salmon having ceased. There is now no close season.

The pack on the Fraser river, if not the largest on record, very closely approximates to it. The largest pack on record was in 1897, when 879,775 cases were put up. And, up to August 24, a few days before operations ceased, 876,101 cases were estimated to have been packed this season. In face of these figures, it is likely that the pack of 1901 on the Fraser will be larger, rather than smaller, than that of 1897. In fact, more than one advice from the Coast estimate the pack at 900,000 cases. The pack of sockeye salmon at the different Fraser river canneries, up to the evening of August 24, was given as follows:

| Cannery.                 | Cases. |
|--------------------------|--------|
| Albion.....              | 22,000 |
| Atlas.....               | 14,400 |
| Anglo-American.....      | 10,900 |
| Alliance.....            | 10,600 |
| Acme.....                | 12,000 |
| Britannia.....           | 23,611 |
| Brunswick No. 1.....     | 25,000 |
| Brunswick No. 2.....     | 24,000 |
| Beaver.....              | 18,369 |
| British America.....     | 13,667 |
| B. C. Pkg. Co.....       | 13,360 |
| Boutilier.....           | 10,233 |
| Can. Pacific.....        | 20,662 |
| Currie & McWilliams..... | 31,000 |
| Colonial.....            | 25,100 |
| Celtic.....              | 13,000 |
| Canoe Pass.....          | 12,426 |
| Cleeve & National.....   | 23,500 |
| Deas Island.....         | 20,800 |
| Delta.....               | 16,473 |
| Dinsmore Island.....     | 17,170 |
| Ewens.....               | 25,000 |
| English Bay.....         | 17,100 |
| Federation.....          | 18,956 |
| Fisherman's.....         | 14,240 |
| Fraser River.....        | 15,848 |
| Gulf of Georgia.....     | 44,386 |
| Great Northern.....      | 11,311 |
| Greenwood.....           | 13,300 |
| Harlock.....             | 15,851 |
| Hume.....                | 15,497 |
| Industrial.....          | 14,000 |
| Imperial.....            | 14,142 |
| London.....              | 17,280 |
| Phoenix.....             | 25,949 |
| Pacific Coast.....       | 19,538 |
| Provincial.....          | 13,000 |
| Premier.....             | 10,350 |
| Richmond.....            | 15,200 |
| Scottish-Canadian.....   | 45,583 |
| St. Mungo.....           | 20,750 |
| Star.....                | 18,020 |
| Terra Nova.....          | 18,600 |
| Vancouver.....           | 14,514 |
| Wadham's.....            | 19,519 |
| Western Pkg. Co.....     | 13,000 |
| Westham Island.....      | 11,971 |
| Wellington.....          | 14,925 |

Total..... 876,101

The pack on the Fraser river in 1898 was but 264,331 cases; in 1899, 527,396, and in 1900, 331,361 cases.

The total pack in British Columbia in 1897, the record year, was 1,040,000 cases. How the present season's pack will compare with that remains to be seen. One thing is certain: The pack on the northern rivers and inlets is a short one this season. In our issue of August 2, we pointed out that it would probably be only about one-half that of 1900.

There is naturally an easier feeling in regard to the price of canned salmon since it became evident that the pack on the Fraser was a large one. No change, however, yet appears to have been effected in the price of the standard brands such as "Horseshoe," "Maple Leaf" and "Clover Leaf." But on special and private brands there has been a reduction of 60c. per case on the Coast. There is an understanding among the packers on the Fraser to the effect that no cut in prices shall be made on the standard brands, the object being to protect dealers who placed their orders early in the season, and have in turn taken orders from the retail trade. In view of the light pack in the north, we may, however, expect a good supply of Fraser river sockeye salmon at a moderate price, something which has not been experienced during the last year or two. The English market is easier in sympathy with the conditions prevailing on the Coast.

On account of the large pack of sockeye on the Fraser river, it is said the canners will give little or no attention to cohoes this year. Should this idea be persevered in, it will naturally help to steady the market for sockeye salmon.

As pointed out in another column, the fleet of vessels to carry canned salmon to the English market will be larger than last year, there being nine, each with a carrying capacity of 60,000 cases, chartered for the purpose.

### OUR BACON TRADE WITH BRITAIN.

**T**HERE was a most unsatisfactory decline in the import of bacon and hams from Canada into Great Britain during the first seven months of the present year as compared with the same period in 1900.

In bacon the decline was over 35 per cent., the figures, according to British

returns, being £603,875 for the seven-month period of 1900, and £387,708 for that of the present year. The decline in hams was relatively greater, being nearly 49 per cent. The actual figures for the respective periods were £234,559 and £120,298.

It is somewhat satisfactory to know that the decline is not due to any unpopularity of our hog products in Great Britain, but simply to the inability of the packing-houses to obtain raw material enough in the shape of hogs to fill their requirements.

We know of one packer alone who, up to a few months ago, was short over 75,000 hogs compared with the same period a year ago.

A report published by the Dominion Trade and Commerce Department, but compiled from British returns, shows that while the imports of bacon and ham from Canada for the 12 months ending June were less in quantity than during the same period in either of the preceding years, they did not show nearly the same relative shrinkage as during the seven-month period to which reference has just been made. The figures giving the reports (in cwt. of 112 lb. and value in dollars) of bacon and hams into Great Britain from Canada during the last three years, ending June 30, were as follows:

|                | BRITISH IMPORTS OF CANADIAN BACON AND HAMS. |           |           |
|----------------|---------------------------------------------|-----------|-----------|
|                | 1899.                                       | 1900.     | 1901.     |
| Bacon.....cwt. | 500,100                                     | 547,797   | 414,356   |
| ".....\$       | 4,370,375                                   | 4,799,426 | 4,384,107 |
| Hams.....cwt.  | 142,473                                     | 166,065   | 155,110   |
| ".....\$       | 1,341,618                                   | 1,731,375 | 1,760,151 |

As the cause of the decrease in our trade with Great Britain in bacon and hams will naturally soon be rectified, we may confidently expect, in view of the high reputation Canadian hog products possess there, to see the results more gratifying in the future than they have even been in the past.

The imports of bacon and hams into Great Britain from all countries during the six months ending June for three years will give our readers an idea of the possibility of an increased trade in that direction. The figures are:

|                    | BRITISH IMPORTS OF BACON FOR SIX MONTHS. |           |           |
|--------------------|------------------------------------------|-----------|-----------|
|                    | 1899.                                    | 1900.     | 1901.     |
|                    | Cwt.                                     | Cwt.      | Cwt.      |
| Canada.....        | 153,026                                  | 247,050   | 131,542   |
| Denmark.....       | 601,340                                  | 583,574   | 524,388   |
| United States....  | 2,139,243                                | 1,992,354 | 2,165,710 |
| Other countries... | 14,005                                   | 26,418    | 17,886    |

Totals in cwt... 2,907,614 2,849,396 2,839,526

|                     | BRITISH IMPORTS OF HAMS FOR SIX MONTHS. |         |         |
|---------------------|-----------------------------------------|---------|---------|
|                     | 1899.                                   | 1900.   | 1901.   |
|                     | Cwt.                                    | Cwt.    | Cwt.    |
| Canada.....         | 60,318                                  | 75,685  | 34,613  |
| United States....   | 895,455                                 | 790,615 | 856,881 |
| Other countries.... | 1,574                                   | 1,883   | 1,663   |

Total in cwt.....957,347 868,183 893,157



## TRADE IN COUNTRIES OTHER THAN OUR OWN.

## CALIFORNIAN ORANGE CROP.

PRIVATE advices from the Coast, regarding oranges, state that the crop for the coming season is estimated at fully 25,000 carloads. "The fruit," says the advices, "is not so heavy on the trees, but with the increased acreage and favorable weather conditions we will probably ship more oranges from Southern California the coming season than last."

## SITUATION IN FILBERTS.

Private mail advices from Messina, under date of August 21, report on filberts: "Spot stocks are nearly exhausted. There remain only a few hundred bags. As regards October filberts there are many sellers and only a few are considered reliable. Many short sales have been made. It is feared some of the sellers will not fulfil contracts, and it is necessary to act very cautiously in making sales for forward delivery. Just as soon as this state of affairs changes we will be in a position to make firm offers for round lots and at prices lower than those quoted to-day."

## CANNED SALMON EASIER IN LONDON.

Salmon on the spot is easier, and the grocers, who have of late been simply buying from hand to mouth, are already taking advantage of the reduced prices, and a considerable quantity has changed hands. It must not be forgotten, however, that there are still six months trade to be done before the arrival of new salmon in any appreciable quantity, and considering that present stocks are, perhaps, the lowest on record, it would seem that the reduction in price, which has taken place during the last few weeks, is perhaps more than is really justified—for instance, the fall in flat salmon has, in some instances, been approaching 10s. per case, and in some descriptions of tall the fall is 6s. per case. It is also well to bear in mind that packers' ideas for the price of new are at present somewhat above the value of spot prices, and the mistaken policy frequently practised now-a-days of over-discounting the future markets, may be found in this instance to apply to salmon.—Produce Markets' Review, Aug. 24.

## CURRANTS IN GREAT BRITAIN.

The market for currants continues active, and Gulph and Vostizza fruit are 1s. to 2s. dearer, due to a steady business and rapidly diminishing stocks. As a full fortnight must still elapse before the first arrival of new fruit, and in view of the genuine scarcity of merchantable parcels, this ten-

dency is likely to become further accentuated during the next two weeks. Provincial is still in sufficient supply and unchanged in price. Shipments of new crop have been delayed by unfavorable weather in Greece, having hindered the drying, and the first steamer's departure may be expected to take place at the end of the present week, instead of several cargoes being despatched some weeks previously, as was originally expected. The earlier estimates of the crop are now generally considered to have been too liberal, and when the quantity retained by the Greek Government under the Parakratisis law (and fixed for this year at 12 per cent.) is deducted from the total, not very much more than 100,000 tons would seem likely to be available for export. If these calculations prove to be correct, prices at present quoted for new currants are likely to be fully realized, but, in the absence of authentic information, there is no inclination in the direction of speculative buying.—Produce Markets' Review, August 24.

## CALIFORNIAN PRUNE CROP.

Telegraphic advices from the Coast state that, in consequence of the determination of the Cured Fruit Association to erect its own warehouse, at least one member of the executive board has resigned from the organization. It is understood from the advices that the new packing-house is to be erected in spite of the opposition element. Another telegram stated that at the present time the association controls only about 30 per cent. of the prune crop. These advices, together with the low offerings of prunes of the new crop already reported, have tended to weaken the interest in both old and new prunes among buyers here. Mail advices supplementing previous telegraphic information state: "In some quarters on the Coast there is an impression amounting to a conviction that the estimates given out regarding the coming prune crop for this State (California) are too low. Some hold that the production will be in excess of 100,000,000 lb. The official estimate by the association is not exceeding 60,000,000 lb. Add to this 40,000,000 lb. for the Northwest, there is a total of 100,000,000 lb., as against a crop of 185,000,000 lb. last year. The carry-over, it is figured, does not exceed 35,000,000 lb. The crop of prunes in France is figured at 40,000,000 lb., and the Turkish crop at 88,000,000 lb., making a total estimated production for this year all over the world of 228,000,000 lb., compared with a total (also estimated) of 341,000,000 lb. last year. No figures as to the carry-over from last year in foreign countries are

available, but stocks in first hands in this country are estimated to be between 30,000,000 and 35,000,000 lb. Taking the inside figures this will make, supposing the estimates on the new crop are correct, a total of 258,000,000 lb. for the world, or 83,800,000 lb. less than last year. This, with the short apple crop and expected increased consumption of prunes on that account should take care of this year's production very easily provided prices are not too high. Discussing the situation to-day a prominent broker here said: "The trouble with figures on crops at the outset of the season is that they are apt to be very misleading. Last year early estimates figured a Californian crop of only about 120,000,000 pounds, when in reality the total was from 25,000,000 to 30,000,000 greater. No one knows what the carry over really is, and the crop is likely to be 10 or 15 per cent. greater than is figured on. The great trouble at present is the unsatisfactory conditions now existing on the Coast with regard to the Association. Suppose it continues this season, it hardly looks reasonable that a price lower than 3½c. basis on four sizes can be made without injury to purchases on the old stock on the 2¼c. basis. Yet if a 3½c. basis is made there is nothing to interfere with the outside selling at enough under to capture the business on the start off. The prospect is decidedly uncertain, and it looks now as though the trade here is disposed to wait for developments."—N. Y. Journal of Commerce.

## THE COLOMBO TEA MARKET.

Odell & Co., Colombo, Ceylon, in their tea circular of July 22, say: About 29,438 packages have been offered since our last, of which 24,625 passed the hammer at an average of 32c. per lb. The market remains firm with an upward tendency for all grades, especially common Pekoes and Pekoe Souchongs; there has also been some keen competition for good to fine broken, which have advanced in price. The quality shows an improvement and is likely to be good. The Chamber of Commerce quote shipments from January 1 to July 22, 1901:

|                                      | 1901.<br>Lb. | 1900.<br>Lb. |
|--------------------------------------|--------------|--------------|
| For London.....                      | 61,433,981   | 66,456,657   |
| " Germany.....                       | 226,304      | 188,696      |
| " Russia.....                        | 2,883,082    | 4,724,242    |
| " Other countries in<br>Europe ..... | 499,984      | 445,720      |
| " Australia .....                    | 11,706,689   | 8,628,686    |
| " America .....                      | 1,096,947    | 2,731,471    |
| " China .....                        | 1,755,619    | 783,867      |
| " Africa .....                       | 162,606      | 105,488      |
| " Other countries ..                 | 843,836      | 458,679      |
| Total.....                           | 82,609,048   | 84,523,506   |

A. F. MacLaren Imperial Cheese Co., Limited, have a shipment of Lochfyne herrings arriving.

*Competition is Razor Keen, Scrupulous and Un-scrupulous. You have to be forever on the alert, or your enemies will triumph. There is a wise way for looking out for No. 1, viz: Handle*

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# MARKETS AND MARKET NOTES

## INFORMATION FOR BUYERS.

If any reader wishes to know where any article can be purchased in Canada or abroad, a letter to the Editor will probably place him in communication with the seller.

## ONTARIO MARKETS.

Toronto, Sept. 5, 1901.

### GROCERIES.

THIS being the second week of the Industrial Exhibition, most of the local wholesale houses have their travellers in the warehouse to receive such of their customers who may be taking advantage of the low railway rates to visit the "Queen City." Quite a number of customers from outside points have visited the various warehouses during the week. Except those from distant outside points, few have placed large orders. The frequency with which travellers now call on retailers throughout the country leaves very little necessity for their buying when visiting the city during the Exhibition. The general volume of business is fair for this time of the year. The primary market has been a little easier on currants, but the cables indicate that a better tone is developing. Canned salmon is easier on the Coast on private and special brands, but no change has been made in the quotations on the standard brands.

### CANNED GOODS.

Reports vary somewhat this week in regard to the condition of the canned salmon market on the Coast. The market is undoubtedly easier on account of the large pack on the Fraser River, but quotations on such standard brands as "Horseshoe," "Maple Leaf," "Clover Leaf," etc., are unchanged, and it is not expected there will be. Private brands and brands not so well known can, however, be obtained on the Coast at about 60c per case less than they could here at the opening of the season, and there have been transactions during the week at the lower prices.

The situation in canned vegetables is much about the same as it was a week ago. Very little business is being done. The pack of corn is likely to be a fairly-good one, the crop—thanks to the rain—having turned out much better than anticipated. Matters are, so far, progressing well in regard to canned tomatoes. The

ruling price for corn is 75c. up from stock and 80 to 85c. for futures. Samples of new-pack corn have been shown during the past week, and the quality is pronounced to be excellent. Tomatoes are quoted at 80 to 85c. from stock and at 85 to 90c. for futures. The lowest quotation for peas is 80c.

Canned apples continue firm in view of the certainty of a light crop. The demand, however, is not brisk. Prices rule at \$2.25 to \$2.40 for gallons and 90c. to \$1 for 3-lb. tins.

### COFFEE.

There have been a few more transactions during the week on importation account, but importers are, as a rule, holding off in anticipation of lower prices. New York prices are, however, firm, and some lots which have been thrown on the market by bears have been quickly absorbed and prices have been maintained. The demand

See pages 37 and 38 for  
Toronto, Montreal, and St.  
John prices current.

on retail account keeps fairly good with quotations as before. Green Rio, No. 7, 7¾c.; No. 6, 8¼c.; No. 5, 8¾c., and No. 4, 9½c.

### SYRUPS AND MOLASSES.

Trade continues quiet in both syrups and molasses. Open kettle grades of New Orleans molasses are scarce and firm. Local quotations are unchanged.

### RICE AND TAPIOCA.

The usual steady trade is being done in both rice and tapioca. B rice is quoted at 3½c. per lb., Japan and Java at 5½ to 6c. Tapioca is 4¼ to 4½c.

### SPICES.

The pickling season is now on, and a good trade is being done. Ginger is firm, with an upward tendency. Pimento has advanced on crop news.

### SUGAR.

A little better demand has been experienced during the week, particularly on city account. Business is, however, still rather lighter than it should be at this time of the year. The outside raw sugar markets are dull and easier. Both beet and cane sugars are lower in Europe, and raws declined 3-16c. in New York last week. Holders in

the latter city, however, prefer, as a rule, to store their sugars than to accept the figures now ruling, which are exceptionally low. In the United States, country dealers allowed their stocks to run down so low that a forced demand, according to Willett & Gray, sprang up last week, and it has been maintained. Prices locally are unchanged.

### TEAS.

Local wholesalers report that a better demand has developed during the past week. It has been particularly noticeable in regard to Japan teas, induced, no doubt, by the better values that have been offered. There are Japan teas which last year sold as high as 22c., which can be obtained at 19c. this year. This, of course, permits the retailer obtaining a good tea to retail at 25c. Very little is being done in Indian and Ceylon teas this week. To what extent this may be due to the weaker markets cannot be said.

Mail advices from London, England, under date of August 23, say that at the auction, Indian tea, of good quality, sold well, while common and medium showed a decline of ¼ to ½d. per lb. In Ceylon teas prices were, on the whole, fairly steady, although some irregularity was occasionally noticeable.

### FOREIGN DRIED FRUITS.

CURRANTS—Some weakness was experienced in currants early in the week, cables from Patras announcing a decline of 2s. per cwt. A cable, however, received in Toronto on Wednesday said: "Market for sound fruit is strong owing to rain." The prices ruling in Greece are still 2 to 3c. below the figures ruling here for old fruit. The local demand is being well maintained. Ruling local prices are 9c. for Filiatras, 10½c. for Patras, and 12½c. for Vostizzas.

VALENCIA RAISINS—The local market is much demoralized as to prices. Sales are being made in some instances at a loss of fully 3 to 3½c. per lb. Ruling quotations are 5 to 6c. for selected and 4 to 4½c. for fine off-stalk. A cable from Arguimbau, of Denia, says that very few orders are on the market, and that lower prices are expected.

SULTANA RAISINS—The crop of Sultana raisins, which was recently estimated at 32,000 tons, is now placed at 25,000 tons, owing to damage by hot, dry weather. Prices, however, have not, so far, advanced as a result of the reduced estimate.



**PRUNES**—Prunes are quiet and nominally unchanged in price. Californian prunes are quoted at the following: 30-40's, 8 to 8½c.; 40-50's, 7½ to 8c.; 50-60's, 7 to 7½c.; 60-70's, 6½ to 7c.; 70-80's, 6 to 6½c.; 80-90's, 5½ to 6c.; 90-100's, 5 to 5½c. French prunes, 3½ to 4c.

#### GREEN FRUITS.

There is no diminution in the activity on the fruit market. Peaches, pears, plums, apples, melons and tomatoes continue to arrive in large quantity. Grapes are becoming more plentiful. Bananas are offering more freely, but there is not the glut noted last week. Blueberries and lawtonberries are still coming in, but they are not as sound as former receipts. We quote as follows: Pears, 20 to 40c. per basket; peaches, 30 to 40c. for white and 60c. to \$1 for red; plums, 25 to 40c.; apples, 25 to 40c.; blueberries, 75 to 90c.; tomatoes, 10 to 15c.; cucumbers, 10 to 15c.; gherkins, 35 to 45c.; peppers, 25 to 50c.; grapes, in 10 lb. baskets, 15 to 20c. for Champions and 25 to 30c. for Moore's Early and Moyer's; muskmelons, 25 to 35c. per crate of 12; watermelons, 15 to 25c. each; bananas, \$1.75 for 1st and 75c. to \$1 for eight-hands. New Verdilli lemons are offering at \$3.75 to \$4.25 per box, and late Valencia oranges are steady at \$5 to \$6.

#### COUNTRY PRODUCE.

**EGGS**—The market is steadier, as the demand is somewhat improved. The receipts continue large. From 12 to 12½c. is the usual quotation.

**BEANS**—There is little doing in a local way, but, on account of the stiff feeling in the growing districts, the quotations reported last week, \$2.25 to \$2.40, are still given out by jobbers.

**HONEY**—The market is stronger, and prices are 1c. higher for extracted. We quote: 8½ to 9½c. for extracted clover and \$1.35 to \$1.50 for No. 1 clover comb.

**DRIED APPLES**—There is still practically nothing doing, and dealers refuse to acknowledge a basis for this season's production. Some exporters predict high prices, but there is no certainty of that as yet. Evaporated apples are stiff, but there is little doing. From 7½ to 8c. is a fair range, nominally.

**POTATOES**—The market is steady, and, though the quality coming to hand now is superior to previous shipments, there is no change in quotations. We quote 55 to 65c. per bush.

**DRESSED POULTRY.**—There is a fair trade at steady prices. We quote: Chickens, 45 to 50c. per pair; hens, 45 to 50c. per pair; ducks, 60 to 70c. per pair.

**LIVE CHICKENS**—The Canadian Produce Co., 36 and 38 Esplanade east, Toronto, will pay until September 19, for spring chickens, not less than two lb. each, 5½c. per lb. For ducklings, not less than four lb. each, 4c. per lb. For hens (including last year's birds) 4c. per lb. These prices are for live weight on arrival. Crates shipped free and express paid up to 50c. per 100 lb. of chickens.

#### BUTTER AND CHEESE.

**BUTTER**—The market, especially for dairy grades, is decidedly dull. There is a moderate demand for creamery for export, but dairy is not wanted and is accumulating. We quote as follows: Dairy prints, 17 to 18c.; best tubs, 16 to 16½c.; seconds, 11 to 13c.; creamery prints, 21 to 22c.; boxes, 20c.

**CHEESE**—Owing to the large holdings and the little indication of improvement in the export demand the market is certainly dull. Prices are unchanged, however, at 9½ to 10c.

#### FISH.

There is a liberal supply of all fresh fish, and prices are steady. We quote as follows: Fresh fish—Spanish mackerel, 12½c.; codfish, 6c.; whitefish, 7 to 7½c.; trout, 7½c.; halibut, 15c.; sea salmon, 20 to 25c.; haddock, 6c.; herring, 4c.; perch, 4c.; British Columbian salmon, 20c. Smoked fish—Ciscos, \$1 per basket. Prepared fish—Dried cod, in 112-lb. bundles, \$4.75 per cwt.; flitched cod, \$5 to \$5.25; boneless cod, in bricks, 5 to 5½c. per lb.; steak cod, 6½c. per lb.; shredded cod (2 doz. n box), \$1.80 per box; boneless fish, loose, in 25-lb. boxes, 4 to 4½c., and 5-lb. boxes, 5c. per lb. Live lobsters are worth 15c. per lb.

#### VEGETABLES.

Sweet potatoes are now on the market. Lettuce is scarce. There is an excellent demand for practically all lines. We quote: Carrots and beets, 20c. per peck; turnips, 15 to 20c. per peck; lettuce, 20 to 30c. per doz.; radishes, 15 to 20c.; watercress, mint and parsley, 20c.; cauliflower, 75c. to \$1.25; celery, 40 to 65c.; cabbage, 30 to 50c.; corn, 6 to 8c.; cucumbers, short, 10 to 15c.; tomatoes, 10 to 20c. per basket; butter beans, 20 to 25c. per basket; dry onions, \$1.25 per bush.; new potatoes, 75 to 80c. per bushel; gherkins, 50c. per basket; egg plant, 30 to 35c. per basket; sweet potatoes, \$4.25 per bbl.

#### HIDES, SKINS AND WOOL.

**HIDES**—There is a good demand. We quote: Cowhides, No. 1, 7½c.; No. 2, 6½c.; No. 3, 5½c. Steerhides are worth 1c. more. Cured hides are quoted at 8½ to 9c.

**SKINS**—The market is steady and unchanged. We quote: No. 1 veal, 8-lb. and

up, 9c. per lb.; No. 2, 8c.; dekins, from 55 to 60c.; culls, 20 to 25c.; sheepskins, 90c. to \$1; lambs and pelts, 40c.

**WOOL**—Prices are unchanged, and the market is fairly active. Our quotations are: Combing fleece, washed, 12 to 12½c., and unwashed, 7½ to 8c.

#### GRAIN, FLOUR AND BREAKFAST FOODS.

**GRAIN**—The wheat market continues firm, as in fact are all grains. Manitoba No. 1 hard is quoted at 85½c. grinding in transit, or 83½c. Toronto and west. Ontario wheat is quoted at 70c. at outside points, middle freights. More activity is noted on the Toronto street markets, where prices are steady as follows: Wheat, white and red, 71½ to 73c.; goose, 67 to 69c.; oats, new, 36 to 37c.; rye, 52c.; barley, 49 to 51c.

**FLOUR**—The demand keeps brisk at steady prices. We quote on track, Toronto (bags included) as follows: Manitoba patents, \$4.15; Manitoba strong bakers', \$3.85; Ontario patents, \$3.70 to \$3.80; straight roller, \$3.40.

**BREAKFAST FOODS**—There is a fair demand at unchanged prices. We quote: Standard oatmeal, \$3.70 in bags, and \$3.80 in bbls.; rolled oats, \$3.60 in bags, and \$3.70 in bbls.; rolled wheat, \$2.35 in 100-lb. bbls.; cornmeal, \$2.75; split peas, \$4; pot barley, \$4.

#### MARKET NOTES.

Honey is 1c. per lb. dearer.

Sweet potatoes are on the market—\$4.25 per bbl.

Canned salmon is lower on the Coast on other than well-known standard brands.

The estimate on the crop of Sultana raisins has been reduced to 25,000 tons. The estimate was formerly 32,000 tons.

Early in the week currants declined 2s. per cwt. in Patras, but a later cable announces that the market is firm on good, sound fruit.

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## QUEBEC MARKETS.

MONTREAL, September 5, 1901.

### GROCERIES.

As a general rule, good business is reported for the past week, and the fall demand seems to be opening up in a fair style. While sugar remains steady there are several notable changes this week. Among the chief is a decline in canners' prices of Fraser River sockeye salmon, due to the unexpectedly heavy pack which the market could not support. Currants are also cabled lower this week, the decline amounting to 3s. 6d. from the highest point. The situation in canned vegetables is becoming acute, and there are those who are sanguine that we shall see \$1 vegetables before the turn of the year. This week most houses have advanced tomato quotations 2½c., and there is talk of the canners withdrawing quotations on tomatoes and corn for the time being till it is decided just how large the pack will be. One canning firm writing to a local house this week prophesies a 50 to 60 per cent. pack of last year's. Gallon and evaporated apples are very stiff, the factories declining to quote on the former and asking 9c. for the latter. Peaches are 25c. per doz. higher, although some houses have not changed in sympathy yet. Red pitted cherries are also higher, while strawberries are said to be cleared from first hands. Pork and bean prices have been raised by the canners, 2-lb. plain now being worth 80c., and with sauce 85c. Coarse salt has been raised 2c. per bag. Tapioca is dearer at primary markets, and pearl brown sago is ¼c. higher. Corn beef has declined 10c., while lard and pork are both higher.

### TEAS.

Sales of teas from primary hands have been disappointing, so far as the local trade is concerned. There is still no animation to the market. Latest advices from Yokohama say that rates have ruled weak throughout the interval under review, and at the close it is possible to make a still further reduction in quotations for grades below finest.

In regard to Indian and Ceylon teas, the primary markets continue to show some improvement, and medium grades are bringing better prices.

### SUGARS.

Since our report of last week, there has been little new to note in the sugar market. Prices in the foreign market for beet sugar have fluctuated between 8s. 3d. and 8s. 4½d. for August, and the latest cable to hand reports the feeling rather easier. European reports say that invisible supplies are undoubtedly much heavier than they were last year. Of course, the course of

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the market from now out depends upon the progress of the new crop, but, so far, this promises well. Should the outturn be equal to last year's, plus the acreage, there will certainly be low prices on raw sugar. The New York market has ruled fairly steady, with sellers of centrifugals, 96 test, at 4c. The condition of the local market has not materially changed. Refiners still complain that the amount of business is not up to the season, but now, as the market is more settled, buyers will not likely be so limited in their requirements. Prices are unchanged at \$4.40 for granulated and \$3.65 to \$4.30, according to quality, for yellows.

#### MOLASSES.

Naturally, there is not much business being done in molasses, but, nevertheless, a firm tone is to be noted. Round lots are offered at not less than 28½c., while the wholesale price in small lots is still 29c. Antigua molasses is offered in round lots at 21 to 21½c.

#### CANNED GOODS.

During the past two weeks there has been a much better business done in canned goods, both on spot and in futures, due to the very strong tone that is pervading almost the entire canned goods market. The most marked advances are in gallon apples, which are not to be had for immediate delivery under \$2.25, while factories will not quote for futures. English importers are offering \$2.70 and the New York price is \$2.50. Evaporated apples are quoted at 9c. f.o.b. factory. Canadian red pitted cherries are also higher, and a fair value now would be \$2.30 to \$2.35, although all the wholesale houses have not taken advantage of the rise as yet. It is said that the canners are about cleaned out of strawberries. Vegetables, too, are seriously affected. It is estimated now by competent authorities that the pack of peas was only 60 per cent. of that of last year, while the prospects indicate even a lighter pack of tomatoes and corn. We have seen confidential advices which talk of \$1.00 vegetables before the turn of the new year. While this description of the situation may be extreme, there is no doubt that the outlook is for an exceptional market. Most dealers have advanced tomatoes 2½c. this week, quoting 85 to 90c. Corn is worth 75 to 80c. and peas 80 to 85c. We have already noted the important changes in the fruits. The idea as to prices is: Strawberries, \$1.50; raspberries, \$1.40; gooseberries, \$1.40; pears, \$1.55 for 2's and \$2 for 3's; Lombard plums, \$1.20; greengages, \$1.30; yellow peaches, \$1.90 for 2's and \$2.65 for 3's; sliced pineapple, \$2.30, and \$2.45 for grated; 3-lb. apples, 90c.; red pitted cherries, \$2.00, and whites,

\$2.15. Corn beef has declined about 10 per cent., Clark's 1 lb. tins now being worth \$1.45, and 2's, \$2.70.

The result of the exceptionally heavy pack has been the offers of several Fraser River brands at \$4 per case, a decline of 60c. on opening quotations. New Northern river red sockeye has come to hand this week and is selling at \$4.80. Fraser River goods will be quoted hereafter at \$5. It is said that several contracts made for Rivers Inlet salmon will be partly filled with Fraser River goods.

Pork and beans have been advanced by the canners and fair quotations from wholesalers now are 80c. for 2-lb., plain, and \$1 for 3-lb.; 85c. for 2-lb., with sauce, and \$1.10 for 3-lb. Some houses are selling below these figures yet.

#### SPICES.

There is quite a movement going on in spices at steady prices. We quote: Nutmegs, 35 to 65c. per lb., as to size; Penang mace, 45 to 50c. per lb., as to quality; pimento, ground, 12½ to 15c.; cloves, 15 to 25c.; pepper, ground, black, 17 to 20c., according to grade; white, 25 to 27c.; ginger, whole, Cochin, 14 to 16c.; Japan, 10c.; Jamaica, 20c.; ground, Japan, 15c.; Cochin, 16c.; Jamaica, 25c.

#### RICE.

Advices from Singapore indicate a much firmer market for tapioca, and higher prices are warranted. Local dealers are selling at 3½ to 4½c. Sago has been advanced ¼c., pearl brown now being worth 3½ to 4½c. We quote in combine district: B rice, in bags, \$3.10; in ½ bags, \$3.15; in ¼ bags, \$3.20; in pockets, \$3.25. In 10-bag lots an allowance of 10c. is made. CC rice, \$3 in bags; \$3.05 in ½ bags; \$3.10 in ¼ bags; and \$3.15 in pockets. In the open territory prices are about 10c. less. Patna rice is worth 4¾c. per lb.

#### FOREIGN DRIED FRUITS.

CURRENTS—Advices from Greece indicate a weaker market for currants, the decline amounting to 3s. 6d. from the highest point. At this price dealers are buying with confidence, the orders placed being fully equal to those placed a year ago. On spot currants are worth 9 to 10c. for fine Filiatras. New crop for delivery the first half of October are quoted at 5¾ to 6¼c. for fine Filiatras, 6¼ to 6¾c. for Filiatras cleaned, in half-cases; cleaned in 1-lb. cartons are worth 8c.

VALENCIA RAISINS—Valencias are easy both on spot and at primary markets. Spot goods are offered at 3½c. for fine off-stalk, while Trenor's blue eagle fine off-stalk is cabled at 18s. 6d. f.o.b. Seeded raisins have been advanced from 8c. to 9½ to 10c. per box.

SULTANA RAISINS—The trade is beginning to make its purchase of Sultana raisins at slight reductions from last week; in fact, prices have declined about 4s. from the highest point touched. Prices on new goods will range about 12, 11 and 10 cents for 2 star, 3 star and 4 star.

MALAGA RAISINS—Quotations have been received, namely 7s. 3d. f.o.b., Montreal, per box of Connoisseur clusters, but shippers advise to wait for lower prices by first direct steamer.

FIGS—Comadre figs remain about steady. Comadre figs to arrive are worth 3¾ to 3½c. in tapnets, and Eleme figs in 10 lb. boxes \$1.05 to \$1.10.

DATES—Advancing; the quotation for Hallowe dates this week being 3¾ to 4½c.

EVAPORATED APPLES—The market is very strong. Spot goods are worth 8c., full, while packers are said to be asking 9c. at the factory.

#### NUTS.

Grenoble walnuts are steady and low and will sell at about 11c. Tarragon almonds remain at about last week's quotations and will probably be offered at 11c. Shelled almonds to arrive will be worth 26 to 27c. Filberts are a little firmer at an advance of some 6d. per cwt. on the week's transactions.

#### GREEN FRUITS.

Business is reported quiet, considering the quantity of fruit that is coming forward. Immense consignments of peaches, pears, plums and grapes have been received and are moving off only fairly well. We quote: Californian Valencias, \$5 to \$6 per box; Messina lemons, 300's, \$3.25 to \$4.50; 360's, \$3.25 to \$4.25 per box; Verdill lemons, \$3.75 to \$4.75 per box; pineapples, 20 to 30c.; Canadian apples, 20 to 30c. per basket; Californian plums, \$1.50 to \$2 per box; peaches, \$1.75 to \$2; limes, \$1.50 per box; Ontario peaches, 30 to 50c. per basket; Ontario plums, 35 to 60c.; cocoanuts, \$3.25 per bag of 100; Californian Bartlett pears, \$3.25 to \$3.50 per box; blackberries, 8 to 10c.; watermelons, 20 to 25c.; bananas, No. 1, \$1.75 to \$2.25, and eight hands, \$1.35 to \$1.50; Canadian pears (baskets), 30 to 50c.; Bartlett pears (bbls.), \$3.50 to \$4.50; Clapp's Favorite (bbls.), \$3 to \$3.75; Ontario muskmelons, 50 to 60c. per crate.

#### COUNTRY PRODUCE.

EGGS—The market is firm both here and in the country, and prices have an upward tendency. Straight lots as they arrive are worth 11½ to 12c., while as high as 13c. has been paid for candled eggs. The export demand has improved, and sales are being made at 7s. 2d. and over for 15-



market, and Eastern,  $9\frac{1}{4}$  to  $9\frac{3}{4}$ c. The outlook is not encouraging.

## MONTREAL NOTES.

Tapiocas and sago are advancing.

Pork and beans has been advanced.

There has been a break in the price of Fraser River salmon.

Pure lard is  $\frac{1}{4}$ c. higher. It is now worth \$2.40 to \$2.45 a pail.

Canned peaches have been advanced quite materially by the canners.

Seeded raisins in pound packages have advanced from 8c. to  $9\frac{1}{2}$  to 10c.

Corn beef has declined from 5 to 10 per cent., both Canadian and American.

Canary seed has advanced, and is now worth 3 to  $3\frac{3}{4}$ c., a rise of  $\frac{1}{4}$ c per lb.

Coarse salt has been advanced 2c. per bag, the quotation now being  $47\frac{1}{2}$  to 50c.

A cable says the Spanish onion crop has been exhausted, and acting on this assumption, dealers have raised their prices 10c. to 90c. per crate.

## NEW BRUNSWICK MARKETS.

OFFICE OF THE CANADIAN GROCER.

ST. JOHN, N.B., September 5, 1901.

THE week has been a fairly busy one. The matter of chief interest has been the introduction of the new sugar agreement. It starts out with every chance of success, having the support of almost the entire wholesale grocery trade of the Maritime Provinces. And from the point of self-interest those who are parties to the agreement are interested in seeing its terms strictly complied with. The consumer will notice little if any difference in prices. In markets little change is noted. Cream of tartar has ruled rather lower as regards first cost. Fish is rather easier. Butter is higher.

OIL—In burning oil prices are unchanged. The low prices are leading to large business. The buyer is very safe, as he will get the advantage of any further decline, while he has the chance of reaping the benefit of any advance. There has been no change in prices for some weeks. Lubricating oils are unchanged and business is light. Paint oils are also dull. In cod oil prices are quite firm, though lower than earlier in the season. Supplies are about all in.

SALT—Two part cargoes of coarse salt were landed during the past week. Prices of Liverpool coarse salt are rather higher. The demand has been very large. Further arrivals are shortly due. In Liverpool fine salt sales are light. Canadian fine salt moves freely. There is still a small demand for English and American table salt.

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salt, \$1.25 to \$1.30 per doz.; mineral rock salt, 60c. per 100 lb. (Selected lumps.)

CANNED GOODS—Stocks of new goods have been largely bought. Except in fruits, sales have been lighter than usual, the close prices at which these goods are sold being one reason, and the chances this year for profits are at least no better. There is

# TEAS For the Wholesale Trade

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still a quantity of low-priced goods here. Fruits have been freely bought and are firmly held, particularly peaches and apples. Nova Scotian packers have advanced the latter. Pears, particularly 3's, are offered quite low, but the sale is limited. Blueberries will be scarce. Salmon have a fair sale. The only goods here are the spring fish. Oysters tend higher. Local-packed fish is firm. Sardines are the only large pack.

**GREEN FRUITS**—Californian pears, peaches and plums are about done. In pears, owing to high prices, sales have not been as large as usual. Georgia peaches, which are much liked, are also about out of the market. Canadian are shortly expected. In pears good stock is rather hard to get. Bananas have been more scarce than usual at this season. Californian oranges have a fair sale at full figures. Lemons are rather easier. Apples are lower, and quality of fruit is improving. The sale is for New Brunswick stock, though some American is still offered. A few melons are still sold. In grapes there is little doing.

**DRIED FRUITS**—Dealers who are fortunate to have evaporated apples on hand are making nice profits. New goods are expected to open high. Dried are firmly held. In raisins, the American market is higher on both loose and seeded old goods. Prunes are also firm. Small sizes are rather hard to get. In new goods, little has yet been done. Dealers are slow to buy Valencias. Prices quoted are quite reasonable. Currants are rather easier on new to arrive. Package dates at the low prices sell quite freely. In onions, American still

supply the trade, but Canadian should soon be offered.

**DAIRY PRODUCE**—In butter, prices are higher, the supply being light, and much more so than west. In cheese also the output here is likely to be short, particularly late makes. It is said there is a large output west. The English market is hardly as firm. While eggs are rather firmer, there is little change in price.

**SUGAR**—Prices are rather higher, owing to the merchants not cutting prices to obtain business. This is due to the new agreement which went into force this week. Now the dealers all quote the same price, delivered at any one point. The agreement also prevents those who are parties to it from buying foreign sugars.

**MOLASSES**—A large cargo of Porto Rico landed this week. There is quite a large stock now held here. The low prices continue. There is a fair stock of Barbadoes held. Very little of any other grade is offered.

**FISH**—A few smoked herring, new, are to hand. Prices are unchanged, but they are hardly as firm. The supply will, it is thought, be larger than last year. Pickled herring are also more freely offered, and are of much better quality than last season. Prices are rather easier. In dry cod, there is the same feeling. It is yet early for much movement in these lines. Fresh fish, except cod and haddock, are scarce. The catch of shad has been disappointing. Pickled shad will be scarce. We quote as follows: Large and medium dry cod, \$3.50 to \$3.60; small, \$2.50 to \$2.60; haddies, 5 to 5½c.; smoked herring, 12 to

13c.; fresh haddock and cod, 2½c.; boneless fish, 4 to 5c.; pollock, \$1.50 to \$1.60 per 100 lb.; pickled herring, \$2.00 to \$2.15 per half bbl.; Canso herring, \$5 per bbl., \$2.75 halves; Shelburne, \$4.50 per bbl.; \$2.25 per half bbl.; shad, 10 to 12c.

**FLOUR, FEED AND MEAL**—In flour the markets are unchanged, though some millers hold Ontario flours very firm. In feed there is none offering. Oatmeal is still high. New will soon be offered. In Prince Edward Island new oats are offered. In beans the high prices continue. The outlook is for high figures. Blue peas are scarce. Split peas are high. Peas are "buggy" again this year. Barley shows little change. Cornmeal is rather higher. We quote as follows: Manitoba flour, \$4.60 to \$4.70; best Ontario, \$3.90 to \$4.00; medium, \$3.60 to \$3.70; oatmeal, \$4.25 to \$4.30; cornmeal, \$3.00 to \$3.10; middlings, \$2.20 to \$2.3; oats, 48 to 50c.; hand-picked beans, \$2.50 to \$2.55; prime, \$2.40 to \$2.45; yellow-eye beans, \$2.80 to \$3.00; split peas, \$4.10 to \$4.15; barley, \$3.90 to \$4; hay, \$12 to \$14.

## ST. JOHN NOTES.

Jones & Schofield offer "Corona" dates in 1-lb. packages.

Merrett Bros. & Co. have just landed two cargoes of Liverpool coarse salt.

Baird & Peters landed a large cargo of Porto Rico molasses this week.

A. I. Teed Co., St. Stephen, received a shipment of Fairbank's "Boar's Head" lard this week in tubs and 20 lb. tin pails.

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TORONTO.

### MANITOBA MARKETS.

WINNIPEG, September 2, 1901.

**T**HE week has brought few changes as to either price or situation. All prospects continue excellent. Eighty-five per cent. of the wheat harvest is cut and a very large proportion of that is in stack. Many threshing gangs are already at work, and next week threshing will be general. These conditions tend to improve trade and business in all lines is good, and, although money is still somewhat tight, the stringency of the past month is visibly relaxing.

**CEREALS**—This market presents no change for the week. The Ogilvie oatmeal mills are expected to open in about two weeks. Rolled oats, \$2.25 to \$2.30. Beans very firm at \$2.75. Cornmeal, \$1.75. Split peas nominal and in poor demand.

**FLOUR**—The only change for the week is a drop of 5s. on Ogilvie's Imperial XXX which is now quoted at \$1.15. The demand is good.

**EVAPORATED FRUITS**—So far as apples are concerned the situation is intensifying. Firms here are paying 9c. for evaporated apples in Ontario, which means they will sell for at least 10c. here, and there is every prospect of their going still higher. Apricots and prunes continue at the quotation of last week with a reasonably firm market.

**DRIED FRUITS**—Although quotations of Denia fruit have been received there is little or no news, as it is generally believed that later quotations will be lower. The amounts purchased so far are very small.

**CANNED GOODS**—Apples have stiffened again since last week and are \$2.75 for 3 lbs. and \$3.25 for gallons. Peas, tomatoes and corn remain without change.

**SUGAR**—Sugar market is weak and uncertain at \$5.15 for granulated and \$4.40 for yellows.

**CURED MEATS**—Market is firm, and in fact the supply here is scarcely equal to the demand. There has been from ½ to 1c. per lb. advance on many lines. Smoked hams, 14 to 15c.; B. B. bacon, 15c.; breakfast bacon (backs), 15c.; shoulders, 10½c.; long clear bacon, 12c.; shoulders, 10c.; smoked, long clear, 13c.; lard, in 20-lb. pails, pure, \$2.35.

**GREEN FRUITS**—The supplies are now very fair and prices have probably reached their lowest point. Peaches (freestone), \$1.50. Plums, Washington, \$1.60; Californian, \$2. Pears, Washington, \$3; Californian, \$4. Ontario tomatoes, arriving in mixed cars with pears, 70c. per basket. Ontario pears, \$1. Apples, per bbl., \$6. Watermelons, lemons and oranges without change.

**BUTTER**—Creamery butter is firmer in tone, and with slightly more demand. The price continues 16 to 16¼c. at factory. Dairy butter coming in slowly, and quality rather better at 11½ to 12c. net Winnipeg, is the outside figure for round lots of choice yellow butter.

**CHEESE**—Little is coming in at the present. Prices are rather firmer, and the demand is better. 7¼ to 7½c. is quoted, and 8 cents has been paid for some small quantities.

**EGGS**—These are arriving in small consignments, and the quality is far from satisfactory. Good candled stock is worth 13c. Winnipeg. There is a decided tendency on the part of country merchants to hold eggs too long, and they frequently arrive in the city with a musty flavor owing to too long keeping in damp cellars.

### NOTES.

Mr. E. B. Nixon, of The Hudson Bay Company, is on his usual fall trip, and is in Toronto this week.

The new clearing association projected in connection with the Winnipeg Grain Exchange, is now completely organized, and will commence work on Tuesday morning next.

The terrific hail storm which descended on Winnipeg last Wednesday afternoon surpassed in violence anything that the oldest inhabitant can remember, and all present inhabitants devoutly hope that they may never see another. Considering the duration and violence of the storm, the damage was very small. The area of the storm was simply the central portion of the city. Even the market gardens half a mile out were untouched.

Winnipeg has had what is for this city a unique exhibition this week. One of the

large retail store windows has been filled with a magnificent display of apples and crab apples, all grown in Manitoba, and and some very fine samples of native grown plums. The people who have said apples could never be grown in Manitoba are now lying low and keeping dark. Some of the apples are 3½ to 4 inches in diameter, and all are of excellent quality. Mr. A. P. Stevenson, of Nelson, has more than 30 bushels of one winter variety.

### INQUIRIES AND ANSWERS.

WHO SELLS AUTOMATIC GLASS CLEANERS?

A. B. N. writes:

Will you kindly inform me who jobs the Automatic Glass Co.'s window cleaner. The water goes inside of it, and it automatically saturates the cloth upon it; also if you know who handles the rubber sleevelets?

[REMARKS: Can any of our readers supply the desired information?—THE EDITOR.]

### BOOK ON WINDOW DRESSING.

H. E. V. writes:

Where can I get an illustrated book on grocery window dressing?

[REMARKS: E. N. & F. J. Root, 143 Chambers street, New York, published some years ago a book on grocery window dressing, but cannot say whether or not the issue is exhausted.—THE EDITOR.]

### POINTS ON ADVERTISING.

One of the most interesting contentions in this business-like book, "The Individual Advertising Department," is, that advertising sense is as common as horse sense—that the business man is the best advertising manager for his own business, and that copy, pictures, etc., can be bought as easily and as satisfactorily as one sends an order to a shirtmaker who has one's measure in his books. The ways and means of conducting an advertising campaign will be read with interest by the man who has money to invest in advertising, and with equal interest by the man who has not.

"The Individual Advertising Department." \$1. The Whitman Co., New York.



## A MONTREAL MAN IN SWITZERLAND.

WHEN Queen Elizabeth, if I am not mistaken, lost Calais, the last town on French territory in possession of the English, it is said that she was so overcome by grief and mortification that she exclaimed: "When I die, you will find the word 'Calais' engraved on my heart."

Now, if I should be overcome by fatigue before returning to Canada, the word "Cook" will be somewhere on my anatomy, or, more probably, as we live in a practical age, on my boots.

Cook's motto is to show you as much as possible for your money. Take one drive in Geneva, for example. The interpreter, Mr. Louis Van O.S. (OS), a splendid fellow, courteous to a degree, very attentive and ready at all times to answer the innumerable questions we would put to him, turned us over to the local Cook guide, who was a cross between a platform lecturer and a go-as-you please mountaineer.

Monsieur Leatherlungs could speak English, French and German fluently, and he would jump from one to the other without pausing for breath.

With 20 passengers on a coach drawn by six beautiful horses we started amidst the blowing on the horn, the cracking of the whip and numerous exclamations of "Au revoir" and "Bon voyage" from the hotel staff at the Metropole. We might have been going on a tour to the North Pole in Santos Dumont's air ship, there was such a hearty sendoff. In addition to the usual crowd of onlookers, we had farewell bows from the proprietor, the maitre d'hotel or manager, the head waiter, two garçons, or underwaiters, the pretty Suisse young lady in the desk—[Aside: How can one dispute his bill with such sweet creatures to deal with?—and the concierge, or head porter, in gorgeous array and imposing livery. Well, we started. Viewed the magnificent electrical establishment worked by water power from the magnificent Lake Geneva—a divine sheet of water—which has been sung, preached, written and raved about in all languages. And a glorious lake it is, too. Passed houses made historic by Calvin. Saw the hall where the Alabama Commission met. Gazed at the petite chalet, which, at the moment, is the home of Dreyfus, who is living in quiet retirement with his wife and family. Drove up a steep hill to get a view of Mont Blanc and the country generally. There at our feet was the mirror-like Lake Geneva. Steamers were passing to and fro. Italian feluccas, with their extraordinary, but picturesque, sails, were dreamily sailing along. The shores are beautifully wooded, and chateau and chalet

are pointed out, from the sweet, romantic chateau nestling amid delicious terraced vineyards to the more imposing castle of the Baroness Rothschild. With the glass may be seen the Castle of Chillon, made famous by Byron and immortalized in his "Prisoner of Chillon."

We clamber up to our seat and drive on. The roads are good. Not a loose stone or piece of rough macadam to be seen anywhere, and the peeps of richness which greet one at almost every turn are inexpressibly delightful.

Now we come to a mansion in the suburbs of Geneva, which was bequeathed to the city by the generosity of the late owner, and we pass from room to room filled with rare collections from all parts of the world. Pictures innumerable, bric-a-brac rich and

driver had a loaf, half a Swiss cheese and a bottle of Munich beer, and I must draw a veil upon what the interpreter and the writer, now boon companions du voyage, consumed. The horses were not overlooked. The Swiss waitresses, so fetching in their crisp, "not-to-be-touched," immaculate dresses, were remembered. We raised our hats to M'sieu Boniface and Madame Embonpoint, and rattled off back to the Hotel Metropole, where a good 8 o'clock dinner awaited the party. Here one of the first to greet us was Mr. Gibbons (of Gibbons & Harper, London, Ont.), the well-known K.C.

"Good hevings," he cried, "is that you Evans?"

I thought for a moment, I must be in the Tecumseh House, London!

Ben Jonson or Dean Swift, in their palmy days, never sat down to a meal where there



A group of Geisha Girls in a Japanese Tea House.

rare. Articles de vertu from every quarter of the globe. We wound up this visit with sore feet, tired eyes and craned necks. Says one lady from Boston, "I declare I be more played out than when I climbed the Mauvais Pas and visited the Mal de Mer on mule back at Chamounix." She meant the Mer de Glace (sea of ice) but none of us smiled—too tired.

"En avant. Sil vous plait," cried our guard of many tongues. "Excelsior," I replied, and we mounted the comfortable coach and sped away to the grounds of the Baroness de Rothschild, who kindly allowed us full access and, for one hour, we walked, talked and drank in the beauty of the enchanting situation.

Next we make a halt just in time to save our lives at the Trois Caouronnes (Three Crowns), and never did refreshments taste sweeter. The ladies had five-o'clock tea, the gentlemen took—ahem! cold tea. The

was more hilarity. And when a Cornishman said, "I always decline hors d'oeuvres (appetizers), because I do not care for steak from a worn out pony," a roar went around the table.

WILLIAM H. EVANS.

## PERSONAL MENTION.

Mr. G. W. Ganong, M.P., of Ganong Bros., "Surprise" soap manufacturers, St. Stephen, N.B., is taking a holiday trip, and will go as far south as Mexico.

Mr. A. L. Stackhouse, traveller for F. J. Castle, wholesale tea merchant, Ottawa, was in Toronto this week and called on THE GROCER. He was on his way to the Pan-American Exposition.

Work has been started on the large stock-yards at Toronto Junction, Ont.



September 5, 1901.

Goods in large lots and for prompt pay are generally obtainable at lower prices. All quotations for staple products are under the direct control of the Editors, who call daily upon all the leading houses in the principal centres.

## HARDWARE PAINTS AND OILS

Wire nails, base.....  
Cut nails, base.....  
Barbed wire, per 100-lb. ....  
Oiled and Annealed Wire,  
No. 9. ....  
White lead, Pure .....  
Lined oil, 1 to 4 bbls., raw ...  
    “      “                boiled  
Turpentine, single bbls. ....

## SYRUPS AND MOLASSES

|                            |       |
|----------------------------|-------|
| Syrups—                    |       |
| Dark                       | ..... |
| Medium                     | ..... |
| Bright                     | ..... |
| Corn Syrup, barrel, perlb. | ..... |
| “ “ “ 4 bbls. “            | ..... |
| “ “ “ kegs                 | ..... |
| “ “ “ 3 gal. palls, each   | ..... |
| “ “ “ 2 gal. “ “           | ..... |
| Honey                      | ..... |
| “ 25-lb. palls             | ..... |
| “ 38-lb. palls             | ..... |
| Molasses—                  |       |
| New Orleans                | ..... |
| Barbadoes                  | ..... |
| Porto Rico                 | ..... |
| Antigua                    | ..... |
| St. Croix                  | ..... |

## CANNED MEATS

|                                            |                  |
|--------------------------------------------|------------------|
| Comp., corn beef, 1-lb. cans.....          | 2-lb. cans.....  |
| " " "                                      | 6-lb. cans.....  |
| " " "                                      | 14-lb. cans..... |
| Minc'd callops, 2-lb. cans.....            |                  |
| Lunch tongue, 1-lb. can.....               | 2-lb. can.....   |
| English brawn, 2-lb. can.....              |                  |
| Camp sausage, 1-lb. can.....               | 2-lb. can.....   |
| Soups, assorted, 1-lb. can.....            | 2-lb. can.....   |
| Soups and Bouil, 2-lb. can.....            | 6-lb. can.....   |
| Sliced smoked beef, $\frac{1}{2}$ lb. .... | 1 lb. ....       |

## FRUITS

|                              |         |
|------------------------------|---------|
| Foreign                      |         |
| Currants, Provincials, hbll. |         |
| " "                          | ½-bbls. |
| " " Fillatras, bbis.....     |         |
| " " " ½-bbls .....           |         |
| " " cases.....               |         |
| " " ½-cases.....             |         |
| " " Patras, bbls.....        |         |
| " " " ½-bbls.....            |         |
| " " cases.....               |         |
| " " ½-cases.....             |         |
| Vostizas, cases.....         |         |
| Dates, Halloweeds .....      |         |
| " Salrs .....                |         |
| Figs, 10-lb. boxes .....     |         |
| " Mats, per lb. ....         |         |
| " 7-cr., 25-lb. boxes .....  |         |
| " 1-lb. glove boxes .....    |         |
| Prunes, California, .....    |         |
| " " 40's .....               |         |
| " " 50's .....               |         |
| " " 60's .....               |         |
| " " 70's .....               |         |
| " " 80's .....               |         |
| " " 90's .....               |         |
| " " 100's .....              |         |
| " Bosnia, A's .....          |         |
| " B's .....                  |         |
| " U's .....                  |         |
| " French, 50's .....         |         |
| " " 110's .....              |         |
| Raisins, Fine Off stalk..... |         |
| " Selected .....             |         |
| " Selected layers.....       |         |
| " Sultanas .....             |         |
| " California, 2-crown .....  |         |
| " " 3-crown .....            |         |
| " " 4-crown .....            |         |
| " " seeded, 3-cr. ....       |         |
| " Malaga, Lon. layers .....  |         |
| " Black baskets .....        |         |
| " Blue baskets .....         |         |
| " Dehesa clusters.....       |         |
| " Choice clusters.....       |         |

## PROVISIONS

Dry Salted Meats—  
Long clear bacon .....  
Smoked meats— .....  
Breakfast bacon .....  
Rolls .....  
Medium Hams .....  
Large Hams .....  
Shoulder hams .....  
Backs .....  
Meats out of pickle to less.  
Barrel Pork—  
Canadian heavy mess .....  
Lard, short cut .....  
Plate beef .....  
Lard, tapers, per lb. ....  
Tubs .....  
Palls .....

| Montreal. |        | Toronto. |        | St. John<br>Halifax. |        |
|-----------|--------|----------|--------|----------------------|--------|
| .....     | \$2 85 | .....    | \$2 85 | .....                | \$3 20 |
| .....     | 2 35   | .....    | 2 35   | .....                | 2 85   |
| .....     | 3 05   | .....    | 3 05   | 3 50                 | 3 75   |
| .....     | 2 80   | .....    | 2 80   | .....                | .....  |
| .....     | 6 25   | .....    | 6 12½  | .....                | 6 80   |
| .....     | 83     | .....    | 82     | .....                | 84     |
| .....     | 86     | .....    | 85     | .....                | 87     |
| .....     | 55     | .....    | 54     | 57                   | 58     |
| .....     | 1½     | .....    | .....  | .....                | .....  |
| .....     | 2¼     | 30       | 32     | .....                | .....  |
| .....     | 2½     | 35       | 37     | 84                   | 86     |
| .....     | 8      | .....    | 3      | 86                   | 88     |
| .....     | 3½     | .....    | 3½     | .....                | .....  |
| .....     | 3¼     | .....    | 3¼     | .....                | .....  |
| .....     | 1 40   | .....    | 1 40   | .....                | .....  |
| .....     | 1 05   | .....    | 1 05   | .....                | .....  |
| .....     | 90     | .....    | 40     | .....                | .....  |
| .....     | 1 20   | .....    | 1 00   | .....                | .....  |
| .....     | .....  | .....    | 1 40   | .....                | .....  |
| 22        | 30     | 23       | 60     | 29                   | 36     |
| .....     | 29     | .....    | .....  | 24                   | 28     |
| .....     | .....  | 38       | 42     | 30                   | 34     |
| .....     | .....  | .....    | .....  | .....                | .....  |
| .....     | .....  | .....    | .....  | .....                | .....  |
| 1 45      | \$1 60 | \$1 60   | \$1 65 | \$1 60               | \$1 70 |
| 2 70      | 2 95   | 2 85     | 3 00   | 2 80                 | 2 90   |
| 7 90      | 9 60   | .....    | 8 25   | 8 75                 | 9 25   |
| 6 50      | 23 00  | .....    | 19 50  | 20 00                | 21 00  |
| .....     | 2 75   | .....    | 2 60   | 2 50                 | 2 80   |
| 3 00      | 3 90   | .....    | 3 00   | 3 00                 | 3 25   |
| 6 00      | 7 90   | .....    | 7 00   | 5 80                 | 6 00   |
| 2 40      | 2 75   | .....    | 2 45   | 2 75                 | 2 86   |
| .....     | .....  | .....    | 2 50   | 2 50                 | .....  |
| .....     | .....  | .....    | 4 00   | 4 00                 | .....  |
| 1 15      | 1 50   | .....    | 1 50   | 1 40                 | .....  |
| 2 40      | 2 45   | .....    | 2 20   | 2 25                 | .....  |
| 1 75      | 2 50   | .....    | 1 80   | 1 75                 | .....  |
| 3 50      | 5 85   | .....    | 4 50   | 4 25                 | 4 50   |
| 1 65      | 1 70   | 1 65     | 1 70   | .....                | 2 00   |
| 2 75      | 3 10   | 2 80     | 2 95   | .....                | 3 25   |
| .....     | .....  | .....    | .....  | 12                   | 12½    |
| .....     | .....  | .....    | .....  | .....                | .....  |
| 10        | .....  | .....    | .....  | .....                | .....  |
| 10        | .....  | .....    | .....  | .....                | .....  |
| 10        | .....  | .....    | 9      | .....                | .....  |
| 10½       | .....  | .....    | 9      | 12½                  | 12     |
| .....     | .....  | .....    | .....  | .....                | .....  |
| .....     | .....  | .....    | 10½    | .....                | .....  |
| 11        | .....  | .....    | 10½    | .....                | .....  |
| 14        | 15     | .....    | 12½    | .....                | ¾      |
| .....     | 3½     | 4        | 4½     | 3½                   | 4      |
| .....     | 3      | 3½       | 4      | .....                | .....  |
| 70        | 90     | 9½       | 12     | 10                   | 12     |
| 8½        | 3½     | .....    | 8½     | .....                | .....  |
| .....     | .....  | .....    | 16     | .....                | .....  |
| .....     | .....  | .....    | 12     | .....                | .....  |
| 8         | 8      | 8        | 8      | 10                   | 12     |
| 7½        | 7½     | 7½       | 8      | 8½                   | 9      |
| 7½        | 7      | 7        | 7½     | 7½                   | 8      |
| 7         | 6      | 6        | 7      | 7                    | 7½     |
| 6½        | 6      | 6        | 6½     | 6½                   | 7      |
| .....     | 5½     | 5        | 5½     | 6                    | 6½     |
| .....     | 5      | 4½       | 5      | 5½                   | 6      |
| .....     | .....  | .....    | 5      | .....                | .....  |
| .....     | .....  | 7½       | 8      | .....                | .....  |
| .....     | 5      | 6½       | 6½     | .....                | .....  |
| .....     | .....  | .....    | .....  | .....                | .....  |
| 3½        | 8½     | 3½       | 4      | .....                | .....  |
| .....     | 8½     | 4        | 4½     | 8                    | 8½     |
| .....     | 4      | 5        | 6      | 9                    | 9½     |
| .....     | 4½     | .....    | 6½     | .....                | 10     |
| 8         | 10     | 9        | 12     | 10                   | 12     |
| 5         | 5½     | .....    | .....  | 9                    | 9½     |
| .....     | 6      | .....    | 7½     | 8½                   | 9      |
| .....     | 6½     | .....    | 8½     | 9                    | 9½     |
| 9½        | 10     | 10       | 11     | 10                   | 10½    |
| 1 50      | .....  | .....    | 2 00   | 2 25                 | 2 40   |
| .....     | .....  | .....    | 2 25   | 2 50                 | 2 75   |
| .....     | .....  | 3 00     | 4 00   | 2 80                 | 3 00   |
| 2 75      | 3 00   | .....    | 3 00   | 3 25                 | 3 50   |
| .....     | .....  | .....    | .....  | .....                | .....  |
| .....     | 11     | 11       | 11½    | .....                | .....  |
| .....     | .....  | .....    | .....  | .....                | .....  |
| 15        | .....  | .....    | 14     | .....                | .....  |
| 12        | .....  | .....    | 12     | 11                   | 12     |
| 14        | .....  | .....    | 14     | 12                   | 14     |
| 13        | 12½    | .....    | 13     | .....                | .....  |
| 12        | .....  | .....    | 11½    | 6                    | 9      |
| 15        | .....  | .....    | 15     | .....                | .....  |
| .....     | 21 00  | .....    | 20 00  | 19 00                | 19 50  |
| .....     | 22 00  | .....    | 21 00  | 19 00                | 20 50  |
| 2 50      | 13 50  | .....    | 12 50  | 14 00                | 14 50  |
| .....     | 11½    | .....    | 11½    | 11½                  | 11½    |
| .....     | .....  | .....    | 11½    | 11½                  | 11½    |
| 12        | .....  | .....    | 11½    | 11½                  | 11½    |



**GIBSON & HILTON,**

Manufacturers' Agents and  
Wholesale Commission Merchants.  
Correspondence and agencies solicited.

WINNIPEG, CANADA.

P. O. BOX 382.

# Enterprise

RENOVATOR.

The perfect carpet and  
clothes cleaner.

Grocers: Send for our  
special offer.

ENTERPRISE SPECIALTY CO.,  
83 Bay Street, TORONTO.

**WORK—CASH.**

You save both by handling  
Dwight's "Cow Brand" Baking  
Soda, which is handsomely packed,  
ready to hand to a customer. No  
measuring, bagging, weighing, or tying,  
and you make more profit on a package  
than on a pound of bulk soda.

JOHN DWIGHT &amp; CO., TORONTO



# ROWAT'S Pickles and Worcester Sauce.

The most popular in Canada.

Agents A. G. Snowden, 10 Lemoine Street, Montreal.  
" F. H. Tippet & Co., 10 Water Street, St. John, N.B.  
" C. E. Jarvis & Co., Holland Block, Vancouver, B.C.



| COFFEE                            |  | Montreal. |        | Toronto. |        | St. John,<br>Halifax. |        |
|-----------------------------------|--|-----------|--------|----------|--------|-----------------------|--------|
| Green—                            |  |           |        |          |        |                       |        |
| Mocha.....                        |  | 24        |        | 23       | 28     | 25                    | 30     |
| Old Government Java.....          |  | 27        |        | 22       | 30     | 25                    | 30     |
| Rio.....                          |  | 10        |        | 7 1/2    | 9 1/2  | 12                    | 13     |
| Santos.....                       |  |           |        | 26       | 30     | 29                    | 31     |
| Plantation Ceylon.....            |  | 29        |        | 22       | 25     | 24                    | 28     |
| Porto Rico.....                   |  |           |        | 22       | 25     | 24                    | 26     |
| Guatemala.....                    |  |           |        | 15       | 20     | 18                    | 22     |
| Jamaica.....                      |  | 18        |        | 13       | 18     | 13                    | 15     |
| Maracabo.....                     |  | 13        |        |          |        |                       |        |
| NUTS                              |  |           |        |          |        |                       |        |
| Brazil.....                       |  |           |        | 15       | 18     | 8 1/2                 | 9      |
| Valencia shelled almonds.....     |  | 31        | 32     | 30       | 35     | 22                    | 25     |
| Tarragona almonds.....            |  | 11 1/2    | 12 1/2 | 13       | 14     | 13                    | 15     |
| Formegetta almonds.....           |  |           |        |          | 14 1/2 |                       |        |
| Jordan shelled almonds.....       |  |           | 40     | 40       | 43     |                       |        |
| Peanuts (roasted).....            |  | 7 1/2     | 8      | 8        | 10     | 9                     | 10     |
| " (green).....                    |  | 8 1/2     | 7      | 7        | 9      |                       |        |
| Cocoanuts, per sack.....          |  | 3 00      |        | 3 75     | 4 00   | 3 50                  | 4 00   |
| Grenoble walnuts.....             |  | 9 1/2     | 10     |          | 13 1/2 | 60                    | 70     |
| Marbot walnuts.....               |  |           | 9 1/2  |          | 11 1/2 | 9                     | 10     |
| Bordeaux walnuts.....             |  | 7         | 8      |          | 9      | 9                     | 10     |
| Sicily filberts.....              |  | 9         | 10     |          | 10     | 9                     | 10     |
| Naples filberts.....              |  |           |        | 10       | 11     | 10                    | 11     |
| Pecans.....                       |  | 10        | 12     | 13       | 15     | 12                    | 14     |
| Shelled Walnuts.....              |  | 19        | 20     | 20       | 25     |                       |        |
| SODA                              |  |           |        |          |        |                       |        |
| Bl-carb, standard, 112-lb. keg    |  | 1 65      | 1 80   | 2 00     | 2 25   | 1 70                  | 1 75   |
| Sal soda, per bbl.....            |  | 70        | 75     | 80       | 90     | 85                    | 90     |
| Sal Soda, per keg.....            |  | 95        | 1 00   |          | 1 00   | 95                    | 1 00   |
| Granulated Sal Soda, per lb..     |  |           |        |          | 1      |                       |        |
| SPICES                            |  |           |        |          |        |                       |        |
| Pepper, black, ground, in kegs    |  |           |        |          |        |                       |        |
| pails, boxes.....                 |  | 16        | 18     |          | 18     | 14                    | 15     |
| in 5-lb. cans.....                |  | 14        | 17     |          | 19     | 15                    | 18     |
| whole.....                        |  | 15        | 17     |          | 19     | 12                    | 13     |
| Pepper, white, ground, in kegs    |  |           |        |          |        |                       |        |
| pails, boxes.....                 |  | 28        | 27     | 26       | 27     | 24                    | 26     |
| 5-lb. cans.....                   |  | 25        | 26     | 25       | 26     | 20                    | 22     |
| whole.....                        |  | 23        | 25     | 23       | 25     | 20                    | 22     |
| Ginger, Jamaica.....              |  | 19        | 25     | 22       | 25     | 20                    | 25     |
| Cloves, whole.....                |  | 12        | 30     | 14       | 35     | 18                    | 20     |
| Pure mixed spice.....             |  | 25        | 30     | 25       | 30     | 25                    | 30     |
| Cassia.....                       |  | 13        | 18     | 20       | 40     | 18                    | 20     |
| Cream tartar, French.....         |  |           | 25     | 24       | 25     | 20                    | 22     |
| " best.....                       |  |           | 28     | 25       | 30     | 25                    | 30     |
| Allspice.....                     |  | 10        | 15     | 13       | 18     | 18                    | 18     |
| WOODENWARE                        |  |           |        |          |        |                       |        |
| Pails, No. 1, 2-hoop.....         |  | 1 90      |        | 1 80     |        | 1 90                  |        |
| " 3-hoop.....                     |  | 2 05      |        | 1 75     |        | 2 05                  |        |
| " hall, and covers.....           |  | 1 75      |        | 1 70     |        | 1 75                  |        |
| " quarter, jam and covers         |  | 1 45      |        | 1 20     |        | 1 45                  |        |
| " candy, and covers.....          |  | 2 70      | 3 20   | 1 75     | 2 70   | 3 20                  |        |
| Tubs No. 0.....                   |  | 11 00     |        | 8 50     |        | 11 00                 |        |
| " 1.....                          |  | 9 00      |        | 7 00     |        | 9 00                  |        |
| " 2.....                          |  | 8 00      |        | 8 25     |        | 8 00                  |        |
| " 3.....                          |  | 7 00      |        | 5 35     |        | 7 00                  |        |
| PETROLEUM                         |  | Montreal. |        | Toronto. |        | St. John,<br>Halifax. |        |
| Canadian water white.....         |  | 14 1/2    | 15 1/2 |          | 16     | 16                    | 16 1/2 |
| Sarnia water white.....           |  | 16        | 17     |          | 16     | 16                    | 16 1/2 |
| Sarnia prime white.....           |  |           | 18     |          | 15     |                       | 15 1/2 |
| American water white.....         |  |           | 19     |          | 17 1/2 |                       | 17 1/2 |
| Pratt's Astral (barrels extra)    |  | 18 1/2    | 19     |          | 17     | 18                    | 18 1/2 |
| Black— TEAS                       |  |           |        |          |        |                       |        |
| Congou—Half-chests Kalsow,        |  |           |        |          |        |                       |        |
| Moning, Paking.....               |  | 13        | 80     | 12       | 60     | 11                    | 40     |
| Caddies Paking, Kalsow...         |  | 17        | 40     | 18       | 50     | 15                    | 40     |
| Indian—Darjeelings.....           |  | 35        | 55     | 35       | 55     | 30                    | 50     |
| Assam—Pekoes.....                 |  | 20        | 40     | 20       | 40     | 18                    | 40     |
| Pekoe Souchong.....               |  | 13        | 25     | 18       | 25     | 17                    | 24     |
| Ceylon—Broken Pekoes.....         |  | 35        | 42     | 35       | 42     | 34                    | 40     |
| Pekoes.....                       |  | 20        | 30     | 20       | 30     | 20                    | 30     |
| Pekoe Souchong.....               |  | 17 1/2    | 40     | 17       | 35     | 17                    | 35     |
| China Greens—                     |  |           |        |          |        |                       |        |
| Gnpowder—Cases, extra first       |  | 42        | 50     | 42       | 50     |                       |        |
| Half-chests, ordinary firsts      |  | 22        | 28     | 22       | 28     |                       |        |
| Yonging Hyson—Cases, sifted       |  |           |        |          |        |                       |        |
| extra firsts.....                 |  | 42        | 50     | 42       | 50     |                       |        |
| Cases, small leaf, firsts.....    |  | 35        | 40     | 35       | 40     |                       |        |
| Half-chests, ordinary firsts      |  | 22        | 38     | 22       | 38     |                       |        |
| Half-chests, seconds.....         |  | 17        | 19     | 17       | 19     |                       |        |
| " thirds.....                     |  | 15        | 17     | 15       | 17     |                       |        |
| " common.....                     |  | 13        | 14     | 13       | 14     |                       |        |
| Pingsueys—                        |  |           |        |          |        |                       |        |
| Yonging Hyson, 1/2-chests, firsts |  | 28        | 32     | 38       | 32     | 30                    | 40     |
| " " seconds.....                  |  | 18        | 19     | 18       | 19     |                       |        |
| " Half-boxes, firsts ..           |  | 28        | 32     | 28       | 32     |                       |        |
| " " seconds.....                  |  | 18        | 19     | 18       | 19     |                       |        |
| Japans—                           |  |           |        |          |        |                       |        |
| 1/2-chests, finest May pickings   |  | 38        | 40     | 38       | 40     |                       |        |
| Choice.....                       |  | 32        | 36     | 33       | 37     |                       |        |
| Finest.....                       |  | 28        | 30     | 30       | 32     |                       |        |
| Fine.....                         |  | 25        | 27     | 27       | 30     |                       |        |
| Good medium.....                  |  | 22        | 24     | 25       | 28     |                       |        |
| Medium.....                       |  | 19        | 20     | 21       | 23     |                       |        |
| Good common.....                  |  | 16        | 18     | 18       | 20     |                       |        |
| Common.....                       |  | 13        | 15     | 15       | 17     |                       |        |
| Nagasaki, 1/2-chests, Pekoe...    |  | 16        | 22     |          |        |                       |        |
| " " Oolong.....                   |  | 14        | 15     |          |        |                       |        |
| " " Gunpowder.....                |  | 16        | 19     |          |        |                       |        |
| " " Siftings.....                 |  | 7 1/2     | 11     |          |        |                       |        |
| RICE, MACARONI, SAGO, TAPIOCA.    |  |           |        |          |        |                       |        |
| Rice—Standard B.....              |  | 3 00      | 3 10   |          | 3 1/2  | 3 25                  | 3 40   |
| Patna, per lb.....                |  | 4 25      | 4 50   |          | 5 1/2  | 5                     | 5 1/2  |
| Japan.....                        |  | 4 40      | 4 90   |          | 5 1/2  | 5                     | 5 1/2  |
| Imperial Seta.....                |  | 4 60      | 4 90   |          | 5 1/2  | 5                     | 5 1/2  |
| Extra Burma.....                  |  |           |        |          | 4 1/2  | 4                     | 4 1/2  |
| Java, extra.....                  |  |           | 5 1/2  |          | 8      | 6                     | 7      |
| Macaroni, dom'ic, per lb., bulk   |  | 5         | 6      |          | 7 1/2  |                       |        |
| " Imp'd, 1-lb. pkg., French.      |  | 8         | 12     |          | 9      | 10                    |        |
| " " " Italian.....                |  | 8         | 10     |          | 11     | 12 1/2                |        |
| Sago.....                         |  | 3 1/2     | 4      |          | 4 1/2  | 4 1/2                 | 5      |
| Tapioca.....                      |  | 3 1/2     | 4      |          | 4 1/2  | 4 1/2                 | 5      |





**ABSOLUTELY BEST AND PUREST**

**QUALITY ALWAYS THE SAME.**

**BRUNNER, MOND & CO'S**

**BICARBONATE OF SODA  
CON'TRATED SAL SODA  
AND  
SODA CRYSTALS**

**WINN & HOLLAND**

**MONTREAL**

**SOLE AGENTS FOR CANADA**

## THE PROVISION TRADE.

The Markets—A Scheme to Develop Cassava—Miscellaneous Notes.

### A SCHEME TO DEVELOP CASSAVA.

**P**LANS are on foot for the organization of a big stock company of Chicago and Northwestern capitalists to develop the vast cassava-producing areas of Northern and Northwestern Florida.

Among the men most interested in the scheme are stock-raisers, to whom it has been represented that cassava is superior in every way to corn as a food for live stock. The Southern promoters believe that after the value of cassava has been fully appreciated the South will become the foremost stock-raising section of the country.

The Southern promoters are making their representations on the strength of records and experiments. Cassava grows under all conditions, and this fact, in view of the uncertainty of corn crops in the West, carries considerable weight to stock-raisers, who are now in a quandary as to how they will fatten their stock on Western ranches profitably.

### MANY ACRES AVAILABLE.

Within the next few days the big men at the Union Stock Yards at Chicago, says The New York Commercial, will meet the promoters, who will dwell in detail upon the things they have to offer. There are about 500,000 acres of available land in Florida, a large percentage of which is in the control of the United States Government, which stands ready to grant homestead rights to settlers.

It is claimed that cassava contains more starch than any other product, not excepting either the Irish potato or corn. The promoters express a belief that it is only a matter of time until practically all of the starch used in this country will be produced from cassava grown in the South. They urge the Northern men to keep the root as a starch-producing product foremost in mind, holding that starch can be manufactured from it much more profitably than from corn or potatoes.

### TWENTY TONS PER ACRE.

With proper attention, it is claimed, an acre of Florida land will turn out twenty tons of cassava as a crop. As a raw material for the manufacture of starch twenty tons of cassava produces 8,000 pounds of commercial starch, as against half that amount from an average acre-crop of corn. Besides cassava is a palatable and nutritious human food, capable of being utilized in numerous

ways, and furnishing a desirable substitute for many imported articles.

In feeding pigs, it is said, meat may be produced from the root at a cost of 1 cent a pound. The average cost, under identical conditions, with other foodstuffs is a trifle more than 3 cents a pound. The cost of live beef weight produced by feeding cassava is 1.1 cents a pound.

### RETAILERS FORCED TO A CASH BASIS.

Not long ago all the wholesale meat and provision houses in Springfield, Mass., issued an order that all bills against their customers must be paid cash every Monday morning, and not one cent discount from the face of the bill. Things are moving the same way in Pittsfield, Mass., where but one wholesaler now stands out, and will probably soon fall into line, and when that is accomplished the Westfield headquarters of the Swift Beef Company are expected to adopt the same weekly payment rule. This new phase of business has set the retailers thinking, and several of them will at once make a rule for their trade that all bills must be paid in cash as often as once a week or no more goods will be delivered. They are forced to this by the action of the wholesalers.

### OUR EXPORT OF HAMS AND BACON.

The opinion has been freely expressed of late that the past year has been a comparatively small one in the export ham and bacon trade of Canada. The cause of the opinion, if traced to its source, would probably be found to be the frequently uttered statement by some of the larger packers to the effect that their pack had not nearly approached that of the last two years.

The Canadian Government returns for the year ending June 30, 1901, are, however, not as discouraging as this opinion would have led one to expect. The export of hams and bacon from Canada for the year were \$11,793,214, as against \$12,471,848 in 1899-1900; \$9,953,952 in 1898-1899, and \$7,294,750 in 1897-1898. It will thus be seen that while the past year has not been quite as good as in the previous ones, it has been considerably greater than in any year before that.

### THE PROVISION MARKETS.

TORONTO.

A fair, steady business is being done. "You know," said a very large dealer

this week, "that this is generally the time when prices weaken a good deal. Well, there has been a reduction of  $\frac{1}{2}$ c. in mutton and  $\frac{1}{4}$ c. in hogs, but there is every indication that there will be no further reductions for some time, though prices are at a high basis now. We quote: Dressed hogs, \$9.25 to \$9.50 per cwt.; mutton, \$5.50 to \$6.50 per cwt.; lambs, 8 to 9c. per lb.; beef carcasses, \$7.50 per cwt. for best and \$6 to \$7 for mediums; hind quarters, 8 to 9c. for best; fore quarters,  $4\frac{1}{2}$  to  $5\frac{1}{2}$ c. for best; calves, \$8 for best and \$6 to \$7 for mediums.

Pork products continue very firm. Lard is  $\frac{1}{4}$ c. higher. The indications of a few weeks ago that there would be a scarcity are being fulfilled. Stocks of many lines are becoming very small, but a good demand is still reported. We quote: Long clear bacon,  $11\frac{1}{2}$ c. Smoked meats—Breakfast bacon, 15c.; rolls, 12c.; small hams, 14c.; medium hams, 14c.; large hams, 13c.; shoulder hams,  $11\frac{1}{2}$ c.; backs, 15c. Barrel pork—Canadian heavy mess, \$20; Canadian short cut, \$21. Lard—Tierces,  $11\frac{1}{4}$ c.; tubs,  $11\frac{1}{2}$ c.; pails,  $11\frac{1}{4}$ c.

### MONTREAL.

The situation in Montreal remains as strong as ever. Pure lard has been advanced about  $\frac{1}{4}$ c. per lb., and pails are now worth \$2.40 to \$2.45. Mess pork is also higher, although in moderate request. Smoked meats are in fair demand. We quote: Heavy Canadian short cut mess pork, \$22.00; Chicago clear pork, \$24.00 for heavy and \$23.50 for medium; selected heavy short cut mess pork, boneless, \$22.00 to \$23.00; hams, 13c.; bacon, 15c.; lard, pure Canadian, \$2.40 to \$2.45;

## EGGS, BUTTER, CHEESE, ETC.

CONSIGNMENTS SOLICITED.

Write us when you have Eggs and Butter to offer. Cases supplied.

The J. A. McLean Produce Co., Limited,  
77 Colborne St., TORONTO.

## SMOKED MEATS PURE LARD

Our "MAPLE LEAF" brand is unexcelled

We are large dealers in EGGS and BUTTER. WRITE US.

## D. GUNN, BROTHERS & CO.

Pork Packers and Commission Merchants  
76-8-80 Front St. E. - - TORONTO.



Do not forget to order —

**REGISTERED**  
*Bow Park*  
**BRANDS**

## Pickles<sup>AND</sup> Relishes

when you want Pickles.

Your wholesaler will quote you,  
or write direct.

**Shuttleworth & Harris,**  
BRANTFORD, CANADA.

The demand for

**REGISTERED**  
*Bow Park*  
**BRAND**  
**HAMS**

is growing every day, and we think it will pay you to handle them.

Your customers will enjoy them and you will be pleased to sell them, as they are the best in any line of goods.

**The Brantford Packing Co.**  
**BRANTFORD, ONT.**  
LIMITED

# LARD

Owing to the scarcity of hogs we have not been able to fill all orders for pure lard.

We would remind the trade that we are also refiners of **LARD COMPOUND** and can supply a brand of this article equal to any in the market; at prices very much lower than pure lard.

WRITE FOR QUOTATIONS.

**F. W. FEARMAN CO.**

Limited

Pork Packers, Lard Refiners,  
Butter and Cheese Dealers,

Hamilton, Ont.

**THE CANADIAN PACKING CO.**  
LONDON, ONT.

WE SELL  **LARD**  
**BACON, HAMS**  
**CANNED MEATS**

GUARANTEED CHOICE AND PURE  
**GOLD MEDAL, PARIS 1900.**

Please order goods through your wholesale house.

per pail; refined lard compound (Fairbank's), \$1.92 for 1 to 24 pails; \$1.90 for 25 to 49 pails; \$1.88 for 50 pails and over; Snow White and Globe compound, \$1.65 per pail; Cottolene, 9½c. per lb. in tierces, and 10½c. in 26-lb. pails, and 10¼c. in 50-lb. boxes, for Quebec.

ST. JOHN, N. B.

Prices in both beef and pork are high and firm and higher values are expected. Pork is particularly high. Dealers are, however, buying, as these goods are needed to go to the woods. Lard is still high, but there is a fair sale.

#### THE RESULT OF RETURNING GOODS,

THE constant returning of goods is a source of great annoyance and extra expense, requiring extra clerical service and more work in many departments, writes W. A. Given in Business Topics. It is also in many cases a source of positive loss, by reason of goods coming back in a damaged condition, or so long after purchase as to be unseasonable—and the wholesaler divides his feelings (?) between the fear of loss on the goods so returned and, on the other hand, the fear of losing a customer if he refuses to make the credit.

The retailer who is guilty of this practice, evidently does not realize that he is gaining an unenviable reputation in the business world, and that it affects his credit standing in a very great degree.

However, the wholesaler is very largely responsible in furnishing the excuse for the return of goods. Orders are frequently made out in a careless manner by the salesman, leading to mistakes in filling. Still more frequently are substitutions made in the hope that the customer will keep the goods when they are at his store, of course knowingly taking the risk of their very just return.

We must not overlook the fact that misunderstandings often occur in filling orders, and for all these reasons the customer is certainly justified in making returns.

By such faults of the wholesale house the customer falls easily into the habit of returning goods, and is then not always too particular about having good and sufficient cause for his action.

This is a case where reform must begin at home. Let the salesman use more care in taking the order and the house in seeing that it is correctly filled, and the annoyance of having goods returned will be much reduced.

The aggravated cases will then come more forcibly to the attention of credit men, who will find little trouble in appraising such actions at their true value.



Registered Trade Mark Brand  
Found on all our Bacon and Hams.

These are some of our varieties: Breakfast Bacon, Short Roll Bacon, Long Roll Bacon, Wiltshire Bacon, Cumberland Bacon, Long Rib Bacon, Long Clear Bacon, Back or Windsor Bacon, Long and Short Cut Hams, etc., etc.

All \_\_\_\_\_

## BACON and HAMS

cured by this company are done after the Irish process, which has made Irish Bacon famous the world over. We guarantee a cure and quality equal in every respect.

**Our Lard** is absolutely pure, and we are confident of repeat orders wherever it receives a trial.

### Farmers' Co-operative Packing Co.

C. F. HODGES, General Manager.

OF BRANTFORD, LIMITED.

## Our Brands Give Satisfaction.

SUGAR-CURED HAMS,  
BONELESS BREAKFAST BACON,  
ROLL BACON, PURE LARD

### Hot Weather Specials

READY FOR LUNCHEON:

BOILED PORK HAMS,  
LUNCH BEEF,  
BOLOGNA SAUSAGE,

BOILED BEEF HAMS,  
HAM, CHICKEN and TONGUE  
SAUSAGE.

## The Park, Blackwell Co., Limited

Packers and Exporters,

TORONTO, CANADA.

London Agents: Messrs. Miller Bros.  
16 Tooley St.

Liverpool Agents: Messrs. W. P. Sinclair & Co.  
12 North John St.

Twenty-five years' experience has made

## COWAN'S FAMOUS BLEND COFFEE

the finest in the world. Contains nothing but the choicest quality grown.

SEND ORDERS TO \_\_\_\_\_

**THE COWAN CO., Limited, - TORONTO.**



# JAMES' DOME

Not only the oldest, but the best  
lead on the market.

NO DUST.



## PERFECTION.

There are some Coffees that won't combine well with others, and such combinations make trouble for those who drink them. Here is one secret of the success of Chase & Sanborn's Seal Brand (in 1 and 2-lb. cans). The Coffees are combined in the exact proportion and classification to insure perfection.

**CHASE & SANBORN**  
MONTREAL.

No first-class grocery stock is complete without some of the best coffee on earth in stock. \_\_\_\_\_

# BLANKE'S FAUST BLEND COFFEE

Is acknowledged to be the finest drinking coffee on the market. Our new size cans, 1 lb. and 5 oz., to retail at 50 cents per can is a winner. Put up in perfectly air-tight cans to give the consumer the coffee just as it comes from the roaster. Will be pleased to hear from every dealer regarding same.

**C. F. BLANKE TEA & COFFEE CO., ST. LOUIS, MO.**

Promoters of High-Grade Goods and proprietors of the most complete Coffee plant in the world.

## WESTON'S BREAD

Shipped to all Parts of Ontario.

GOOD PROFITS.

QUICK SALES.

We want to speak directly to every grocer in Ontario. Bread is a staple article, and when GOOD Bread is handled you can always be sure of drawing a big trade.

**Toronto Bread Fresh Every Morning**

IS A GOOD LINER FOR YOUR ADVERTISEMENT.

Points east of Kingston, west of Ingersoll—shipped on trains leaving Toronto 10 p.m. Towns near Toronto supplied on morning trains.

Bread packed in baskets—EXPRESS PREPAID. During August we shipped 7,500 lbs., 3½ tons, DAILY, to over 120 towns, cities and villages.

Write for terms and particulars. Previous experience in bread-selling not necessary.

**THE MODEL BAKERY CO., LIMITED, TORONTO**

GEO. WESTON, Manager.



Subscribers wanting goods or special quotations on anything anywhere in Canada at any time, can get them by mail or wire by corresponding with **THE CANADIAN GROCER**, Toronto or Montreal.

IT doesn't matter whether it is a case of **TOO FAT** or **TOO THIN**  
Bread, Cakes, etc., made from

## "SUPERIOR GLUTEN FLOUR"

Will restore nature to its normal condition

Samples and prices on application to

**E. A. SHOEBOOTHAM**

CANADIAN AGENT,

St. James' Park, LONDON, Canada.



ESTABLISHED 1869

## Geo. Stanway & Co.

Brokers and  
General Commission Merchants

Teas, Sugars, Molasses, | 46 Front St. East,  
Canned Goods | **TORONTO**

Correspondence Solicited.

## For Catchy Money-Making Lines in BISCUITS

WRITE

**THE HOME CAKE CO.**  
QUELPH, ONT.

Samples and prices on receipt of Post Card.

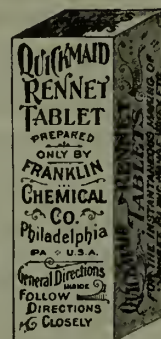
NEW SEASON JAPAN

## Butterfly .. Chop

HAS NO EQUAL.

**WARREN BROS. & CO.**  
TORONTO.

## QUICKMAID RENNET TABLETS



Make delicious desserts in ten minutes.

A book of recipes goes with each package.

The most reliable Rennet Tablets on the market. For sale by all wholesalers.

Retails at  
10 Tablets for 10 Cents.

## SLEE, SLEE & CO.,

Limited

Tower Bridge Brewery,  
LONDON, ENG.

## FOR English Malt Vinegars.

Ontario Agents

**John W. Bickle & Greening.**  
HAMILTON AND TORONTO.

From whom Samples and Prices can be obtained.

## Symington's

## "Edinburgh" Coffee Essence

Is the Purest and therefore Best and Cheapest !

Refuse imitations said to be "just as good" as Symington's, and recollect that the careful process by which Symington's Essence is made eliminates all unpleasant properties.

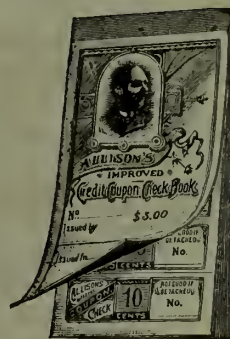
ANYONE CAN DRINK IT.

**THOS. SYMINGTON & CO.,**

EDINBURGH and LONDON.

Agents, **W. B. Bayley & Co., Toronto**

## SOME MERCHANTS' EXPERIENCE.



Solomon said in his haste: "ALL MEN ARE LIARS!" He didn't mean it. He was simply so mad with one man that he included all the rest.

Let us not fall into Solomon's mistake. We should take out of our experience the wisdom there is in it and stop right there!

Otherwise we are as stupid as the cat who sat down on a hot stove lid. She will never sit down on a hot stove lid again, and that shows good judgment. But she will never sit down on a cold one, either.

Now, some merchants have had hard experiences lately with coupon books that were represented to be absolutely correct in count and made up just as good as any other, but they were not, and you won't know what a perfect coupon book is until you have tried either Allison's Coupon Books or Allison's Coupon Pass Books. Both are good; one book suits some, while the other fills the bill with the rest of the merchants.

We are doing a lot of special engraved work now for merchants who use books in large quantities. Our books are carried in stock by jobbers. We will be glad to send you a free sample.

Allison's name on a Coupon Book is itself a guarantee of perfection.

For Sale in  
Canada by

**The Eby Blain Co., Limited, Toronto.**  
**C. A. Beauchemin & Fils, Montreal.**

**ALLISON COUPON CO.,** Manufacturers,  
Indianapolis, Indiana.



## ADVICE FOR SALESMEN,

F. A. SOUTHWICK.

**T**ACT is a talent that should be continually cultivated, as it is the tactful man that is successful. A recent writer has said that it is superior to genius. You can hardly name a phase of political, commercial or social life where the man of tact is not ahead. Ability and brains have been relegated to the rear or kept in subordinate positions while the man with the hypnotic art forged ahead. Don't misunderstand me, without brains and ability no success is permanent, but with those for the charge and tact for the match, bullseyes are a sure thing. A recent number of The Industrial Journal contains a good essay on tact—read it.

If the salesman secures orders simply by the argument of lowest prices, then it matters little, and he need read no further in this article. But if his house is handling or making a good line, it should be his strongest argument that there is no competition on price. If his wares are equal to those of other makers they are of equal value, and in these days of combinations and gentlemen's agreements it becomes all the more important that the question of price be left out of any agreement. It is often observed that manufacturers attain to the highest rank by freely advertising a high price and a corresponding high quality. A failure on the part of their salesmen to secure the higher price was looked upon as a confession of failure and they were "allowed to resign."

Don't disparage competitors. It will take all your skill and ability to properly present your own line. Decrying the other fellow only advertises him, and wherever the salesmen of other people are found jumping on a company the latter should immediately cut down its advertising appropriation. You should be familiar with the points wherein your house considers its goods better than those of other makers, and if forced to compare, should honestly point out the advantages claimed. Even then avoid criticism or any inference of ignorance. Seek rather to bring your customer to look at the matter from your point of view. Make no statements of which you are not absolutely sure and which you do not yourself believe. Truth is ever convincing; the slightest untruth throws doubt upon the whole case. Many times has justice miscarried because some witness, in his enthusiasm, has drawn upon his imagination for his facts.

Do not ever attempt to discuss a subject on which you are ignorant with the assurance of knowledge. Cultivate a knowledge of uses of goods you handle and ascertain

the technical meaning of the peculiar language of the craft. Absence of such knowledge will inevitably lead to some incorrect use of a technical word and thus immediately convey the impression that you are not master of your business. Then confidence is gone, and failure is sure to meet you. The correct and easy use of the terms of trade relating to the goods you handle will contribute largely to convey the idea that you know your business and your advice can be safely followed.

## SHIPMENT OF NEW TOMATOES.

The first shipment of 1901 tomatoes was shipped by W. Boulter & Sons, of Picton. The firm shipped one carload new tomatoes on Tuesday, 20th ult., to Dillon Bros., of Halifax, and one carload new tomatoes on Thursday, 22nd ult., to The A. McDonald Co., of Winnipeg. These two shipments of 1901 tomatoes are the first that have been reported to the syndicate.

## A GROCERY STORE IMPROVED.

Leslie McNutt & Co., Charlottetown, P.E.I., have just completed improvements which add much to the size and attractiveness of their store. By the removal of a partition they have annexed the adjoining premises, which are 30 x 12 ft. The counter, which was formerly on the left side of the main store on entering, has been removed and attached to that on the other side, forming a continuous counter about 35 ft. in length. The securing of more store room has admitted of a rearrangement of the goods, which are now placed so as to present a good display to the customer, and, at the same time, are within easy reach of the clerks.

## OFFER TO SALMON FISHERMEN.

Mr. Wurzburg, who recently made an attempt to amalgamate the canneries of British Columbia, has submitted a proposition to the five fishermen's unions of British Columbia, offering to deposit \$50,000 in the bank as a guarantee, which he will forfeit if he does not pay them for their fish a scale of prices, according to the pack, not less than 12½c., and not more than 25c.

The Vancouver unions have accepted the proposition, and, it is thought, the other unions will do the same. Mr. Wurzburg is now preparing an offer for all the canners on the Fraser to buy them out for so much stock and cash, and combine them under one management. Canners interviewed on the subject say they are surprised that the fishermen took the offer seriously.

## WE WISH . . .

that we could show you our list of customers for

# VICTORINE

WASHING COMPOUND.

Why are you not one?  
Nothing equals it.

DOES NOT INJURE FABRIC.

Write for Sample.

**VICTORINE** (Incorporated)  
**MONTREAL.**



## CLOTHES PINS...

Selected and full count, in packages of 4 doz.—6 doz.—12 each to a case.

This makes a very attractive shelf display line. Also in cases of 5 gross, large and small sizes. Ask for quotations.

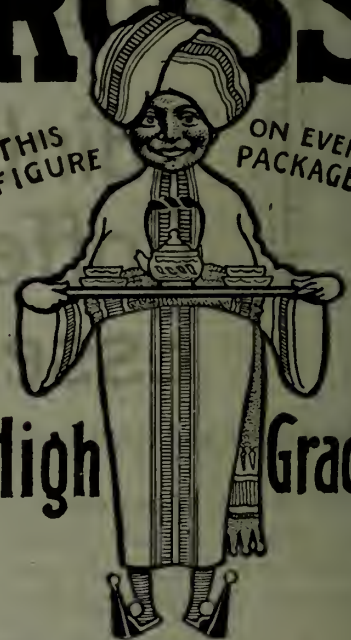
**BOECKH BROS. & COMPANY,**  
**TORONTO.**

Manufactured by  
**WM. CANE & SONS MFG. CO.,**  
Limited,  
**NEWMARKET.**

# ROSS

THIS  
FIGURE

ON EVERY  
PACKAGE



High

Grade

# TEA

Ross's High-Grade Ceylon Tea is, without exception the best value ever placed on the Canadian market. It is all pure Ceylon Tea, too, which can be said of no other.

**THE ROSS TEA CO., - - TORONTO.**



# Ceylon and Indian Teas— Black or Green.

**The Black Teas** were introduced into Canada only a few years ago. Reflect how they have gained in popularity yearly and consider the present consumption.

**The Green Teas** are still quite a novelty, but have already made their mark and merit all success. They are made expressly to meet the tastes of those who do not drink Black Tea.

In addition to their unquestioned merits, remember how they are advertised—See the daily papers

Ceylon Greens are for sale in Montreal by—

Messrs. Carter, Galbraith & Co.

“ L. Chaput, Fils & Cie.

“ Laporte, Martin & Cie.

“ E. D. Marceau.

“ “Ozo” Tea Co.

## BUSINESS CHANGES.

## DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

**A.** DUMESNIL, general merchant, Cascade Point, has assigned to Lamarche & Benoit.

J. H. Cumming, general merchant, St. Prime, Ont., has assigned.

Douglas & Douglas, general merchants, Leduc, N.W.T., are asking an extension.

St. Amour & Doucet have been appointed curators of Charles Lebrun, grocer, St. Henri de Montreal.

J. H. Savoie, grocer, Montreal, has consented to assign, and a meeting of his creditors will be held this week.

## PARTNERSHIPS FORMED AND DISSOLVED.

Lanouette & Desorcy, grocers, Montreal, have dissolved.

A. Brunet & Co., grocers, etc., St. Louis de Mile End, Que., have dissolved.

D. B. Chute, general merchant, Haborville, N.S., has admitted Christopher Perry under the style of Chute & Perry.

L. O. Papin & Fils, general merchants, Arthabaskville, Que., have dissolved, and a new partnership has been registered.

## SALES MADE AND PENDING.

Thomas Bow, general merchant, Vernon, Ont., has sold out.

The assets of A. Lacombe, grocer, Montreal, have been sold.

The assets of E. E. Wells, general merchant, Frelighsburg, Que., have been sold.

The stock, etc., of Alex. Cowan, general merchant, Kingsville, Ont., is advertised to be sold by auction.

The assets of Honore Thauvette, general merchant, St. Lazare de Vaudreuil, Que., are to be sold on September 5.

## CHANGES.

Morin & Frere have registered as grocers in Montreal.

C. J. Smith, fruiterer, etc., Ottawa, has given up business.

J. D. O'Neil & Co., grocers, Nelson, B.C., are out of business.

The stock of Mrs. W. H. Costigan, grocer, Montreal, has been sold.

J. A. Mancur, gristmill, Odessa, Ont., is advertising his business for sale.

P. C. Campbell, general merchant, Caledon East, Ont., is advertising his business for sale.

M. P. Plouffe, general merchant, Lady-smith, Que., is opening a branch at Shawville, Que.

A. L. Stewart, general merchant, Illecellewaet, B.C., has been succeeded by E. D. N. Forbes.

Lizzie C. Beattie, confectioner, etc., Wallaceburg, Ont., has been succeeded by James C. Cruthers.

Boucher & Lamontagne have registered as grocers and butchers in St. Charles (Bellechasse), Que.

## FIRES.

Geo. H. Davy, grocer, London, Ont., has suffered loss by fire; insured.

James Price, general merchant, Bishop's Mills, Ont., has been burned out; insured.

T. A. Barnhill, grocer, etc., Lower Onslow, N.S., has been burned out; loss estimated at \$3,000; no insurance.

## DEATHS.

J. U. Fyfe, grocer, etc., Verdun, Que., is dead.

C. B. Engett, general merchant, Wallace, N.S., is dead.

John Clarke, general merchant, Tatamagouche, N.S., is dead.

D. W. Hartt, general merchant, Fredericton Junction, N.B., is dead.

F. R. Douglas, of Kelly, Douglas & Co., wholesale grocers, Vancouver, B.C., is dead.

## NOVELTIES IN DECANTERS.

Handsome, novel and attractive are the decanters in which the French syrups, which Henri Jonas & Co. are handling, are being put up in. They would not only be of value to the dealer as ornaments for his shelves, but prove ready sellers. After the contents have been used, the decanters could be used for other purposes.

Thompson & Avery, general merchants and lumber millers, Sharbot Lake, Ont., have suffered about \$4,000 loss by fire; insured.

## INQUIRIES REGARDING CANADIAN TRADE.

The following were among the recent inquiries relating to Canadian trade received at the High Commissioner's Office in London, Eng.

1. Inquiry is made for names of firms in Canada who own mills for cutting fir sleepers and blocks and are prepared to quote for the delivery of such timber f.o.b. shipping port.

2. A London firm request to be furnished with names of Canadian shippers of baled hay who desire to be represented in England.

3. A firm in Liverpool are also open to buy Canadian hay in 1 to 500 ton lots as agreed.

4. A correspondent in the South of England asks for names of importers of Canadian bacon and cheese.

5. A Dutch firm are open to represent Canadian exporters of rolled oats, flour and rice meal.

[The names of the firms making the above inquiries, can be obtained on application to the editor of THE CANADIAN GROCER.]

## IN THE INTEREST OF CEYLON TEA.

Mr. R. V. Webster, of Colombo, Ceylon, who is now pretty well known all over Canada as a dealer in Ceylon tea, is on his regular trip through the United States and Canada, and is in Montreal this week. He finds that everywhere he goes there is a steadily increasing demand for Ceylon tea and he visits almost every point in the world. He saw Their Royal Highnesses, the Duke and Duchess of York, at Ceylon just before he left home. He again saw them in Melbourne, Brisbane, and in New Zealand. He is likely to again see them in Halifax. From Montreal Mr. Webster goes to New York, where he will be the guest of Sir Thomas Lipton on board his yacht during the international races.

POPULARITY

is the proof of merit, and no brand has ever achieved popularity so quickly as

“BOBS”

CHEWING TOBACCO

In 5 and 10c. Plugs.

BOBS costs you only 39 cents, and pays a good profit.

BOBS is well advertised.

BOBS is selling well in almost every store from the Atlantic to the Pacific.

BOBS is A BIG PLUG FOR LITTLE MONEY

Made by

THE EMPIRE TOBACCO CO.,  
LIMITED  
MONTREAL, QUE.



CANADIAN ADVERTISING is best done by THE  
E. DESBARATS ADVERTISING AGENCY  
MONTREAL

Mediterranean Fruits  
Granulated and Raw Sugars  
Molasses and Syrups, Glucose, Etc.

Excelsior Macaroni  
White Castile Soap

C. A. CHOUILLOU & CIE.

14 Place Royale (Customs House Sq.) MONTREAL.

**WESTERN**

Incorporated  
1851.

ASSURANCE COMPANY

Fire and Marine

Capital, subscribed \$2,000,000.00  
Capital - - - 1,000,000.00  
Assets, over - - 2,340,000.00  
Annual Income - 2,290,000.00

Head Office: TORONTO, ONT.

Hon. Geo. A. Cox, President. J. J. Kenny, Vice-President  
C. C. Foster, Secretary.

BENNETT'S SPICE AND GROCERY CABINETS

ARE UNRIVALED FOR KEEPING STOCK.

They are fitted with drawers, which are a patent combination of sheet metal and wood, which prevents

CRACKING, SHRINKING and STICKING.

The drawers have a lip at the top, making them dust and insect proof. The backs and divisions of cabinets being metal, they defy mice and worms.

Cabinets Supplied any  
Style or Size.

For price lists and full information apply to the patentee and manufacturer,

J. S. BENNETT,

20 Sheridan Ave., TORONTO

BUY

Star Brand

COTTON  
CLOTHES  
LINES

— AND —

COTTON  
TWINE

Cotton Lines are as cheap as Sisal or Manila  
and much better.

For sale by all Wholesale Dealers

See that you get them.

ROCK SALT FOR HORSES  
and CATTLE.



TORONTO SALT WORKS, Toronto, Ont.

"Chief Keokuk"

Pickles and Condiments.

"Montrose"

Tomatoes, Peas and Vegetables.

SOLD ON THEIR MERITS.

KEOKUK PICKLE CO.

KEOKUK, IOWA, U.S.A.

KEEP COOL!

Georgia Watermelons

First car of the season just arrived.

Extra Fancy Bananas, Pineapples, Oranges, Lemons.

CANADIAN Tomatoes, Raspberries, Cherries, Currants, etc.,  
arriving 3 to 5 times daily per express.

Telephone or Mail your orders. Will make prices right. Quality Right.

Hugh Walker & Son, Wholesale Fruit Importers, Guelph, Ont.

GRIMBLE'S English Malt  
Six GOLD Medals VINEGAR

GRIMBLE & CO., Limited, London, N.W., Eng.

PARAFFINE WAX

In "One Pound Cakes" for

HOUSEHOLD USE

Washing Clothes, Ironing, Sealing Canned Fruit, etc.

QUEEN CITY OIL COMPANY, Limited, - - TORONTO, ONT.

SAMUEL ROGERS, President.



LICORICE..

We manufacture everything in the Licorice line carried by the Grocery, Drug and Confectionery trades. We might mention—Y. & S. Stick Licorice, plain and corrugated; Acme Licorice Pellets; Y. & S. Licorice Lozenges, in cans or glass jars; A B C Blocks; Purity & Dulce Brand one cent sticks; Bundled Licorice Root; Small Cigars, 300 to box, etc. In PLIABLE LICORICE, Triple Tunnel Tubes, Mint Puff-Straps, Navy Plugs and Golf-Sticks 100 to box; Blow Pipes 200 and 300 to box; Manhattan Wafers, 2 1/2 lb. boxes; Curved Stem Pipes, 200 to box. Write for illustrated catalogue.

YOUNG & SMYLIE

Established 1845.

BROOKLYN, N.Y.





# Edwardsburg Silver Gloss Starch.

Your idea may be that all starch is starch and that your customers won't detect even a slight difference in quality. You may think that because there is a cent or two extra profit on "Mushroom" brands (that come and go), you can retain the confidence of your trade—it doesn't pay to trifle with the confidence that a customer has in you and your goods.

Edwardsburg Silver Gloss Starch is as staple as flour. In the name there is the fame of nearly half a century. In the making there is the skill of long experience combined with honesty of purpose and unequalled manufacturing facilities. Edwardsburg Silver Gloss Starch represents the highest type of perfection there is or can be in starch. Kegs of 100-lbs.—handsome enamelled horse-shoe tins holding 6-lbs.—handsome 1-lb. packages that give a touch of life and color and "go" to a grocer's shelves.

## Edwardsburg Starch Co'y, Limited Established 1858.

164 St. James Street,  
Montreal.

Works,  
Cardinal, Ont.

53 Front Street East,  
Toronto.

# DUNN'S PURE MUSTARDS

GIVE UNBOUNDED SATISFACTION.

The reason is—They are profitable to dealers and satisfying to consumers.

### COUPON BOOKS—ALLISON'S.

| \$2, \$3, \$5, \$10 and \$20 books.       | Un-<br>num-<br>bered. | Covers and<br>Coupons<br>numbered. |
|-------------------------------------------|-----------------------|------------------------------------|
| 50 books, one kind or as-<br>sorted.....  | \$ 75                 | \$1 75                             |
| 100 books one kind or<br>assorted.....    | 2 50                  | 3 00                               |
| 500 books, one kind or<br>assorted.....   | 11 50                 | 14 00                              |
| 1,000 books, one kind or<br>assorted..... | 20 00                 | 25 00                              |

### Allison's Coupon Pass Book.

|                   |                  |
|-------------------|------------------|
| \$1 00 books..... | 2 cents each     |
| 2 00 " " ".....   | 2 cents each     |
| 3 00 " " ".....   | 2 cents each     |
| 5 00 " " ".....   | 2 1/2 cents each |
| 10 00 " " ".....  | 3 cents each     |
| 20 00 " " ".....  | 3 1/2 cents each |
| 25 00 " " ".....  | 4 cents each     |
| 50 00 " " ".....  | 5 1/2 cents each |

### EXTRACTS.

| HENRI JONAS & Co. Per gross.     |        |
|----------------------------------|--------|
| 1 oz. London Extracts.....       | \$6 00 |
| 1 oz. " " (no corkscrews).....   | 5 50   |
| 2 oz. " " ".....                 | 9 00   |
| 1 oz. Spruce essence.....        | 6 00   |
| 2 oz. " " ".....                 | 9 00   |
| 2 oz. Anchoer extracts.....      | 12 00  |
| 4 oz. " " ".....                 | 21 00  |
| 8 oz. " " ".....                 | 38 00  |
| 1 lb. " " ".....                 | 70 00  |
| 1 oz. Flat " " ".....            | 9 00   |
| 2 oz. Flat, bottle extracts..... | 18 00  |
| 2 oz. Square " " ".....          | 21 00  |
| 4 oz. " " (corked).....          | 36 00  |
| 8 oz. " " ".....                 | 72 00  |

|                                            | Per doz. |
|--------------------------------------------|----------|
| 8 oz. " glass stop extracts.....           | 3 50     |
| 8 oz. " " ".....                           | 7 00     |
| 2 1/2 oz. Round quintessence extracts..... | 2 00     |
| 4 oz. Jockey decanters.....                | 3 50     |

### FOOD.

|                                            | per doz. |
|--------------------------------------------|----------|
| Robinson's Patent Barley 1/2 lb. tins..... | 1 25     |
| " " " 1 lb. tins.....                      | 2 25     |
| " " " Groats, 1/2 lb. tins.....            | 1 25     |
| " " " 1 lb. tins.....                      | 2 25     |

### GILLETT'S POWDERED LYE.

|                     |        |
|---------------------|--------|
| 4 doz. in case..... | \$3 60 |
|---------------------|--------|

### JAMS AND JELLIES

| SOUTHWELL'S GOODS. per doz. |      |
|-----------------------------|------|
| Frank Magor & Co., Agents.  |      |
| Orange Marmalade.....       | 1 50 |
| Clear Jelly Marmalade.....  | 1 80 |
| Strawberry W. F. Jam.....   | 2 00 |
| Raspberry " ".....          | 2 00 |
| Apricot " ".....            | 1 75 |
| Black Currant " ".....      | 1 85 |
| Other Jams, W. F.....       | 1 55 |
| Red Currant Jelly.....      | 2 75 |

| T. UPTON & CO.                                 |          |
|------------------------------------------------|----------|
| 1-lb. glass jars 2 doz. in case, per doz.....  | \$1 00   |
| 5-lb. tin pails, 8 pails in crate, per lb..... | 0 06 3/4 |
| 7-lb. wood pails, 6 ".....                     | 0 06 3/4 |
| 14-lb. wood pails, per lb.....                 | 0 06 3/4 |
| 30-lb. " " ".....                              | 0 06 1/2 |
| Jellies—                                       |          |
| 1-lb. glass jars, per doz.....                 | \$1 00   |
| 7-lb. wood pails, per lb.....                  | 0 06 3/4 |
| 14-lb. " " ".....                              | 0 06 3/4 |
| 30-lb. " " ".....                              | 0 06 1/2 |

### KNIFE POLISH.

|                                                                                                                     |  |
|---------------------------------------------------------------------------------------------------------------------|--|
| Nixey's "Cervus" 6d. and 1s. tins<br>For price list and sliding scale apply W. G.<br>Nixey 12 Soho Sq. London, Eng. |  |
|---------------------------------------------------------------------------------------------------------------------|--|

### LICORICE.

#### YOUNG & SMYLYE'S LIST.

|                                                            |        |
|------------------------------------------------------------|--------|
| 5-lb. boxes, wood or paper, per lb.....                    | \$0 40 |
| Fancy boxes (36 or 50 sticks) per box.....                 | 1 25   |
| "Ringed" 5 lb. boxes, per lb.....                          | 0 40   |
| "Aome" Pellets, 5 lb. cans, per can.....                   | 2 00   |
| "Aome" Pellets, fancy boxes (40)<br>per box.....           | 1 50   |
| Tar, Licorice and Tolu Wafers, 5 lb.<br>cans, per can..... | 2 00   |
| Licorice Lozenges, 5 lb. glass jars.....                   | 1 75   |
| " " 20 5 lb. cans.....                                     | 1 50   |
| "Purley" Licorice 10 sticks.....                           | 1 45   |
| " " 100 sticks.....                                        | 0 73   |
| Dulce, large cent sticks, 100 in box.                      |        |

### MUSTARD.

#### COLMAN'S OR KEEN'S.

|                                      |        |
|--------------------------------------|--------|
| D. S. F., 1/4 lb. tins, per doz..... | \$1 40 |
| " 1/2 lb. tins, ".....               | 2 50   |
| " 1 lb. tins, ".....                 | 5 00   |
| Durham, 4 lb. jars, per jar.....     | 0 75   |
| " 1 lb. ".....                       | 0 25   |
| F. D., 1/4 lb. tins, per doz.....    | 0 85   |
| " 1/2 lb. tins.....                  | 1 45   |

### JONAS' FRENCH MUSTARDS

| HENRI JONAS & Co. Per gross. |        |
|------------------------------|--------|
| Pony size.....               | \$7 50 |
| Imperial, medium.....        | 9 00   |
| Imperial, large.....         | 12 00  |
| Tumblers.....                | 12 00  |

|                 | 1'er gross. |
|-----------------|-------------|
| Mugs.....       | 13 20       |
| Plnt jars.....  | 18 00       |
| Quart jars..... | 24 00       |

### MATCHES.

|                                       |        |
|---------------------------------------|--------|
| Eddy's Telegraph, 5-case lots.....    | \$1 00 |
| " " single cases.....                 | 4 20   |
| Telephone, 5-case lots.....           | 3 90   |
| " " single cases.....                 | 4 10   |
| Eagle Parlors, 200s, 5-case lots..... | 1 60   |
| " " single cases.....                 | 1 70   |
| " " 100s, 5-case lots.....            | 1 80   |
| " " single cases.....                 | 1 90   |
| Victoria Parlors, 5-case lots.....    | 2 90   |
| " " single cases.....                 | 3 60   |

### MINCE MEAT.

|                                          |         |
|------------------------------------------|---------|
| Wetthey's Condensed, per gross, net..... | \$12 00 |
| " " per case of doz., net.....           | 3 00    |

### ORANGE MARMALADE.

| TUPTON & CO.                          |        |
|---------------------------------------|--------|
| 1-lb. glass 2 doz. case, per doz..... | \$1 00 |
| 7-lb. pails and 5 and 7 lb. tins..... | 0 07   |

### PICKLES.

| STEPHENS'.                            |      |
|---------------------------------------|------|
| A. P. Tippet & Co., Agents.           |      |
| Patent stoppers (pints), per doz..... | 2 30 |
| Corked pints, ".....                  | 1 90 |



**RISING SUN**  
**PROVE IT**  
 For durability and for cheapness this preparation is truly unrivalled.

|                               |      |
|-------------------------------|------|
| 1/2 Cases, 32 pkgs. 24's..... | 2.50 |
| Packages 10c. each.           |      |

|                                            |      |      |
|--------------------------------------------|------|------|
| Brown Label, 1's .....                     | 0 20 | 0 25 |
| " " 1/2's .....                            | 0 21 | 0 26 |
| Green Label, 1's and 1/2's .....           | 0 22 | 0 30 |
| Blue Label, 1's, 1/2's, 1/4's and 1/8's .. | 0 30 | 0 40 |
| Red Label, 1's and 1/2's .....             | 0 36 | 0 50 |
| Gold Label 1/8's .....                     | 0 44 | 0 60 |



**KOLONA**  
PURE CEYLON TEA  
BLACK

Ceylon Tea, in  
1 and  $\frac{1}{2}$  lb. lead  
packages. black  
or mixed.

|                                       |      |
|---------------------------------------|------|
| Black Label, 1-lb., retail at 25c.... | 0 19 |
| " " 1/2-lb., " " " ....               | 0 20 |
| Blue Label, retail at 30c.....        | 0 22 |
| Green Label " 40c.....                | 0 28 |
| Red Label " 50c.....                  | 0 35 |
| Orange Label, retail at 60c.....      | 0 42 |
| Gold Label, " 80c.....                | 0 55 |

|                                             |      |      |
|---------------------------------------------|------|------|
| Red Label, 1-lb. and $\frac{1}{2}$ 's.....  | 0 35 | 0 50 |
| Blue Label, 1-lb. and $\frac{1}{2}$ 's..... | 0 28 | 0 40 |
| Green Label, 1-lb.....                      | 0 19 | 0 25 |
| Green Label, $\frac{1}{2}$ 's.....          | 0 20 | 0 25 |
| Japan, 1's.....                             | 0 19 | 0 25 |

SWELLINGS PATENT  
HOP TEA

RAM LAL'S  
PURE  
INDIAN TEA  
SELECTED ASSAM TEA  
MANUFACTURED IN THE  
GARDENS OF INDIA

|            |     |                         |        |      |
|------------|-----|-------------------------|--------|------|
| Cases each | 60  | 1-lbs.....              | ....   | 0 85 |
| " "        | 60  | $\frac{1}{2}$ -lbs..... | } .... | 0 35 |
| " "        | 80  | 1-lbs.....              |        |      |
| " "        | 120 | $\frac{1}{2}$ -lbs..... |        | 0 36 |

LUDELLA CEYLON, 1' 1/2'  
AND 1/2' PEGA.

|                              |       |      |
|------------------------------|-------|------|
| Blue Label, 1's .....        | 0 18½ | 0 25 |
| Blue Label, ½'s .....        | 0 19  | 0 25 |
| Orange Label, 1's and ½'s... | 0 21  | 0 30 |
| Brown Label, 1's and ½'s...  | 0 28  | 0 40 |
| Brown Label, ½'s .....       | 0 30  | 0 40 |
| Green Label, 1's and ½'s...  | 0 35  | 0 50 |
| Red Label, ½'s .....         | 0 40  | 0 60 |

| THE EMPIRE TOBACCO CO., LIMITED           |             |
|-------------------------------------------|-------------|
| Smoking—Empire, 3/8s, 5s and 10s.....     | 0 39        |
| Royal Oak, 2 x 3, Solace, 8s.....         | 0 52        |
| Something Good, 7s.....                   | 0 48        |
| <b>Chewing—Bobs, 5s and 10s.....</b>      | <b>0 36</b> |
| Currency, 13/4oz. bars, spaced 9s.....    | 0 39        |
| Currency, 6s and 10s.....                 | 0 39        |
| Old Fox, Narrow 10s.....                  | 0 40        |
| Snowshoe, 10 1/2 oz. bars, spaced 8s..... | 0 44        |
| Snowshoe, pound bars, spaced 6s.....      | 0 44        |
| Snowshoe, 2x1, 6s.....                    | 0 44        |
| Pay roll, 6s.....                         | 0 44        |

|            |                        |      |
|------------|------------------------|------|
| Washboards | Leader Globe.....      | 1 55 |
| "          | Improved Globe.....    | 1 65 |
| "          | Standard Globe.....    | 1 80 |
| "          | Solid Back Globe.....  | 1 90 |
| "          | Inbilee (perforated).. | 2 10 |
| "          | Crown .....            | 1 45 |

F.o.b. Toronto.  
Matches, Kodak, per case (200's) 9

Matches, Kodak, per case (200's) 9  
boxes to packages, 40 packages to  
case..... \$ 30

**YEAST.**

|                                         |      |
|-----------------------------------------|------|
| Royal weant, 3 doz. 5c.-pkgs. in case., | 1 00 |
|-----------------------------------------|------|

to receive orders for the insertion of advertisements. But will those who send us "Condensed" or "Want" advertisements please bear in mind that they can only be inserted when cash or stamps accompany the order. The rate is 2c. per word each insertion, numbers and contractions counting as words.

MACLEAN PUB Co., Limited  
Montreal. Toronto.

# WE STOCK

NO. 197

# SYRUP PUMP

AND MEASURE.

Highly commended by those who  
**KNOW.** (Ask for circular).

**WALTER WOODS & CO.**  
**HAMILTON.**

# Soap

## "IMPERIAL" and "SNOW"

## Twin Cakes.

NOW IN STORE.

Perkins, Ince & Co., - Toronto.

IS THE

**MOTT'S  
DIAMOND  
CHOCOLATE.**

JOHN P. MOTT & CO.  
HALIFAX, N.S.  
ESTABLISHED  
1844.

BEST.

# ASK FOR

# MOTT'S

ARE YOU USING OUR\_\_\_\_\_

# Cold Blast or Jubilee Globes

## Aetna or Quaker Flint Chimneys?

**Give them a Trial.**

**THE SYDENHAM GLASS CO.,**  
of WALLACEBURG, Limited

# Shredded Whole Wheat Biscuit

**For sale by all  
Wholesale Grocers.**

**J. HEWITT, Agent**  
61 Front St. E., TORONTO.



# The Auer Gas Lamp

Money-Back Style.

No. 9

EVERY store-keeper who wants a brightly lighted store should use this lamp—it is the only one giving 200 candle power.

IT makes its own gas automatically and is cheaper to run than a center-draft oil lamp.

THERE is no smoke or smell, of any kind, from it.

HUNDREDS of them are in use and every one is giving satisfaction.



IF THE LAMP IS NOT ALL YOU HOPE IT TO BE WE WILL CHEERFULLY RETURN YOUR MONEY.

WRITE FOR OUR CATALOG AND DISCOUNTS.

AUER LIGHT CO., 1682 Notre Dame St., MONTREAL.

# MOLASSES

.....P.Q., May 9th, 1901

THE DOMINION MOLASSES CO.,  
Halifax, N.S.

Dear Sirs,—I beg to advise receipt of the car Molasses, which came to hand in good order and condition, and, as a proof I am satisfied with the quality, now offer same figures for two cars same grade.

This is an extract from a letter received a few days ago referring to a carload of Barbadoes shipped to one of the largest cities in the Province of Quebec.

We have some more of this grade to offer, and the price is low.

The Dominion Molasses Co.,  
Limited  
MOLASSES AND SYRUPS. HALIFAX, N.S.

## POTATOES and OATS

IN CAR LOTS.

If open to buy or sell, wire

R. W. HANNAH

Board of Trade, - TORONTO

## BANANAS

Special Value This Week.  
Send Us Your Orders . .

WE HANDLE EVERYTHING IN OUR LINES.

Send name for Price List. Mailed each week.

WHITE & CO., - TORONTO

Wholesale Fruit and Produce.

COX'S GELATINE Always Trustworthy  
ESTABLISHED 1725.

Agents for Canada:

C. E. COLSON & SON, Montreal.  
D. MASSON & CO., Montreal.  
ARTHUR P. TIPPET & CO.,  
Toronto, St. John, N.B., and Montreal

## BUSINESS NEWS

of any kind that is of value to business men supplied by our Bureau. We can give you market quotations from any town in Canada, reports from the city markets, stock quotations, etc. You can get commercial news from any Canadian paper through us.

Write us, giving us particulars of what you want and where you want it from, and we will quote you prices by return.

"Clippings" from any Canadian paper on any subject."

CANADIAN PRESS CLIPPING BUREAU,

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## THE "GLEANER"

KINGSTON, JAMAICA, B.W.I.

The Newspaper with the Largest Circulation in Jamaica and the West Indies.

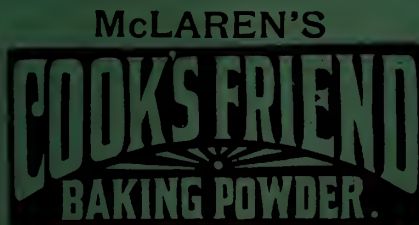
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Write for scale of charges, etc., to

THE GLEANER CO.,  
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Is Honest Goods and just the Thing on Which to Make or Extend a Business.



The Best Grocers make a point of Keeping it always in Stock.

# Decorated Opal



We have just issued our new Catalogue for the coming season. It's a daisy, and yours for the asking.

Have you tried our Mail-Order Department?

Write to us for illustrations or prices of anything you are needing in

White Granite and Printed Ware, Fruit Jars,  
Dinner, Toilet and Tea Sets, Decorated Opal and Fancy Goods,  
Fancy China of all kinds, Lamps and Lamp Goods,  
Cut Glass, Decorated Souvenir Goods,  
Rich Pottery Vases, etc., Rockingham and Cane Ware,  
Lamp Chimneys, Lanterns.

## GOWANS, KENT & CO.

TORONTO and WINNIPEG.

# REMEMBER

The grocers who are pleasing their customers and making good profits always make a point of recommending

## Wethey's Condensed Mince Meat

because it is sure to be asked for again.

ALL WHOLESALERS HANDLE IT.

Manufactured by

### J. H. WETHEY,

ST. CATHARINES, ONT.

# CROSSE & BLACKWELL'S New Season's Candied Peels

LEMON, ORANGE, CITRON, MIXED (O. L. and C.)

In 7-lb. Tins, 7-lb. or 10-lb. Wood Boxes, and 1-lb. Cartons.

## C. E. COLSON & SON,

## MONTREAL.

CHAS. F. CLARK, President.

JARED CHITTENDEN, Treasurer.

...ESTABLISHED 1849..

## BRADSTREET'S

Capital and Surplus, \$1,500,000.

Offices Throughout the Civilized World.

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THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants by the merchants, for the merchants. In procuring, verifying and promulgating information, no effort is spared, and no reasonable expense considered too great, that the results may justify its claim as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

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The original and only preparation for the purpose of cleaning and polishing.

### 'WELLINGTON' KNIFE POLISH

## JOHN OAKEY & SONS, LIMITED

MANUFACTURERS OF

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PUBLISHED EVERY  
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CIRCULATES IN  
EVERY PROVINCE

# THE CANADIAN GROCER

AND  
GENERAL  
STOREKEEPER

## COLMAN'S MUSTARD



BEST ON EARTH

### BISCUITS BISCUITS

Something Tasty and Delicious.

### CARR & CO.'S



FINGER  
CREAM

MELTS IN THE MOUTH.

Original Cases or Sample Orders.

### FRANK MAGOR & CO.,

Agents for the Dominion.

16 St. John Street, MONTREAL

C. E. JARVIS & CO., Vancouver, Agents for B.C.



The steadily-increasing sales of . . .

## ...MILLAR'S PARAGON CHEESE

prove beyond doubt its winning qualities. Suppose you are well supplied? If not, order some at once, and the demand for it will necessitate your handling it continuously.

Manufactured by \_\_\_\_\_

**THE T. D. MILLAR PARAGON CHEESE CO.,**  
INGERSOLL, ONT.

AGENTS—W. H. Dunn & Co., Montreal. A. E. Richards & Co., Hamilton. Joseph Carman, Winnipeg. Marshall Robertson, Vancouver and Victoria, B.C.

# OUR CANS CANS CANS

CAN not be surpassed in point of  
workmanship, material, quality.

We are the largest manufacturers in Canada of Key-Opening Fruit Cans, Vegetable Cans, Meat Cans, Spice Cans, Syrup Cans. What are your requirements? Write for quotations to

## THE ACME CAN WORKS

Office and Factory: Ontario St. and Jeanne D'Arc Avenue.

Jas. B. Campbell.

MONTREAL.

William Pratt.

## Symington's

### "Edinburgh" Coffee Essence

Is the Purest and therefore Best and Cheapest!

Refuse imitations said to be "just as good" as Symington's, and recollect that the careful process by which Symington's Essence is made eliminates all unpleasant properties.

ANYONE CAN DRINK IT.

**THOS. SYMINGTON & CO.,**

EDINBURGH and LONDON.

Agents, W. B. Bayley & Co., Toronto

## If You Have Money to Burn

Why! Go burn it. There is 10 times more satisfaction in burning money than in losing it in dribbles, through carelessness of clerks, or disputed accounts. Who that has "passbook" customers, has not had accounts disputed and partially repudiated? The best way to avoid all complications and misunderstandings is as follows:



### If a Man Wants Credit

for \$10, give him a \$10 Allison Coupon Book, charge him with \$10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. **NO PASS BOOK; NO WRITING; NO TIME LOST; NO KICKING.** There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

For Sale in  
Canada by

The Eby Blain Co., Limited, Toronto.  
C. A. Beauchemin & Fils, Montreal.

**ALLISON COUPON CO.,** Manufacturers,  
Indianapolis, Indiana.



# “One Object and One Aim.”

You remember the old saying, “It is better not to have too many irons in the fire at once.” One thing well done is far better than a dozen carried but half way to perfection.

Captain Austin, manager of the Thistle Haddies Company's Factory at Digby, Nova Scotia, has followed in the footsteps of his father before him, and is acknowledged absolutely unsurpassed as a fish curer. His “one object and one aim” has always been to put up the very best fish in the very cleanest way—to cleanse them properly, to cure them properly, and to pack them perfectly.

Captain Austin has had but one iron in the fire at once—he has devoted a lifetime to doing just one thing and to doing that **well**. The result is that the famous

## “Thistle” Brand

Canned Haddies  
Kippered Herrings  
Digby Chicken

represent without exception the top notch of excellence in their various lines. The Thistle Haddies Company's Factory is the most perfectly equipped and the cleanest one of the kind on the Atlantic Coast. Its cleanliness is almost proverbial. The cast iron rules regarding the quality of the fish themselves bar out everything that falls below the standard that has made the name of “The Thistle Brand” famous everywhere.

The rich, natural, delicate flavor of the freshly caught fish is retained in its fullness in the “Thistle” Brand. It is the brand that connoisseurs buy exclusively. It is the “Thistle” Brand that “wins out” every time, because Manager Captain Austin has now and always has had but “one object and one aim” in life.

---

**Arthur P. Tippet & Co., Agents,**

8 Place Royale, Montreal.

23 Scott St., Toronto.

# The Three

*most important points which a grocer considers when buying a line of goods are Purity, Popularity and Profitableness. In order that the line be popular, purity must be the predominating feature, and then profits will result. These three strong points are the strongest combination in*

## Jonas' Flavoring Extracts

*and which appeal most forcibly to the common sense of the dealer. Then, the housekeeper by using them has been educated to appreciate their sterling merits. She can absolutely depend upon their purity, richness and strength, which is so essential to the producing of satisfactory results in her cooking. Because they fill these three most important requirements is the best argument we can bring forth to prove they are the most satisfactory and profitable for the merchant to sell over his counters. If you are seeking pleasing profits and endeavoring to create satisfaction among those who deal with you, you will have a full line of Jonas' Flavoring Extracts on hand. We manufacture every flavor, among which are Vanilla, Nectar, Lemon, Raspberry, Strawberry, Pineapple, Banana, Orange, Apple, Pear, Blackberry, Cherry, Currant, Rose, Bitter Almond, Cinnamon, Nutmeg, etc., etc.*

HENRI JONAS & CO.,

Manufacturers,

MONTREAL.



## Clink, Clink, Clink !

Money, money, money—handfuls of nickles and dimes ! After all it's money that talks. And you haven't sent in for that trial order of an assortment of a thousand or more of my Cigars yet. Think of the money you've lost—the handfuls of nickels and dimes !

Rely on my judgment for the assortment I send you. You can rest assured that it will be all right, because I am after your permanent trade. Clink, Clink, Clink—think of the cash drawers under the Cigar counter and send in your order to-day.

J. BRUCE PAYNE, Cigar Mfr.,  
Granby, Que.

## The Famous Sterling Brand Pickles

THEY are no experiment. The grocer who, perchance, does not know these goods, can buy them with every safety and recommend them with completest assurance to his most particular customers.

—Made of the best grown Canadian vegetables, by thoroughly skilled methods, in Canada's largest pickle factory—and always give satisfaction.

## T. A. LYTLE & CO.

124-128 Richmond St. West.

TORONTO

# Further Testimony

From a Country Store.

### WHAT THEY SAY ABOUT

F. C. WILLIAMS,  
General Merchant.

Ridgeville, Ont., Sept. 2nd.

THE TILLSON CO., LIMITED, Tilsonburg.

I am in the country but keep good stuff, for I have a high-class trade. I always keep Tillson's "Pan-Dried Oats," and no other. I have people who send ten miles to me for their Rolled Oats.

F. C. WILLIAMS.

# Tillson's Pan-Dried Oats.

THE TILLSON CO., Limited, TILSONBURG, ONT.

The reasons that

# JAPAN TEA

has come into such popular favor with

## THE DEALER

are because

It attracts trade by its excellent qualities.

It makes satisfied customers.

It is acknowledged by tea experts to be a tea of sterling worth.

It supplies the demand for a healthy, clean, invigorating, and pure tea.

### Important facts worth consideration

# R

that Japan tea is prepared from the finest leaves and buds.

The process through which it passes interferes in no way with its flavor or aroma.

Government inspection guarantees every pound being pure Japan tea.

You need never take chances of running up against a bad lot.

JAPAN CENTRAL TEA TRADERS'  
ASSOCIATION.

Trafalgar Chambers, Sun Life Building  
Annex.

Tel. Main 4142. MONTREAL, CANADA.



## RETAIL MERCHANTS !

You should always be on your guard when making purchases of goods in our line. DO NOT ALLOW wholesale houses to sell you inferior goods, on which they make a little better profit, when your customers WANT and ASK FOR articles we manufacture.

GILLETT'S GOODS ARE THE  
BEST AND MOST RELIABLE.

**GILLETT'S CHEMICAL WORKS**

Established 1852.

LONDON, ENG. TORONTO, ONT. CHICAGO, ILL.

## A CONVINCING PROOF

that

## IVORY GLOSS STARCH

has caught the popular fancy is shown by the ever-increasing demand for it. Are you getting all the profit and business out of your starch department that you should? Is there room for improvement?

## Try Selling Ivory Gloss Starch

and you will be well pleased with profits and your customers will be satisfied with it.

Manufactured by

**THE ST. LAWRENCE STARCH CO.,**

Limited,

PORT CREDIT, ONT.

WE MADE \_\_\_\_\_

## An Emphatic Hit

when we advertised some weeks ago our intention of presenting all merchants who ordered **ONE HUNDRED POUNDS** of that excellently blended

## Queen Alexandra Tea

with a handsome tea canister with three brass tea scoops. Lest you overlooked this exceptionally good offer, we would again draw your attention to it. A more attractive, useful or ornamental tea canister you could not wish for. The **QUEEN ALEXANDRA TEA** that goes with it has proven itself to be a veritable

TEA TRADE CAPTURER.

ASK FOR SAMPLES

**THE "OZO" CO., Limited**

Montreal



# Finest Selected Valencias

## *In Primest Condition*

While the sale of these during the past week or so has been exceptionally rapid, have still a fair stock left, which will go at the same low price. Order now while they last.

**W. H. GILLARD & CO., Wholesale Grocers, HAMILTON**



**THE DOMINION BREWERY CO., LIMITED**  
Brewers and Maltsters  
**TORONTO**

Manufacturers of the Celebrated

## WHITE LABEL ALE

ASK FOR IT AND SEE THAT OUR  
BRAND IS ON EVERY CORK.

Our Ales and Porters have been examined by the best Analysts, and they have declared them Pure and Free from any Deleterious Ingredients.

WM. ROSS, Manager.



# Dollars and Sense

You will  
make  
them by  
selling



You will  
show  
it by  
stocking

**Paterson's  
Sauce.**

**Paterson's  
Sauce.**



**Batty & Co.**

ESTABLISHED 1894

**LONDON.**



**OLIVES  
AND  
PURE  
OLIVE  
OILS.**



Makers of High-class

**INDIAN  
CURRIES  
AND  
CHUTNIES.**

**PICKLES  
OF  
ALL KINDS.**



**SAUCES  
OF  
ALL KINDS.**



# Buying, Handling and Selling Coffees.

ONE OF THE PRIZE ESSAYS.

By W. C. FORMAN (Coficus), Ingersoll, Ont.

FROM far-away Arabia, from some parts of teeming India, from the sunny shores of Africa in the distant East, from the lovely isles of Ceylon and Java in the still farther east and south, from Brazil and other countries in the great southern hemisphere of the western world, and from the beautiful isles of the West Indies, come to us the wondrous seeds or beans from which, after careful selection, roasting and grinding is brewed that nectar of the gods—coffee.

The records would seem to show that it is likely to Abyssinia or to Arabia that we are indebted for the introduction of coffee as a beverage. The knowledge of, and taste for, coffee spread but slowly, indeed. In time, however, it was introduced to the inhabitants of Constantinople, and coffee houses were established there. Later still, the people of France were favored with the knowledge of its captivating properties, and soon thereafter the olfactory nerves of the English were delighted with its aroma, and their palates tickled with its fine taste. Not long after coffee was used as a beverage throughout Europe, and from the Old World it ultimately found its way to the New.

The coffee plant or tree is in its natural condition an evergreen, growing to a height of 15 to possibly 18 feet, but in order that its seeds may be more easily gathered, under cultivation it is pruned and kept down to a height of from five to six feet, and its branches thereby encouraged to grow laterally. Its flowers are produced in clusters growing at the axils of the leaves and are followed by the fruit, which is a fleshy berry having an appearance like unto a small cherry, and when ripe is of a dark red color. Each fruit contains two seeds of a plano-convex form, of a bluish green color and of a hard, tough texture. These seeds, after being gathered and properly cared for, constitute the raw coffee, or green coffee as it is called, of commerce. A tree will bear from one pound to two pounds of these seeds in a year.

The berries, when mature, are gathered and conveyed to a suitable storehouse where they are pulped, thus freeing the seeds from their outside covering. They are then spread to dry, husked, winnowed, sized and hand-picked to free them from defective seeds. The coffee thus cared for is baled and is then ready for shipment.

## THE SHAPE, SIZE AND COLOR OF SEEDS

all help to determine the commercial value of the coffee. Shape depends somewhat on which part of the plant the seeds are grown; size is often governed by the locality from which they come, and color depends on the degree of maturity when gathered—all of which points require consideration in wise buying of coffee.

Tough and hard as the raw seeds are, proper roasting changes them from green toughness to golden brown crispness. They contain a rich aromatic oil and a quantity of caffeine, which the process of roasting and grinding helps to free. The roasting of coffee is, therefore, a process requiring expert knowledge and entails exceeding nicety on the part of the roaster in order to produce uniformity of roast, and to stop the process

at the exact time in order to conserve the greatest amount of the essential qualities at their very highest condition.

From the foregoing it will be seen how much study, knowledge and care the successful buyer of coffee requires to possess and exert, as to the country of growth, shape, size and color of the coffee, the different flavors and strength, the wise blending in proper proportion, the best appliances for roasting and their skillful use in order to bring out the very best the coffee contains.

My idea would be that the seller of coffee would require to do a large business to make it worth his while studying and knowing how to get the best material, how to best blend the different strengths and flavors and best bring out their qualities through roasting. If his business is not large enough for this he must depend on this being done for him, by someone who does know.

The large majority of the retail trade will find they must depend on others for the selection and roasting of the coffee they sell. To those I would say, select several coffee roasters of well-known reputation, who have a character to sustain, and secure from them samples of their well-known or registered brands of coffee (asking that they be freshly roasted and unground), with their prices. Arrange these samples according to their different prices for comparison; take those of the same, or nearly the same price by themselves in competition, grind them separately and brew them at the same time that you may be able to decide on the blend which will best suit your trade. The object to be gained in selecting a registered or well-known brand is to be better assured that

## THE STANDARD OF QUALITY

will be fully kept up—a most important factor in conducting a successful trade in coffee.

Having decided on the blend of coffee you intend to sell, state to the roaster the quantity you expect to require for your trade and secure the very closest price and best terms and then buy in quantities so that you may have fresh roasted coffee as often as you conveniently can. Arrange with your roaster that your coffee shall be freshly roasted before shipment, and when ready, packed in tins which help to exclude contact with the air.

Having outlined the means to be adopted in the wise buying of coffee, the next important question is, how best to handle the coffee after it is bought. This, also, requires thought, care, and attention in order that all the advantages of wise buying may be conserved and accrue in delightful coffee to the consumer and profit to the retailer. First, select and decide on a proper place to keep your roasted coffee. Any place will not do. Let it be a place that is perfectly dry and free from all taint. On receipt of your coffee see if it is not in tins, that it is placed in them. Have your reserve stock at once removed to its proper place, leaving a tin or two in a prominent place in your store.

## SELECT A BLEND NAME OF YOUR OWN.

such as "Nectar," "Aroma," "Perfect," or any suggestive name whereby your coffee shall be known and distinguished from all others. Keep this name prominently before the public so that when the good qualities of your coffee become known, they shall be known under your name and consumers desiring this



Our packages are larger and more attractive in style than any others.

The quality of our goods is superior to anything else on the market.

**MORSE BROS., Proprietors, Canton, Mass.**

For sale by all Wholesale Grocers; also the McClary Mfg. Co., London, Montreal, Winnipeg, Vancouver and Toronto.

coffee will have to come to you for it, and competitors desiring to secure it will not know where to look for it, and all the advantage there is in the coffee will be yours.

Having selected a name, erase any name or the name of any firm of roasters which may be printed or painted on the tins in which your forward stock of coffee is kept or displayed, and display in good, bold letters, in their place, your blend name. Have your coffee mill in a conspicuous place in your store, and from time to time through the day, if not grinding coffee for your customers, grind a small quantity so that the delicious aroma might fill the store and tempt lovers of good coffee to try your blend.

Have special bags made for holding your coffee when you are selling it. On the bags have printed in conspicuous letters the blend name of your coffee and call attention to its many excellent qualities, thus keeping the name prominently before the people until in your town and section it becomes a household word.

The wisest and most careful buying and the correct and proper handling of coffee are a success only in as far as they prepare the way and help in the selling of it, they being but means employed with that end in view, and we shall therefore now consider how we may best complete the good work begun and sell the coffee.

#### PUBLICITY A SELLING FACTOR.

A most important factor in the selling of any article to-day is publicity or advertising and the question is, having secured the best quality of coffee at the lowest possible price, having cared for in the very best way, and having supplied the best means whereby it shall reach the consumer's coffee pot at the very height of its perfection, how shall we let the people know?

I would make use of that quickest and best of all means to reach the public, namely, the press, and would advertise my coffee under my own blend name, calling attention to its excellent qualities and its price, laying particular emphasis on the quality, but not forgetting the price. This I would do continually and persistently through the daily and weekly papers in order to reach all classes of the people. I would have printed and distributed from house to house, time after time, neat dodgers telling the same story of my good coffee, thereby trying to reach those who do not take the papers and to still further impress those who have already been touched by my advertisements in the papers. I would keep a number of these dodgers continually in my store distributed at different points so as to be within easy reach, and instruct my salespeople to place one of them with every parcel or lot of parcels going out from my store, so that the continual dropping might wear away the stone of indifference or opposition and help to place my coffee in all the coffee-pots of the town and district.

I would, as the opportunity offered, introduce, and have introduced by my salespeople, the merits of my coffee to customers coming to my store for other goods. If the introduction failed to make a sale I would ask permission to

#### ENCLOSE A SAMPLE.

requesting the customer to give it a trial and report the result, believing that far more can be accomplished in paving the way for future sales through this means than by indiscriminate sampling at the houses.

From time to time I would demonstrate to the people the quality of my coffee by having it properly made and daintily served at my place of business during special days, which I would have announced beforehand through the press and by dodgers distributed from house to house, extending a hearty invitation to all lovers of a cup of good coffee to call and enjoy the treat.

People who had not read my advertisements in the papers, who had been missed by the dodgers distributed at the houses, and who did not come to my store for other goods, giving me an opportunity to talk coffee to them, I would try and reach through my show windows by making from time to time

#### WINDOW DISPLAYS OF COFFEE.

showing possibly the green coffee, roasted coffee and ground coffee, or maybe sometimes coffee and the coffee mill, or, again, a coffee set spread for breakfast, or an afternoon coffee. In all cases I would use a neat, attractive card, or cards, calling attention to my special blend name and some of the excellent qualities of my coffee.

And so by making use of every means, taking advantage of every opportunity and keeping continually at it I would advertise, talk, introduce, sample, demonstrate and display my coffee until all the people knew of its existence and its good qualities, and those who appreciated a good thing were using it and I was successfully selling coffee.

#### WILL USE CUBAN SUGAR.

Press advices received from New Orleans, La., said: "It was made known recently that The Gramercy Sugar Co., owning the Gramercy refinery, just above New Orleans, and which is composed almost entirely of New York capitalists, had decided not to refine the Louisiana sugar crop in future, but to bring all the raw sugar used in the refinery from Cuba. To that end, it has just purchased for \$3,000,000 the Constantia plantation of 65,000 acres, near Cienfuegos. The plantation produced 50,000,000 lb. of sugar just before the troubles in Cuba. The Gramercy company hopes to increase the production, and the raw sugar will be brought to the Louisiana refinery and refined here."



**SO FAR** notwithstanding the enormous **SUGAR** demand we have been able to promptly execute our orders.

We are still in a position to make shipments of all orders same day as received.

**LUCAS, STEELE & BRISTOL, Wholesale Grocers, Hamilton, Ontario**

## TO IMPROVE YOUR EYESIGHT

You ought to have a look at our new Japan Tea to retail at a quarter. It's a beauty all right. Knocks direct imports silly.

Just imagine, **XXX VINEGAR**, 18¢., and selected **RAISINS**, 5¢! There is nothing wrong with the quality, either. Try us by mail.

**JOHN SLOAN & CO., - - TORONTO.**

*The First Gun Fired —*

*We Struck the Bulls-eye*

## New Season York Peels

now in store

ORANGE, in 7 lb. Wooden Boxes, drained  
ORANGE, in 7 lb. Tins, - - drained  
LEMON, in 7 lb. Wooden Boxes, drained  
LEMON, in 7 lb. Tins, - - drained  
CITRON, in 7 lb. Wooden Boxes, drained  
CITRON, in 7 lb. Tins, - - drained



These are the most satisfactory **PEELS** that come to Canada, profitable to the Retailer, pleasing to his Customers.

**New Selected Valencias**  
due about 16th.

# James Turner & Co.

Wholesale Grocers

 **HAMILTON.**

# GOAT TEA 1901.

Our Famous "GOAT" Brand Japan Tea just arrived.  
Packed in half-chests, boxes and caddies.  
All orders holding will be shipped immediately.

## QUALITY BETTER THAN EVER.

**Thos. Kinnear & Co.,** Wholesale Grocers,  
49 Front St. East, **Toronto.**

### CANADA AT GLASGOW.

THE Scottish Trader, Glasgow, in its issue of August 24 gives a good deal of space to Canada and her exhibits at the Glasgow Exhibition. From the article, on the front page of which is a cut of Mr. W. D. Scott, the Canadian Commissioner, the following is an extract:

"Food in Canada is abundant and to spare. There is no struggle for it as here in the old country, and consequently Canada does already a very large trade in exporting food. At the exhibition held thirteen years ago Canada occupied one of the courts, and since that time illustrations have not been wanting, especially at all agricultural gatherings, to prove that the resources of that great colony are almost unlimitable. The Canadian Government have spared no expense. They were admirably supported, and their scheme has been well carried out by their commissioner, Mr. W. D. Scott, who has had the loyal support of a large number of representative men. There is no doubt, even after a cursory glance at the fruits of the field displayed, that farming, in the widest sense of the word, is the great industry of Canada. Everything is in favour of the production of food. Those two essentials—especially the soil and the

climate—are of the very best, while products of exceptionally fine quality are raised in farm, garden, orchard and vineyard, with comparatively little trouble. Then the seas, lakes and rivers swarm with fish. To the credit of the Canadian farmer, be it said, he has thoroughly appreciated his many privileges, and has been quick to adopt every new method and every approved implement or hint that science has suggested. He has taken advantage of the improvement in the transport service, while the tinning of goods and cold storage has given him a practically unlimited market for the disposal of his goods. Further, large areas are well adapted for dairying, and travelling schools are in existence in order that practical instruction may be given in butter-making and the handling of milk."

### CATALOGUES, BOOKLETS, ETC.

The Toronto Globe has issued a folder on "How to See Toronto in a Day." The front page shows a section of the city hall and its tall tower, and throughout the folder is prettily illustrated with views of places of interest. A map of the city, a street index and a street railway time table are features which greatly increase its usefulness. Merchants visiting the "Queen City" will

find the folder helpful, and they should try and secure a copy.

### A WINDOW-DRESSING BOOKLET.

A striking feature of the development of the art of window dressing is the attention now being paid to it by manufacturers. It has been recognized by many dealers that one of the most forceful methods of winning attention to their goods is by displaying them prominently and attractively. In order to interest their customers in displaying their soap, Lever Bros., Limited, have issued a booklet containing a score of cuts engraved from photographs of first-class display-windows. The matter of window dressing is also gone into comprehensively evidently being written by a window-trimmer of experience. The work is, from cover to cover, thoroughly high class, and should be of material assistance to grocers who desire to make attractive displays of such staple articles as soaps.

The grocery store of Mrs. Foster, St. John, N.B., was broken into at an early hour Sunday morning and \$1.90 taken from the till. The party who did the act smashed in a large pane of glass and thus effected an entrance. Some articles were also removed.

### FALL IMPORTATIONS.

**Roquefort, Gorgonzola, Edam,  
Gruyere (Swiss), English Stiltons, etc.**

We import nothing but the best, and our prices are right. Get our quotations.

A. F. MacLaren Imperial Cheese Co., Limited - 51 Colborne Street, Toronto.



# IN STORE NEW SEASON'S Y. HYSONS.

SEE OUR TRAVELLERS' SAMPLES.

## THE DAVIDSON & HAY, LIMITED

36 YONGE STREET - - TORONTO.

### TORONTO RETAIL GROCERS' ASSOCIATION.

THE regular monthly meeting of the Toronto Retail Grocers' Association, which was held on Monday evening in St. George's Hall, was well attended, and proved to be a lively, interesting meeting. President Panter occupied the chair.

Mr. F. Lyons, Queen street, was admitted to membership.

Secretary McKinnon reported that at the meeting of the city council on Monday next the early-closing and trading-stamp by-laws would come up for their second reading.

J. S. Bond suggested that as this is the critical time for these by-laws it would be advisable to secure some one member of the council to champion them. It was moved by F. W. Johnson, seconded by T. Holmes, that W. J. Sykes ask Ald. Urquhart to look after the interests of the trading-stamp by-law, and that President Panter and D. J. Kelly be empowered to secure a champion for the early-closing by-law. It was also decided that each member of the association should make it a point to see what members of the council he knew personally, and to use every legitimate influence to secure their support to the two by-laws.

The secretary also reported that the chief of police had written the city council for instructions regarding the fruit vendors about the Customs House on Yonge street. The chief believes that these vendors have not the legal right to use the space on the sidewalk they now occupy, and he has asked the opinion of the council regarding the matter. On motion of F. W. Johnson, seconded by T. Clark, the secretary was authorized to send a letter to the council expressing the hope of the association that these fruit vendors be prohibited from taking up so much of Yonge street and making that important entrance to the city so dirty and unattractive.

D. W. Clark moved, seconded by F. W. Johnson, that the secretary be instructed to write the Minister of Agriculture, asking for a more thorough inspection of fruit in Toronto. This motion won unanimous approval, as practically every member of the association had suffered considerable loss during the season from buying fruit which had been filled in with inferior fruit and faced with a first-class article.

Another grievance which was discussed was the length of time the fruit market was open. The opinion was unanimous that there should be no market in the afternoon, as the grocers could not attend both morn-

ing and afternoon markets, and were under a serious disadvantage on that account, as after the grocers had gone, the balance of stock on the market was cleared out to peddlers at reduced prices. This matter will likely receive further attention before the beginning of next season.

The secretary reported that, as the Industrial Exhibition authorities had not got through removing goods from the Exhibition grounds, the race-track there could not be secured for the association's horse races.

R. B. Snow moved, seconded by R. Robertson, that the horse races, the quoit match and the relay match be postponed till a week later, Wednesday, September 18.—Carried.

D. W. Clark moved, seconded by W. J. Sykes, that the return baseball game between the association team and the wholesale fruiterers' team be played on Wednesday on other grounds than Exhibition Park.—Carried.

Alexander Boyd, tea merchant, Alexandria, Ont., dropped dead at the Exposition Grounds, Buffalo, on Wednesday of last week. Mr. Boyd was 43 years old. He was married, his wife and three children surviving him.



## New Goods Now Ready.

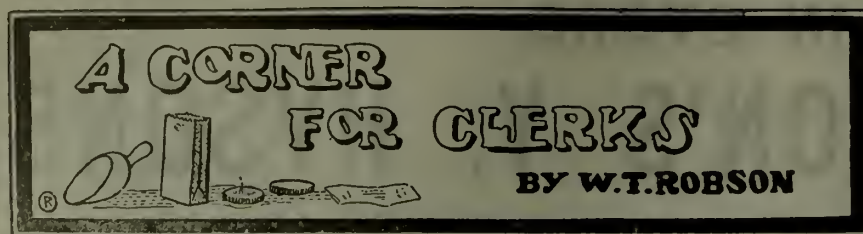
We are booking orders for Fall shipment of new goods for

### Upton's Jams and Jellies.

Highest quality obtainable.

A. F. MacLAREN IMPERIAL CHEESE CO., Limited.





#### DO NOT SLANDER FELLOW CLERKS.

ONE of the worst things that can happen in a grocery store is jealousy among the clerks. In stores where half a dozen clerks are employed, and you find one man engaged in the dishonorable act of trying to oust another from his position on account of some wrong or fancied injustice, you have one of the most undesirable places for any man to be employed. My associations have been among young men in the grocery business. From my experience, I do not think them any worse than any other class of young men, but where there are men employed you will always find some full of plots and schemes for advancement and preferment generally, ever forgetful of the truth that the man who plots another's downfall is preparing for his own end. Every person who voices innuendoes and hints of wrong about another blackens his own character. For a time, he may seem to succeed, but the end is sure and certain—his own downfall. If you work in a store, I beg of you, speak ill of no one, and do not give credence to idle tales about others. Don't repeat stories about your fellow worker, even if you know them to be true. They may hurt him, and are sure to do you no good. If someone has spoken ill of another, do not be so foolish as to hope to curry favor by telling him of it. The tendency will be to embitter him towards that person who spoke ill of him, and thus create friction and trouble.

A clerk should never try to "stand in" with the "boss" by giving him reports of the doings and sayings of other clerks in the store. No man can ever succeed who hopes to get a better position by defaming or dragging down the reputation of another. There is only one way to win, and that is to do your work well. Speak ill of no one, not even as a matter of truth. Any other course leads a man astray from the path of advancement, morally, socially and spiritually. Let us be careful of what we say of others, for, as Bishop Begum said: "No man applies an epithet to another that cannot with equal truth be applied to himself."

#### A QUESTION OF REFERENCES.

"A.C.T." writes: Am leaving my present position to try and get a better one. Should I ask for a letter of reference, or do they carry any weight with a man looking for a clerk?

Certainly, have a letter of recommenda-

tion. The average merchant will pay attention to a letter from another merchant or a former employer, but not so much from a minister or a local politician. I have seen boys who, when they started out to look for a position behind the counter, had a string of letters from men engaged in law, politics and religion, whose opinions may be all right on other subjects, but certainly do not weigh with the man looking for a clerk. A few terse sentences from a former employer when you start to look for work will be very helpful to you in securing a place. Be clean, and respectful in your manners. Don't go in to see a man regarding a situation and be smoking a cigar at the same time. Have your smoke afterwards. I am not aware if you smoke, but I had a young friend who failed to get a situation a short time ago on that account. I do not want any other boy to make the same mistake. Do not expect too much on the start, but try and work up. Positions worth having want competent men who are able and willing to more than earn their salary. I hope you will soon obtain a position and shall be pleased to hear from you again.

#### ARTICLES "JUST SOLD OUT."

"McB." writes: Why do customers ask more frequently for an article when you are "just sold out?"

I don't know why, but it's so, and it always was a puzzle to me. The customers seem to know intuitively by some sort of mind reading that a particular line of goods is sold out, and for pure contrariness they must necessarily inquire if you have it, just to aggravate. There seems to spring up an increased demand, or it may appear that way, simply because the goods are not in stock. However, I have very frequently noted that inquiries come in when goods were out of stock much faster apparently than when you had them in stock.

#### OLD GOODS AND STOCK-KEEPING.

"A.O." says: I enjoy your column. Why don't you tell your clerks to sell their old goods first, instead of the new? The average clerk is not careful about the keeping of stock.

I think you are the man to tell your own clerks this. They will do it if you ask them. The selling of new stock is the outcome of their desire to serve their customers with the best and freshest goods.

At the same time, your interests must be considered, and you have a right to insist that they shall do as you say. I agree with you that unless a clerk is continually reminded by his employer he is often not careful about stock-keeping, which is equally important with stock-selling. It is the duty of every merchant to see that his clerks are careful to allow no goods to accumulate through neglect. This usually happens when goods are placed in out-of-the-way places. Then they become forgotten or overlooked, and as a result are injurious to the trade or worthless. No stock requires more constant watching than the stock of a retail grocery. When constant vigilance is exercised losses can be kept down, but where there is neglect money is very easily lost. A clerk is a valuable man to his employer just in proportion as he saves stock (which is money) for his employer.

#### A CLERK AND HIS WAGES.

"Charles" writes: A friend of mine, a grocery clerk, was owed a considerable sum of money by his boss, who was very "hard up." Finally, he was given some slow accounts to collect, and retain what was coming to him out of the proceeds. After repeated calls he has placed these accounts in court, and his customers and employer are down on him for so doing. Do you think he was justified?

Why, certainly he was! That was the only thing to do under the circumstances. It is hard when one has to get his wages in such a way. He should not have tried to get his money in this manner. It is all right for him to try and collect these accounts, but his employer should assume all the responsibility of such actions as may be required in order to effect collections. The influence of such proceedings is sure, under these circumstances, to be detrimental to the business.

M.B.—One can easily be too familiar with customers. Talk strictly business until they have been waited upon. Then, if you have a moment to spare, you may be social, but always place business first. Show your goods quickly and politely and be ever-ready to help your customer with a suggestion. Remember their likes and dislikes. They will appreciate this on your part. People, as a rule, are not attracted by too much gush and social talk on the part of a clerk. It is his business to sell goods first, last and always, and one can be friendly without being too familiar. You must know your customers thoroughly. One man may appreciate being called by his first name and another would resent it, so try and be wise in this and discriminate.

McKay Bros., grocers, Georgetown, have greatly improved the appearance of their store by installing a plate-glass front.





# Imperial

## WHITE WINE VINEGAR

WITHOUT A DOUBT—the highest quality produced—this statement is made in all confidence and without the slightest hesitancy as to its being borne out by the peculiar and distinctive merits of IMPERIAL.

High-class vinegar should be perfectly clear—no sediment—no yellowish tinge, full standard strength and uniform. IMPERIAL is all this, and more—it has a delightfully smooth, pleasant flavor, and as a keeper of pickles is without a competitor. It stands in a class by itself.

Remember the name---IMPERIAL.

HIGH-GRADE ONLY

# “THISTLE” BRAND

/ TOMATOES / CORN / PEAS / BEANS, Etc. /

GUARANTEED SECOND TO NONE.

Brighton Canning Co.,

=

Brighton.

## *A Live Business*

demands the best goods—goods that please where introduced, and advertise themselves. If you do not already handle “Kent” Baked Beans, you are missing a live article—one that sells on sight. Put up in large flat cans, to retail at 10c. They are the best article of the kind put up in Canada. Have you stocked them?



THE KENT CANNING CO., LIMITED, CHATHAM, ONT.

## THE PEACH CROP.

THE difficulty of computing the size of the peach crop of Ontario is well illustrated by the developments of the past week. Ten days ago, it was freely stated and generally believed that the peach crop of Ontario was considerably smaller than usual. Towards the end of last week, a report was sent forth from Essex county to the effect that the crop in that section was much larger than an average one. This statement was immediately followed by a despatch stating it to be erroneous, and reporting that, while the crop in that section is fully up to the average, it is not larger than last year.

This week, the receipts of peaches in the Toronto market from the Niagara district have been so large that Toronto fruit dealers unite in the opinion that the crop in the Niagara district, while not being as large as last year, is better than was expected, and is not a great deal below an average crop.

The indications at present are that the total crop, while not being quite an average one, is large enough to supply the ordinary demand without much increase in prices, either for the fruit in baskets or in cans.

## ENCOURAGE THE YOUNG MEN.

THE following, signed by "Canadian," appeared in Monday's issue of The Ottawa Journal :

"For 20 years I have been looking out for some one to explain adequately the causes of the emigration of our young men. The quantity of humbug I have been forced to read on the subject during that time accounts for at least half of my grey hairs.

"Mr. J. W. Patterson's article in Saturday's Journal is the first honest attempt to gain insight into the mystery that has come my way. I could give you a number of instances which corroborate Mr. Patterson's argument. Mindful of your space, let two suffice. Let us name the persons A and B. A was in business in New York. He had gone there after failures to get capital for an enterprise in Canada. (This enterprise, by the way, was subsequently carried out by rich men and has succeeded.) A had an interest in the New York concern acquired by his ability and industry. Family reasons necessitated removal west. The head of the concern, after vainly urging him to stay, consented to buy him out. A was let to name a fair price for his share. Next day he got a cheque for double the amount.

He was given a letter of introduction to a western capitalist in the locality of his new home. The western man at once acted on the letter and intrusted him with an important mission. He carried this out so well that within a year he cleared, as his share of the profits, \$15,000.

"Consider B's case. Like a prudent man, he left Canada without first trying to get capital for any enterprise. When I knew him in Chicago, 10 years ago, he made a modest living as a teacher. He did some casual work for a railway magnate. His energy obtained him more. He was given opportunity to work for himself as well as his employer. There are not to-day in Ottawa 10 men as rich as he. Neither A nor B is yet 40 years of age. Neither is what you would call an exceptionally brilliant man; just possessed of average sense, honesty and industry. Without the 'leg up' which they got from perfect strangers they would be in the United States what they were in Canada, obscure clerks on a pittance. I know a considerable number of young employes of rich men in Canada. Not one, to my knowledge, is encouraged to do well for himself outside his employment. In fact, if any tried to do so they would be dismissed.

"Let Mr. Patterson continue his researches. He is on the right track. This persistent talk of our small market, our colonial status, our climate, our politics, etc., to account for emigration, is overdone. A more potent cause is the timidity and the selfishness of a large majority of our moneyed men."

## HINTS TO BUYERS.

Contributors are requested to send news only not puffs of goods they handle, or the arrival of standard goods that everyone has in stock, or that they are offering goods at close figures, or that they have had an unusually large sale this season.

THE American Chiclé Co. have discontinued the sale of premiums with the Adams "Tutti Frutti" brand of chewing gum. The 80 per cent. profit which the dealer gets on this brand of gum was the most solid premium possible the Chiclé company could think of to give to the trade.

W. H. Gillard & Co. have a full line of fruit jars in stock.

John Sloan & Co. report big sales of "Kincora" Ceylon tea last week.

Lucas, Steele & Bristol offer both dates and figs in pounds and halves.

John Sloan & Co. have a good stock of olives both in bottles and kegs.

"Dragon" seeded Californian raisins are being offered cheap by Lucas, Steele & Bristol.

Warren Bros. & Co. have taken into stock a shipment of Goyer's "Maple Blend"

syrups in quart cans. The article is a blend of fine New Orleans molasses and maple syrup.

W. H. Gillard & Co. state that they are offering exceptional value in finest selected Valencias.

Bottling wax may be procured from Lucas, Steele & Bristol, also pickling spice in pretty sugar bowls.

A. F. MacLaren Co., Limited, have a few boxes fine old white cheese, September 1900 make, to offer.

Scotch red herrings, 100 in a tin, are in store with Lucas, Steele & Bristol, also Scotch herrings in tomato, shrimp and bloater sauce.

"Tea Rose Drips" is the name of a syrup in tins which The Imperial Syrup Co. is putting on the market. The Toronto agent is The A. F. MacLaren Co., Limited.

Since giving up the premium business, The American Chiclé Co. report greatly increased sales on their big brands of chewing gum. If Sir Thomas Lipton's Shamrock II. is as fast a sailor as Adam's "Tutti Frutti" is a seller, the cup race is all over but the shouting.

## A FORTUNE IN CARMELS.

A FEW years ago a young fellow came to Topeka looking for a job, says Merchants' Journal. He thought it would be a great thing for him if he could get into the railroad offices as a clerk, but all the places were filled and he had to give it up. Then he went back east and went on the road as a commercial traveller. There was a Dutch confectioner in the Pennsylvania town where he made his headquarters, who had invented a particularly luscious caramel, and the young fellow who failed to get a job as a railway office clerk, sold the caramel as a side issue. He found that the bit of confectionery was a heavy seller and the Dutch baker concluded that the commercial man was making too much money on the deal. He shut off on his contract with the young fellow and undertook to sell his own caramels, but failed to keep the custom that the young fellow had worked up. Then he sent for the commercial traveller and proposed to sell him half the business. The price was \$39,000 and the young fellow hadn't a dollar. He bought the half interest on time and went on the road for the firm at a salary. In three years he had made enough out of his share of the caramel business to pay for his interest. He and another man bought out the other half interest, and in a few years had paid for that out of the profits of the business. Then he commenced to work up a consolidation of the caramel business of the east and has nearly accomplished it. His holdings in the consolidated concern are worth nearly half a million, and his earnings per year amount to upward of \$30,000. If he had secured a job in the railroad offices in Topeka the chances are that he would have been a clerk to this day, and a judgment against him would not have been worth a cent. It is mighty lucky sometimes to get turned down.



# CURRENTS \* FOR PROMPT SHIPMENT.

FANCY "BLUE PEARL" CURRENTS.—QR. CASES, 40 LBS.

THESE ARE THE FINEST FANCY CURRENTS IMPORTED.

ALSO OUR WELL-KNOWN BRANDS, "MOREA" AND "KALAMOS."

THESE ARE THE STANDARDS OF CLEANED AND STEMLESS CURRENTS.

OUR QUOTATIONS WILL INTEREST YOU—WRITE FOR SAMPLES AND PRICES.

THE **EBY, BLAIN CO.,** LIMITED

WHOLESALE GROCERS.

**TORONTO.**

## RICE FIELDS FLOODED IN CHINA.

Under date of Shanghai, July 25, 1901, United States Consul General Goodnow reports that the most disastrous floods are prevailing in the valley of the Yangtze River. He understands that they are the worst known by Europeans in that valley. All the towns in the neighborhood of Wuhu and Kiukiang are to a large extent under water. The farms, especially the rice-growing region about Wuhu, are so completely flooded that there is no hope for the crop this year. In addition to this, thousands of people have been drowned and

unknown numbers rendered homeless by the overflow. The stoppage of trade is very serious. Not only is the local trade paralyzed where the flood exists, but the river is so far beyond its banks that navigation is difficult and dangerous. It is reported that five large river steamers plying between Shanghai and Hankau are out in the fields in different places. The destruction of the crops in vast regions, and particularly the probable destruction of the rice crop in the region of Wuhu—the great rice-exporting centre—will probably add famine in the Yangtze Valley to the other difficulties besetting the Empire.

## CUMULATIVE RESULTS OF ADVERTISING

The advertising of to day or to-morrow cannot be fully accounted for by the sales of the day or the week, remarks an exchange. Returns often come in long after the appearance of any one advertisement. It is these belated returns which make up what in advertising parlance is known as the cumulative results. In the course of time they grow to such proportions as the after circumstances warrant. Thus, the mail-order advertiser who makes his advertising pay from the time his business is well launched—or started—may expect future returns to increase gradually as the cumulative effects of his advertising begin to appear.

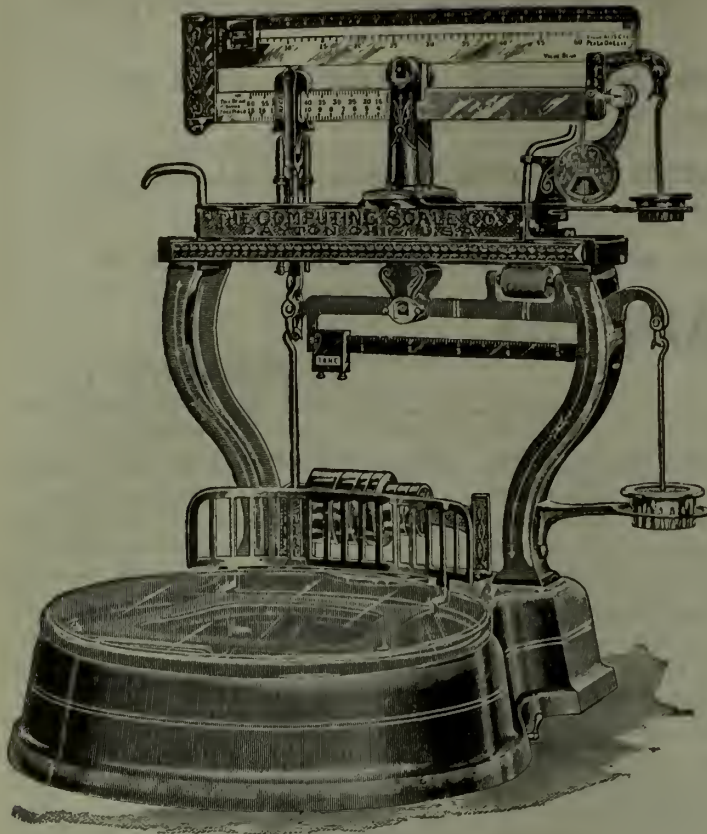
## Off His Guard.

One Monday morning bright and clear  
In a grocer's shop not far from here  
A traveller entered with his grip  
And on the counter he did sit.  
"In the list of births the other day  
I see a son and heir has come your way  
Now as you're getting low on gum  
Buy it with a baby jumper, just for fun."

The grocer had a big broad grin  
'Twas his very first child—the image of him  
And it tickled his pride and vanity too  
For the neighbors were fooled—they predicted two.  
"Oh, I guess you had better send one along  
"See it's a good one—well made and strong".  
(To the brand of gum he gave never a thought  
'Twas the jumper alone he really bought.)

The jumper and gum arrived in time—  
The surprise to his wife was simply sublime.  
"You dear old sweetheart" she fondly said  
As she kissed his cheek and stroked his head,  
"I saw one down town the other day  
"But considered two dollars too much to pay."  
The surprise on his face was not so sublime  
As he turned the two dollars around in his mind.  
"Twas listed at five, now just let us see  
"What that baby jumper did really cost me.

"Invoice six fifty plus the freight  
"The traveller said gum would sell for eight.  
"I could buy the gum in the regular way  
"For three dollars and fifty-five cents we'll say.  
"The jumper then cost two ninety five  
"Without the freight—I've been skinned alive.  
"My trade demands these popular brands  
"Tutti Frutti and Beeman's and Whites' Yucatan."



## On Guard.

King System sat from morn 'till night  
Perched on the counter in the light,  
Where he could see his subjects work  
And keep a tab on every clerk.

He made his edicts strong for all,  
That a fractional pound, no matter how small,  
Had its value; and, as King of Weight,  
He annexed it to his vast estate.

His subjects—well, they learned at last,  
That days of waste, and loss had passed.  
They learned to love their King; and he  
Always maintained strict equity.

### The Computing Scale Company DAYTON, OHIO.

Money-Weight Scale Co., No. 47 State St., Chicago, Ill.

E. E. Meeker, No. 52 Franklin St., New York, N. Y.

J. B. Poirier, Dist. Agent, No. 1662 Notre Dame Street,  
Montreal, Que., Canada.

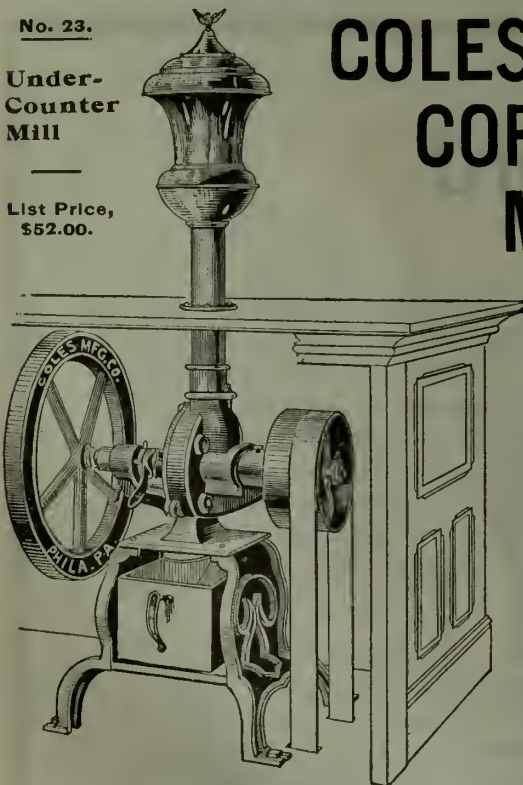
L. A. Davidson, Dist. Agent, No. 104 King St. West, Toronto,  
Ont., Canada.

White & Ecclestone, Dist. Selling Agents, Vancouver, B.C.

No. 23.

Under-  
Counter  
Mill

List Price,  
\$52.00.



## COLES COFFEE MILLS

None better for  
Granulating or  
Pulverizing.

Our mills will  
Pulverize with-  
out heating Coffee.

Every Coles  
Coffee Mill has a  
Breaker that  
breaks the Coffee  
before it enters the  
grinders, thus re-  
ducing wear of  
grinders.

A GREAT  
LABOR-SAVER.

Our Grinders  
wear longest.

Agents { TODHUNTER, MITCHELL & CO., Toronto.  
DEARBORN & CO., St. John, N.B.  
FORBES BROS., Montreal.  
GORMAN, ECKERT & CO., London, Ont.

COLES MANUFACTURING CO., PHILADELPHIA,  
PENN'A.

## Rowntree's

### Chocolates and Pastilles

The "Court Circular" says of the Chocolates:

"Unexcelled for purity, delicacy of flavor, and  
daintiness. They compete with, if not surpass,  
the finest French chocolates made."

"Grocery" says:

"One thing in which Messrs. Rowntree & Co.  
excel is undoubtedly their Gums. The secret  
lies in the quality of the Gum, the excellence of  
the flavoring, and the carefulness in manufac-  
turing."

Two excellent lines of confections made by  
the manufacturers of

Elect Cocoa and Elect Lemonade.

Agents for Canada:

For Quebec, Ontario and the Maritime Provinces:  
MR. CHAS. GYDE, 20 St Francois Xavier St., MONTREAL.  
For Manitoba, Northwest Territories and British Columbia:  
THE HUDSON'S BAY CO., WINNIPEG.





President,  
JOHN BAYNE MacLEAN.  
Montreal.

THE MacLEAN PUBLISHING CO.  
Limited.

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, North-West Territories, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

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MANCHESTER, ENG. . . . . 18 St Ann Street.  
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WINNIPEG . . . . . Western Canada Block,  
J. J. Roberts.  
ST. JOHN, N. B. . . . . No. 3 Market Wharf,  
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NEW YORK. . . . . 176 E. 88th Street.

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WHEN WRITING ADVERTISERS  
PLEASE MENTION THAT YOU SAW  
THEIR ADVERTISEMENT IN THIS PAPER

### A DEPRESSED CHEESE MARKET.

THE cheese market is at present in a precarious condition. Although values range from 2 to 2½c. per lb. below those of last year, the English demand is decidedly flat, and there are many pessimists who fear that the depression which has set in will prevail throughout the fall season.

On the other hand, it would seem that it would not take much to place the market in a better shape. To date Montreal shipments of cheese are about 326,000 boxes behind those of last season, while the American decline brings the amount up to 400,000 boxes. This falling off amounts to about 30 per cent. of the total shipments from the United States and Canada. As yet the English demand is rigidly confined to actual wants, and has been so for weeks. It is now estimated that there are at least 400,000 boxes held in cold storage in Montreal awaiting a profitable turn of the market.

The trouble seems to be that the Englishmen are not anticipating their future wants as they generally do at this time of year. The policy proved disastrous last year and

they are evidently afraid to make the venture again, at least under present conditions.

Very little June and July cheese is now moving, and the reason is not far to seek. They cost, on the average, 9½c. at country points, so that 10c. would have to be realized to let them out. This is equivalent to 47s. or 47s 6d., while fresh August goods are being sold at 46s. Considerable dealing is going on in Quebec goods at 8½ to 8¾c., and, at present, the best Ontario makes cannot sell over the wire at more than 9c. How buyers can afford to pay 9 to 9 3/16c. at country boards is a mystery. But they keep on doing so.

They must be depending upon statistical proof of better times ahead. There is a marked contraction in England on account of the drouth experienced in July and August, and the same circumstances must affect the output here. In addition, many factories have lately turned from the production of cheese to the manufacture of butter, which must also limit the Canadian output this fall. Reciting these facts, The London Times calculates that cheese must be dear next season. Certainly, if there should be a continuance of the usual consumption in England, the demand ought to come soon and with it better prices. But the question is: Has John Bull's consumption fallen off this year?

### LOOKING AFTER WEST-INDIAN TRADE.

PICKFORD & BLACK, Halifax, advise THE CANADIAN GROCER by letter that they have recently established a bureau on each of their ships running to Bermuda, Barbadoes, Trinidad and Demerara for the distribution of literature about Canadian industries.

Manufacturers who have any printed matter relating to their products would do well to send a few hundred copies to Pickford & Black. There is a large trade to be done in such lines as flour, butter, cheese, oats, hay and other farm produce, biscuits, confectionery, boots and shoes, lumber and other manufactured goods, and with the steamship connection now established between Canada and the countries to the south, our people should avail themselves of the opportunities to enlarge their export trade.

### CANADIANS AND MR. McKINLEY.

CANADIANS have not pleasant recollections of Mr. William McKinley as a politician. The United States tariff of 1890 which bears his name had some of its armament directly and designedly pointed against Canada. And although the results were more to our good than to our injury, on account of the energy it caused us to develop in regard to British trade, it has not by any means caused us to fall down and worship the tariff which Mr. McKinley and his fellow Congressmen set up in 1890.

But when the hand of the assassin laid him low the hearts of Canadians were scarcely less deeply touched than those of President McKinley's own people. Nowhere was indignation more pronounced than in Canada, and nowhere was there a more unanimous wish expressed that lynch law had not settled with the cowardly assassin before the recognized law of the United States had taken possession of him.

The people of the United States and Canada may not, perhaps, be brothers, but they are cousins, and a crisis like the present reveals it.

Whatever Mr. McKinley was in 1890, his course as President of the United States has greatly softened the feelings of Canadians toward him. He never acted the part of a Grover Cleveland, and in his two Presidential election campaigns the sympathy of the great majority of the people in this country has been with him. Now, when his life is in grave danger, and the nation stands trembling, Canadians feel almost as deeply as if they were direct sharers in the trouble which overshadows the neighboring republic.

### THE SITUATION IN CURRANTS.

The currant market in Greece is about 6s. below the highest point; but prices now seem to have settled down, for the time being, at least, at the present basis.

There is a feeling, evidently well grounded, that the shippers in Greece have been unduly holding the market up. A good many buyers in Canada have consequently been holding off. Now, that prices have been reduced to a lower level, they have shown more disposition to operate, and some fairly good orders have been cabled from here during the past week or two.



## WILL THERE BE RECIPROCITY ?

IT was significant that the day before President McKinley was shot he should have made a speech that attracted world-wide attention. We have reference to his speech on reciprocity.

The importance of the speech lay in its strong advocacy of the principle of reciprocal trade with the outside world.

"In these times of marvellous business energy and gain," he said, "we ought to be looking to the future, strengthening the weak places in our industrial and commercial systems, that we may be ready for any storm or strain. \* \* \* We must not repose in fancied security that we can forever sell everything and buy little or nothing. \* \* \* The period of exclusiveness is past. \* \* \* Reciprocity treaties are in harmony with the spirit of the times ; measures of retaliation are not."

For some months the commercial world has had an inkling now and then that the views of Mr. McKinley in regard to the commercial policy of the United States had become greatly modified since he, 11 years ago, launched the famous tariff bill which bears his name. And his utterance on Friday last more than confirmed these inkings.

Mr. McKinley, although President of the United States, is still a politician. And not only that but he is the high priest of the system of national trade exclusiveness which he himself acknowledges has served its day. Coming then from such an authority, it is folly to attempt to attach no importance to Mr. McKinley's new profession of faith.

It should also be remembered that Mr. McKinley is not alone in this matter. As we pointed out the other day the Chambers of Commerce of Boston, Chicago and other places ; the National Manufacturers' Association and the Business Men's Association of New York have all recently passed strong resolutions in favor of reciprocity. Only the day before the President made his speech the Executive Committee of the National Association of Manufacturers, at a meeting held in Philadelphia, passed a resolution calling for a national conference on reciprocity and appointing the officers of the association, with others, to be a com-

mittee to make arrangements for the same. Then the platform of Mr. McKinley's own party in Iowa contains a plank favoring "such changes in the tariff from time to time as became advisable through the progress of our industries and their changing relations to the commerce of the world."

A strong sentiment in favor of reciprocal trade with foreign countries is undoubtedly developing in the United States. And the recent speech of President McKinley is a reflex of it.

We do not believe that this conversion to reciprocity is born of sorrow for the sin of exclusiveness, which has been so strongly characteristic of the United States during the past decade. What it is more probably born of, is the threatened danger of retaliation by the foreign countries whose markets they desire to possess. "The period of exclusiveness is past," simply because the business men of the United States are awakening to the fact that it does not pay to perpetuate it.

To be convinced, however, "that the period of exclusiveness is past," and to be at the same time seized of the true underlying principles of reciprocity are two different things. To be candid, we do not believe that the people of the United States have yet become sufficiently educated in this particular. At any rate, if they have they must have made wonderful progress since the days when reciprocity with the United States was a desideratum which Canada sought with more earnestness than wisdom.

We fear that the reciprocity the majority of those in the United States are craving for is still somewhat of the jug-handled description. Until fruits more meet for repentance are shown than those yet exhibited, we do not look for many practical results from the new policy of President McKinley and others who are pulling with him in the same boat.

The subject is made all the more interesting to Canada from the fact that the Industrial Commission, which has for a year or more been investigating the trust question in the United States, has just made public the text of a statement on the subject of reciprocity with this country, in

which it is asserted that Canada, considering her population, is the best customer the United States has in the world, but "that we are in danger of losing this important market because of our indifference and short-sighted independence. Last year," continues the text, "Canada purchased American goods to the value of \$17.50 per capita of her population, while the United Kingdom, which is our next largest purchaser, took but \$13.25. Germany took \$3.60 ; Argentina, \$3 ; Mexico, \$2.65 ; France, \$2.15 ; Italy, \$1.10 ; Japan, 70c. ; and Brazil, 60c. The 6,000,000 people of Canada purchased of us last year more than the 60,000,000 people who live on the American Continent south of the Rio Grande."

The merchant who has not the courage of his own conviction is not likely to make much of a mark in the commercial world.

### PRICE OF LARD ADVANCING.

REVIEWING the lard situation a month ago, THE CANADIAN GROCER ventured the prediction that stocks of lard might again show another increase this month, as the high prices being paid for live hogs would bring all available supplies to market, but that in September arrivals would again fall off and the market would be firmer than ever up to December.

The certainty of a stiff fall market for hog products has revealed itself even sooner than we expected. Instead of stocks of lard held at world's ports increasing during August, they have decreased from 229,029 to 208,259 tierces, a decrease of about 21,000 tierces. Stocks are over 50,000 tierces below those of last year and little more than one third of what they were reckoned to be on September 1, 1897.

Canada still feels the stringency. During the past month there has been a fairly heavy demand for lard and prices in Montreal have advanced from  $\frac{1}{2}$  to 1c. per lb., pail now being worth \$2.35 to \$2.45. At the same time compound lard is affected and prices have scored an advance of  $\frac{1}{4}$ c. per lb.

At present the outlook is for a still stronger market. In spite of the high prices of hogs, the farmers are not marketing them freely and packers are compelled to pay \$7 to \$7.50 for good live hogs.



## TRADE IN COUNTRIES OTHER THAN OUR OWN.

PRIVATE mail advices from Jamaica report the outlook for the coming crop of oranges as being very fine, with estimates placing the yield at 20 per cent. larger than was the case last year. Mail advices from Florida state that estimates on the coming crop figure up to 2,000,000 boxes, and Californian advices report a probable output of 25,000 to 26,000 carloads of oranges.

## THE SITUATION IN RICE.

Wm. G. Hale & Co., writing from Saigon under date of August 1, say of rice: "Stocks in the interior are diminishing rapidly, and when the outstanding contracts with Java, Philippines and Europe, falling due to a great extent during this month, come to be fulfilled, there would not be much grain left for export. Owing to scarcity of supplies and a better inquiry from China, our prices are stiffening daily and dealers are reluctant to bind themselves for forward delivery. The weather has proved wet enough during the period under review and field operations are continued under more propitious circumstances."

## NEW CROP SMYRNA FIGS.

Paddock & Fowler have received samples of the new crop Smyrna bag figs and report the same to be in good condition. It is stated that the first arrival of new figs is looked for about September 17. The second shipment will be about one week later. New figs, first arrival, offer at 12c. for 2-in., 13c. for 2½-in., 14c. for 2½-in. and 15c. for 2¾-in., in 10, 12 and 14-lb. boxes for layers. Bag figs, due in October, offer at 5c. for prime naturals and 5½c. for fine.—New York Journal of Commerce.

## ALASKA SALMON PACK.

A despatch from Seattle says: "Some sockeye packing still continues and total Puget Sound spring pack, now including corrections, by your correspondent's private advice, will be 1,250,000 cases. The Pacific Packing and Navigation Co.'s three Puget Sound groups' canners have actually 482,000, including Ainsworth and Dunn cannery, 109,000 cases; Pacific American, 14,500; Fair Haven Canning Co., 58,500. Important Western Alaska advices to-day show heavy pack by all canneries. Humpbacks are running light on Puget Sound. The demand is reported heavy, low prices forcing consumption."

## CANNED VEGETABLES IN THE STATES.

Fortunate will be the firm which manages to accumulate a stock of canned goods, because, outside of salmon, there appears

to be absolutely nothing in tin that will not be in short supply for the average of demand during the winter. This condition of steady demand for each article in its season has put the packers who have been able to work into an excellent humor with themselves. Go where you will among the canning houses throughout the United States, wherever they have been able to get up any supply, they will tell you what an extraordinary demand there has been for their brands of goods. Many of them ignore the general scarcity, and attribute the demand to the special favor the public has shown for their special pack. Some sections believe there are plenty of peas, whilst the great pea sections of the United States are literally cleaned. Many of them would like to think that tomatoes are not at all scarce, but they are all afraid to take future orders, even at the prevailing prices of 90 to 95c. per dozen. Just here let us say that the situation of tomatoes in Maryland might be very deceptive to a young and inexperienced observer. Never did the vines look better or healthier, and they are fairly loaded with large green tomatoes; but an inspection of the plants discloses the fact that there are actually no blossoms, and the green tomatoes on the vines are ripening extremely slowly, so much so that they still continue to bring high prices on the market stalls, and the packing is reckoned by some as not yet having commenced. This delay in the ripening of the fruit, and also the absence of blossoms, is due to the amount of wet weather we have had and the considerable lack of much-needed hot sunshine. It is good weather for growing green tomatoes, but the poorest imaginable, except frost, for getting ripe ones. The serious consideration in the case is that, with the development of no new blossoms, we have an assurance of no new fruit; in other words, the crop of 1901 is virtually entirely in sight on the vines at this time, and it will be almost impossible to develop more tomatoes before frost arrives, as the absence of blossoms has virtually cut off the future supply. Under these circumstances, we have no hesitancy in saying that tomatoes have not yet reached their highest point in value, but we regard this condition as more of a disaster than an advantage, because it is merely the result of a curtailed pack and a general loss of the season's opportunity.—The Trade, Baltimore, Md., September 6.

## A WEALTHY COLORED GROCER.

Topeka, Kan., has a negro grocer who rose from delivery boy to clerk and partner and sole manager of a grocery business that

now amounts to \$180,000 a year. His name is Clay Odell and he employs 15 clerks, and for two years has secured the contract for supplying all the State institutions of Kansas with groceries. How many white grocers would like to change places with him? A business of \$180,000 a year is much larger than the average and out there in Kansas must loom particularly large.—New York Merchants' Review.

## DISPENSING WITH THE SALESMEN.

WE hear nothing further of the progress making with the big wholesale grocery combination, with its almost fabulous capital, but the more we consider its chances of success on a non-salesmen basis, the more we feel that the thing is likely "to die a-borning."

What brilliant and ephemeral schemes have been born in the past of that self same delusion regarding the ease with which the services of salesmen could be dispensed with, and the profits to be made by doing so.

At about the time certain hired scribes and lobbyists of capitalists were preparing the way for the trusts, as they are commonly called, a number of articles appeared in print, telling how many billions of dollars were uselessly spent for drummers' services in the United States every year, and it was carefully pointed out how this vast sum of money could be saved by consolidating the management of the different industries. The consolidations became facts, but there has been no saving. If any travelling salesmen have lost their jobs, the trusts have pocketed the salaries, hence nobody has yet had a chance to test the brilliant theories of the writers above referred to.

But, in very truth, the difficulty of paralyzing the competitive spirit has been so great that nearly as many, if not quite as many, salesmen are needed to-day in the world of trade as were formerly required, and attempts to obstinately persist in doing business without their services only recoil upon the heads of the trust managers. Coming right upon a seemingly-luxuriant blossoming of the cooperative theory of buying goods, which also looks to the travelling man's overthrow, this jobbing combine is to many salesmen particularly distasteful and offensive, but we would reassure them. The salesmen will be doing business at the old stand long after the \$100,000,000 jobbing combine has been forgotten.—New York Merchants' Review,

A five barrel petroleum well was discovered near Tilsonburg, Ont., some days ago, and a much stronger one has since been dynamited.

## ABOUT CEYLON TEAS.

We are not claiming that our judgment in this line is always "infallible," but we have long experience coupled with the "distinct advantage" of having built a business without parallel in the history of the world's Tea Trade. Pretty safe proposition to pin your faith to—

**"SALADA"** Black or Green.

**"Salada"** Ceylon Green Tea will displace Japan just as sure as "Salada" black has displaced all other black teas.

**"SALADA,"** Toronto or Montreal.



You will know how to treat the man who tries to convince you that something else is "just as good" when you order

## CELLULOID STARCH

IT HAS NO EQUAL

The Brantford Starch Works, Limited,  BRANTFORD, ONT.

## PEANUTS.

Along with other lines we handle Peanuts, not the ordinary nut you see so much of in Canada, but the

**JUMBO** Peanut. It is the finest that comes into the Country. We deal only in the choicest. It will pay **you** to do likewise.

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King and Bathurst Streets,  
TORONTO



# MARKETS AND MARKET NOTES

## INFORMATION FOR BUYERS.

If any reader wishes to know where any article can be purchased in Canada or abroad, a letter to the Editor will probably place him in communication with the seller.

## ONTARIO MARKETS.

Toronto, September 12, 1901.  
GROCERIES.

THE travelers have again resumed their respective routes and business through them is again assuming its normal condition. No particularly striking features have developed during the week. A good business is being done, particularly in sugar. Yellow sugars are 5 to 10c. per 100 lb. lower. Raw sugars are dull and easy in the outside markets. A good deal of interest is still centred around canned goods. There have been some transactions in canned vegetables during the week and the tone of the market is steady. In regard to canned salmon a great deal of uncertainty prevails as to prices and very little business is being done. Currants have shown further decline in the primary market, but values are steadier at the present basis. Valencia raisins are still weak. Prunes are dull and unchanged. Spices rule firm and a steady business is being done. Teas are still attracting but little attention and coffees are quiet.

## CANNED GOODS.

There has been no material change in the situation since last week. There have been some transactions in round lots of canned tomatoes during the week, both on syndicate and non-syndicate goods. Although the weather continues favorable for packing operations, the fact that the syndicate packers have covenanted to put up 30 per cent. less than they did last year is undoubtedly giving the market a steadier tone than it would otherwise possess. Some of the packers appear to have already sold their allotted output of tomatoes, buyers having been notified to that effect by certain of them. Very little buying is being done by retailers, business being largely of a sorting-up character. The ruling price for tomatoes is 85c., for peas 80c. up, and for corn 75c. up. The feeling is still rather weak in regard to canned salmon. The well-known standard brands remain unchanged, and in spite of the large pack

on the Fraser, a local wholesaler who tried to get his order for a certain standard brand increased by a few hundred cases at the original price was informed by the packers that they could not accept any more business. As we stated last week, low prices are being quoted on private and other than standard brands. Prices are weak in England, and this week a Toronto house was asked to make an offer on 3 000 cases of unlabelled goods lying in Liverpool. Very little business is being done in canned salmon on the local market. Fraser River sockeye on spot is being quoted at \$1.50 to \$1.75, according to brand, and Northern sockeye at \$1.40 to \$1.50. Quotations on futures are: Fraser River sockeyes, \$1.42½ for 5-case lots and over, and \$1.45 for less quantities; Northern sockeye, \$1.25 to \$1.30; pink salmon, 95c. to \$1; cohoes, \$1.05 to \$1.10. The demand for canned meats is falling off, but there is still a fair business being done.

See pages 31 and 32 for  
Toronto, Montreal, and St.  
John prices current.

## COFFEE.

There is not much doing. It is difficult to get desirable green Rio coffees of good color on the primary market, and stocks here are in consequence getting light. The outside markets are dull and easy. We quote: Green Rio, No. 7, 7½c.; No. 6, 8c.; No. 5, 8½c.; No. 4, 9¼c.

## SYRUPS AND MOLASSES.

There has not so far been much improvement in the demand for syrups. Some new lines of syrups in tins are being put upon the market this season. In molasses business is, if anything, a little better than it was.

## RICE AND TAPIOCA.

Business continues steady in both rice and tapioca. We quote B rice at 3½c. per lb. and Japan and Java at 5½ to 6c. and tapioca 4¼ to 4½c. per lb.

## SPICES.

Pepper is held firm and stocks are gradually declining in the primary markets. In New York stocks are getting low in all kinds of spices except cloves, which are easy, although without quotable change.

## NUTS.

Tarragona almonds are slightly easier than a short time ago, and in nuts generally

there is not much disposition to operate on account of the uncertainty as to price.

## SUGAR.

The demand during the last week or ten days has been quite heavy. Some country retailers have even ordered sugar forward by express. The refineries have pretty well worked off their surplus stock, and some difficulty is now being experienced in getting prompt shipment. Certain grades of soft sugars have advanced 5c. per 100 lb. in New York during the week, but granulated sugar is without change. In Canada, yellow sugars are 5 to 10c. lower. The raw sugar market is dull, and beet sugars are, at the time of writing, quoted at the lowest price on record, namely, 8s. per cwt. After touching that figure the price recovered a little, but a subsequent reaction brought the quotation again to 8s. At 8s. the price is on the parity of 4c. for 96 per cent. centrifugal at New York, where sales of the latter class have been made at 3¾c. per lb., although cargoes since arriving are held at 3¾c. Stocks of raw sugars in importers' hands in New York are heavy, being at the end of last week over 49,000 tons, as compared with nothing the same time a year ago. The meltings in the United States last year were 36,000 tons, against receipts of 17,543 tons. The demand for raw sugar in the United States is active, and the refineries are two weeks behind with their orders.

## TEAS.

There has been, perhaps, a little more inquiry for Indian and Ceylon teas, but transactions are still few. The market is, however, a little steadier for Ceylon teas than it was. According to the latest mail advices from London rather more animation was noticeable in the market, and all teas sold at firm prices, especially the higher grades. This improvement is held to be due to the better quality of many of the arrivals. The advices from London in regard to Indian tea say that although the quantity brought forward was much smaller the market showed little disposition to purchase at current prices. The auction consequently passed slowly with a further slight decline, even good teas meeting with rather less competition.

## FOREIGN DRIED FRUITS.

CURRANTS—Although the primary market has shown further evidences of weakness, prices appear to be fairly steady at the present basis. Prices are now down about



6s. per cwt. from the lowest point. The first direct steamer for Canada, the Escalona, sailed from Patras on Wednesday. The demand continues fair, although of a hand-to-mouth character. Fine Filiatras are being offered by the wholesale houses to arrive at 7 to 7½c., and Patras at 7¼ to 8½c. Ruling prices from stock are 9c. for Filiatras, 10½c. for Patras and 12½c. for Vostiazas.

**VALENCIA RAISINS**—Are held firm in the primary market, but goods on spot here are still weak, with holders anxious sellers at 4 to 4½c. for fine off stalk and 5 to 6c. for selected.

**PRUNES**—Very little doing. Californian prunes are quoted at the following: 30 40's, 8 to 8½c.; 40 50's, 7½ to 8c.; 50 60's, 7 to 7½c.; 60 70's, 6½ to 7c.; 70 80's, 6 to 6½c.; 80 90's, 5½ to 6c.; 90 100's, 5 to 5½c. French prunes, 3½ to 4c.

#### GREEN FRUITS.

The past week has been one of the most active of the season. Peaches, plums and pears are arriving in large quantities, and, as the demand keeps brisk, the market is active. Grapes are not yet coming in as freely as they probably will soon, but there is already a big movement in them. A few lawtonberries are still selling. Blueberries are done. Watermelons, canteloups, etc., are still offering freely. The first arrivals of Jamaica oranges are noted this week. They are of good flavor and color, and readily bring \$6.50. Sweet potatoes are now offering at \$4 per barrel. Apples are steady at from \$2 to \$3.25 per barrel. We quote as follows: Pears, 20 to 40c. per basket; peaches, 30 to 40c. for white and 60c. to \$1 for red; plums, 25 to 40c.; apples, 25 to 40c.; egg plant, 20 to 25c.; tomatoes, 10 to 25c.; cucumbers, 10 to 15c.; gherkins, 35 to 45c.; peppers, 25 to 50c.; grapes, in 10 lb. baskets, 15 to 20c. for Champions and 20 to 25c. for Moore's Early and Moyer's; muskmelons, 25 to 35c. per crate of 12; watermelons, 15 to 25c. each; bananas, \$1.75 for 1st and 75c. to \$1 for eight-hands. New Verdilli lemons are offering at \$3.75 to \$4.25 per box, and late Valencia oranges are steady at \$4.

#### COUNTRY PRODUCE.

**EGGS**—Owing to the arrival of many bad eggs the market is dull, except for the best stock, which is worth 13c. per doz. Other grades range from 8c. per dozen up, and are hard to sell.

**BEANS**—The high price is affecting sales, but, as the offerings are none too large, the market is well sustained at \$2.15 to \$2.25.

**HONEY**—Prices are stiffening as the demand has proven to be liberal. We quote:

9 to 10c. for extracted clover and \$1.75 to \$2 for No. 1 clover comb.

**DRIED APPLES**—There is practically nothing doing in a jobbing way in dried apples, and little in evaporated. The latter are still quoted from 7½ to 8c. nominally.

**POTATOES**—The market keeps firm, as the demand absorbs all offerings at from 60 to 65c. per bush.

**DRESSED POULTRY**—There is not much doing. Prices are steady. We quote: Chickens, 45 to 50c. per pair; hens, 45 to 50c. per pair; ducks, 60 to 70c. per pair.

**LIVE CHICKENS**—The Canadian Produce Co., 36 and 38 Esplanade east, Toronto, will pay until September 26, for spring chickens, not less than two lb. each, 5½c. per lb. For ducklings, not less than four lb. each, 4c. per lb. For hens (including last year's birds) 4c. per lb. These prices are for live weight on arrival. Crates shipped free and express paid up to 50c. per 100 lb. of chickens.

#### BUTTER AND CHEESE.

**BUTTER**—The market continues dull, especially for dairy grades. There is practically no demand for inferior grades. We quote as follows: Dairy prints, 17 to 18c.; best tubs, 16 to 16½c.; poor to medium grades, 12 to 15c.; creamery prints, 21 to 22c.; boxes, 20c.

**CHEESE**—The market is even easier than a week ago, and it is now difficult to get more than 9¼c. for finest cheese.

#### FISH.

The demand for prepared fish is improving as new cod is on the market. A report from Newfoundland states that the catch of cod has not been up to the average. Prices are unchanged, however. Fresh fish is in steady demand at unchanged prices. We quote: Fresh fish—Spanish mackerel, 12½c.; codfish, 6c.; whitefish, 7 to 7½c.; trout, 7½c.; halibut, 15c.; sea salmon, 20 to 25c.; haddock, 6c.; herring, 4c.; perch, 4c.; British Columbian salmon, 20c. Smoked fish—Ciscos, \$1 per basket. Prepared fish—Dried cod, in 112-lb. bundles, \$4.75 per cwt.; flitch cod, \$5 to \$5.25; boneless cod, in bricks, 5 to 5½c. per lb.; steak cod, 6½c. per lb.; shredded cod (2 doz. n box), \$1.80 per box; boneless fish, loose, in 25-lb. boxes, 4 to 4½c., and 5-lb. boxes, 5c. per lb. Live lobsters are worth 15c. per lb.

#### VEGETABLES.

Sweet potatoes are 25c. cheaper. Citrons are offering at 30 to 35c. per doz. Otherwise there is no change. We quote: Carrots and beets, 20c. per peck; turnips, 15 to 20c. per peck; lettuce, 20 to 30c. per doz.; radishes, 15 to 20c.; watercress, mint and parsley, 20c.; cauliflower, 75c. to \$1.25; celery, 40 to 65c.; cabbage, 30 to 50c.;

corn, 6 to 8c.; cucumbers, short, 10 to 15c.; tomatoes, 10 to 20c. per basket; butter beans, 20 to 25c. per basket; dry onions, \$1.25 per bush.; new potatoes, 75 to 80c. per bushel; gherkins, 50c. per basket; egg plant, 30 to 35c. per basket; sweet potatoes, \$4.25 per bbl.

#### HIDES, SKINS AND WOOL.

**HIDES**—There is a good demand. We quote: Cowhides, No. 1, 7½c.; No. 2, 6½c.; No. 3, 5½c. Steerhides are worth 1c. more. Cured hides are quoted at 8½ to 9c.

**SKINS**—Lambskins and pelts are 5c. higher. Otherwise there is no change. We quote: No. 1 veal, 8 lb. and up, 9c. per lb.; No. 2, 8c.; dekins, from 55 to 60c.; culls, 20 to 25c.; sheepskins, 90c. to \$1; lambs and pelts, 40c.

**WOOL**—Prices are unchanged, and the market is fairly active. Our quotations are: Combing fleece, washed, 12 to 12½c., and unwashed, 7½ to 8c.

#### GRAIN, FLOUR AND BREAKFAST FOODS.

**GRAIN**—There is little change. Manitoba No. 1 hard is quoted at 85½c. grinding in transit, or 83½c. Toronto and west. Ontario wheat is quoted at 70c. at outside points, middle freights. More activity is noted on the Toronto street markets. Wheat is ½c. lower, but oats are 2 to 3c. dearer. Peas are now quoted at 68 to 70c. We quote as follows: Wheat, white and red, 71 to 73c.; goose, 67 to 69c.; oats, new, 38 to 40c.; rye, 52c.; barley, 49 to 51c.; peas, 68 to 70c.

**FLOUR**—A decline of 10c. is noted in Manitoba flour. We quote on track, Toronto (bags included) as follows: Manitoba patents, \$4.05; Manitoba strong bakers', \$3.75; Ontario patents, \$3.70 to \$3.80; straight roller, \$3.40.

**BREAKFAST FOODS**—There is no change, but rolled oats and oatmeal are decidedly stiff. We quote as follows: Standard oatmeal, \$3.70 in bags, and \$3.80 in bbls.; rolled oats, \$3.60 in bags, and \$3.70 in bbls.; rolled wheat, \$2.35 in 100-lb. bbls.; cornmeal, \$2.75; split peas, \$4; pot barley, \$4.

Grant Bros. intend opening a general store in Batoche, N.W.T.

Walter Findlay, general merchant, Echo Bay, Ont., has sold his stock to M. C. Drew, of Grimsby. "I still intend to read THE GROCER, writes Mr. Findlay."

Alexander Woods, lately of the Crown Lands Department, Quebec, and formerly of the grocery firm of Hossack & Woods, grocers, Quebec, died at his home in that city on Monday.



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Manufacturers' Agents and  
Wholesale Commission Merchants.  
Correspondence and agencies solicited.

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Get our special quotations for "Long Keepers" for your Summer trade.

**Pineapples**

We are now in a position to fill your orders for all grades of this popular fruit.

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FRUIT, PRODUCE AND  
COMMISSION MERCHANTS.

Cor. Market and  
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**TORONTO**

**QUEBEC MARKETS.**

MONTREAL, September 12, 1901.

**GROCERIES.**

**T**HERE is a satisfactory expansion going on in the wholesale grocery business, and the markets seem to be uniformly steady. Sugar is locally 5 to 10c. lower on yellows; granulated is unchanged. Foreign raw markets continue to decline. There is a better demand reported for Japan teas with trading active in last year's importations. China greens are rather scarce and eagerly sought for. The canned goods market presents nothing new this week. Wholesalers are firm in their views, and canners continue to report short pack, and the likelihood of further shortages. The standard brands of Fraser River sockeye salmon are still quoted at \$4.60 and \$5.10 f.o.b. Coast, but private brands have sold at the reduced figure this week. The foreign dried fruit markets are steadier this week except in the case of currants which have declined another shilling on the week's cable offerings. Valencia raisins are steady, while the better grades of Sultanias have advanced 10d. Shelled almonds are 2s. per cwt. higher. There is some cheap tapioca, pearl and seed, being offered for delivery at the beginning of October. Halloween dates are higher, and dealers have raised their prices on goods to arrive to 4¼ to 4½c. There is a fair movement of spices, with nutmegs easy and gingers firm.

**TEAS.**

We have again to report an improved inquiry for Japan teas, ranging from 16 to 18c., first cost, but it seems that there are very few third-crop teas offering, and the probability is that good teas of this class will be scarce. There is more inquiry for last year's teas up to 20c., as their style is better than that of this season's growth. Wholesalers are selling them at a loss, however. As for siftings and fannings, it seems impossible to get them, although some sales of fannings have been reported at 7c.

One of the features of the tea trade at the present moment is the active demand for China greens. During the past two weeks several lots have been shipped to New York, and all good grades appear to be desirable property, both here and in the west. The primary market opened 20 per cent. higher this year than last, and as the crop is short people are beginning to be afraid that they will not be able to fill their wants. The latest despatch from Shanghai, dated August 8, says that Congous have received more attention from American buyers, and values have advanced considerably in consequence. "It now looks as though the Chinese teaman would be able to dispose of all his teas this year, which at one time

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**CUT TOBACCO** . . .

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**CIGARETTES** \_\_\_\_\_

**RICHMOND STRAIGHT CUT.**

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WHOLESALE MERCHANDISE BROKER  
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Winnipeg, Manitoba, Canada.

Secretary Winnipeg Fruit and Produce Exchange  
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pleased to answer your inquiries.

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**THE RUBLEE FRUIT CO.**  
LIMITED.

IMPORTERS OF FOREIGN AND DOMESTIC  
GREEN AND DRIED FRUITS, NUTS, Etc.

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seemed improbable." Pingsueys remain steady; a large business continues to be transacted in lines at firm rates. Hysons continue in strong demand, while medium Moyunes can be quoted a tael lower than opening prices. Settlements of Coventry and Pingsuey teas to date amount to 71,542 half-chests, as compared with 102,083 last season. Exports of green amount to 3,165,402 lb., against 4,455,987 last year, and of Congous, 7,486,768, against 14,157,769 last year.

## SUGARS.

Since our last report, foreign markets for raw sugar have weakened, and yellows are 5 to 10c. lower locally. Raw beet is cabled at 8s., a decline of 3 to 4½d., while centrifugal, 96 test, is offered in New York at 3¾c., a decline of ¼c. This turn of the market is supposed to be in sympathy with the likelihood of a heavy crop of beet and cane. Montreal refiners are selling at \$4.40 for granulated and \$3.65 to \$4.30 for yellows. The demand is seasonably fair.

## MOLASSES.

There is nothing new to interest in the molasses market. The jobbing price of small lots remains at 29c., and goods would seem to be good value at that price, as the market is quite firm.

## CANNED GOODS.

An important Ontario canner who was in the city this week corroborated our various reports in regard to the shortage in the pack of all kinds of fruit and vegetables. "In the spring abundance was promised in almost every line. First the crop of strawberries fell off and the pack was disappointing. Raspberries came next in turn and here again the pack was very small. Currants and gooseberries have been a very poor crop, and peaches have turned out to a half crop. The apple crop is almost an entire failure. Peas at first looked well but turned out extremely poorly, and now the chances of a full pack of tomatoes and corn grow poorer every day." Dealers are growing firmer every day in their ideas on canned goods. Tomatoes are quoted at 85 to 90c., corn at 80c., and peas at 80 to 95c. We quote fruits as follows: Strawberries, \$1.50; raspberries, \$1.40; gooseberries, \$1.40; pears, \$1.55 for 2's and \$2 for 3's; Lombard plums, \$1.20; greengages, \$1.30; yellow peaches, \$1.90 for 2's and \$2.65 for 3's; sliced pineapple, \$2.30, and \$2.45 for grated; 3-lb. apples, 90c.; red pitted cherries, \$2.00, and whites, \$2.15. There is no change in the salmon situation. On standard brands such as "Clover Leaf" there has been no reduction in price announced, while one broker received a letter this week saying that the canner's syndicate had reduced prices by

60c. per case. Fraser River sockeye is quoted at \$1.45 for talls for future delivery, and \$1.60 for flats, while Rivers Inlet sockeye is offered at \$1.32½ in small lots. There are private brands of Fraser River fish offered at \$5.00 a case, and Rivers Inlet at \$4.80.

## SPICES.

The primary nutmeg market is reported easy, otherwise there is no change to report. Business is fairly good. We quote: Nutmegs, 35 to 65c. per lb., as to size; Penang mace, 45 to 50c. per lb., as to quality; pimento, ground, 12½ to 15c.; cloves, 15 to 25c.; pepper, ground, black, 17 to 20c., according to grade; white, 25 to 27c.; ginger, whole, Cochin, 14 to 16c.; Japan, 10c.; Jamaica, 20c.; ground, Japan, 15c.; Cochin, 16c.; Jamaica, 25c.

## RICE AND TAPIOCA.

Tapioca, pearl and seed, is being offered for delivery at the beginning of October at a price less than 3¾c., affording a splendid opportunity to get in a cheap stock. We quote in combine district: B rice, in bags, \$3.10; in ½ bags, \$3.15; in ¼ bags, \$3.20; in pockets, \$3.25. In 10-bag lots an allowance of 10c. is made. CC rice, \$3 in bags; \$3.05 in ½ bags; \$3.10 in ¼ bags; and \$3.15 in pockets. In the open territory prices are about 10c. less. Patna rice is worth 4¾c. per lb., and tapioca, 3¾ to 3¾c.

## FOREIGN DRIED FRUITS.

CURRANTS—The currant market keeps on gradually declining, until now it is 1s. below last week's figures. The ss. Escalona, with the first direct shipment of currants on board for Canada, left Greece for Montreal on Wednesday. Spot currants maintain their former level at 9 to 10c. For future delivery, fine Filiatras are quoted at 5¾ to 6¼c., and cleaned, 6¼ to 6¾c.; cleaned in 1-lb. cartons, 8c., and finest Vostizza currants, in half-cases, 7¾ to 8¼c.

VALENCIA RAISINS—The Valencia raisin market is steady for new fruit, no change being reported this week. Spot goods continue to be slaughtered at 3½c. for fine off-stalk, and 5c. for selected.

SULTANA RAISINS—To arrive first half of October, Sultana raisins, good medium, are quoted at 9¼ to 10c. This week the primary market shows a slight advance of 9d. on better grades, common remaining unchanged.

FIGS—Comadre figs to arrive are worth 3¾ to 3¾c. in tapnets, and Eleme figs in 10-lb. boxes \$1.05 to \$1.10.

DATES—Hallowe dates are higher again, and jobbers are now quoting 7¾ to 8¼c.

EVAPORATED APPLES—The market remains firm and shows no change this week, spot goods being worth 8 to 8½c. What

the new pack will be worth is not yet determined, but 9½c. will probably be asked.

PEELS—English peels for late delivery are quoted at 10 to 11c. for lemon, 10½ to 11½c. for orange, and 14½ to 15½c. for citron peel.

## NUTS.

Pure Mayette Grenoble walnuts to arrive, in 220 lb. bales, are quoted at 11 to 12c. Sicily filberts in 220-lb. bales are offered at 8½ to 9½c., and Tarragona almonds, in bags of 110 lb., are offered at 10¾ to 11¾c. Shelled almonds will be worth 26c.

## GREEN FRUITS.

The demand is not very active, and, indeed, the light demand for pears has caused an overstock. Other fruits are moving freely. We quote: Californian Valencias, \$5 to \$6 per box; Messina lemons, 300's, \$3.25 to \$4.50; 360's, \$2.75 to \$3.50 per box; Verdilli lemons, \$3.75 to \$4.75 per box; pineapples, 20 to 30c.; Canadian apples, 15 to 25c. per basket; Californian plums, \$1.50 to \$2 per box; peaches, \$1.50 to \$1.75; limes, \$1.50 per box; Ontario peaches, 30 to 50c. per basket; Ontario plums, 35 to 50c.; cocoanuts, \$3.25 per bag of 100; Californian Bartlett pears, \$3.00 to \$3.50 per box; watermelons, 20 to 25c.; bananas, No. 1, \$1.75 to \$2.25, and eight hands, \$1.35 to \$1.50; Canadian pears (baskets), 30 to 40c.; Bartlett pears (bbles.), \$2.00 to \$4.50; Clapp's Favorite (bbles.), \$2.00 to \$3.75; Ontario muskmelons, 25 to 60c. per crate.

## COUNTRY PRODUCE.

EGGS—A fairly good demand is being experienced from the other side for fresh Canadian 15-lb. stock, sales of which have been made over the cable at 7s. 6d. c.i.f. There has also been some inquiry for pickled goods at prices ranging about 6s. 10d. Up to date, exports have been 8,079 cases less than for the corresponding period last season.

HONEY—There is still a good demand for white clover honey in comb, which sells at 10 to 10½c. Extracted white clover honey is not much inquired for, and prices are easy at 7½ to 8c.

POTATOES—The market is quiet with a downward tendency, but prices are irregular. At Bonsecours market, sales are being made at 75c. per bag. On track, they are quoted at 60c. per bag.

ASHES—Receipts are light; first pots are worth about \$4.25 to \$4.35, and second pots around \$3.90 to \$4.

## FLOUR AND GRAIN.

FLOUR—The market is quiet on the whole with an easier feeling. Spring wheat flour is quoted at a wide range of prices with an easier feeling all around. We quote as



# REMOVAL

TO THE TRADE :—

I am now in my new building, corner of St. Paul and St. Gabriel Sts., where the installation of my office, machinery, etc., is complete and all my goods are in store. Without having very expensive fixtures I have all the necessary commodities and great facilities for the shipping of goods, which I will deliver even quicker than in the past. You are cordially invited to pay me a visit and give me a chance to show you the best assorted stock of Teas, Coffees and Spices.

**TO ARRIVE--**Ex Str. "Empress of China":

**From Shanghai, China.**

**166** Catties, Imperial Gun Powder Tea, good leaf and good liquor, at **12c.**

**88** Catties, Pea Leaf Gun Powder Tea, fine, well made leaf and choice liquor, at **18½c.**

**From Hankow, China.**

**10** Half-Chests, Choice and Fancy, New Season, 1st Crop Ning Chow, genuine English Breakfast Congou, at **40c.**

**50** Half-Chests, Curiously Choice New Season, Ning Chow, genuine English Breakfast Congou, a beauty, at **25c.**

**5** Half-Chests, Scented Orange Pekoe, at **35c.**

**From Tamsui, Island of Formosa.**

**10** Half-Chests, Oolong, Soy Lau, at **35c.**—high quality and flavor are in this tea.

**From Yokohama, Japan.**

**463** Half-Chests, natural leaf, "Condor XXX," at **19c.**; "Condor V," at **25c.**; "Condor LX," **27½c.**—in lead packets—Japan tea.

**100** 30-lb. boxes, "Condor XXX" Japan, **19½c.**

**From Hiogo, Japan.**

**109** Half-Chests, "Condor XXX" Japan, at **19c.**

**1,001** Packages, making a total of **2,212** packages imported direct since the 1st of June this year.

It will be sufficient for you to see the samples of these teas to be convinced of their real value—ask for them.

"NECTAR" TEA--blend of blacks in lead packets,  
MADAM HUOT'S COFFEE,  
"CONDOR" VINEGAR--100 grains,

"CONDOR" TEA, Japan, in lead packets,  
"CONDOR" MUSTARD--the only pure,  
"OLD CROW" VINEGAR--75 grains,

are goods which deserve a trial order—Send it along and have the best—Speciality of high-grade Teas, Coffees, Spices and Vinegars—Wholesale.

**E. D. MARCEAU - MONTREAL**

follows: Manitoba spring wheat patents, \$3.95 to \$4.15; winter wheat patents, \$3.65 to \$3.90; straight roller, \$3.30 to \$3.40; in bags, \$1.60 to \$1.67½ and Manitoba strong bakers', \$3.50 to \$3.80.

GRAIN—We quote: No. 1 spring wheat, 75 to 76c. afloat September; peas, 81c.; rye, 59 to 59½c.; No. 2 barley, 54c.; oats, 38½ to 39c.; buckwheat, 56½ to 57c.; corn, 59 to 59½c.

OATMEAL—Advices from the west say that quite a lot of new business has transpired for export at satisfactory prices. The market here is steady at \$4.10 to \$4.20 in wood and \$2 to \$2.05 in bags.

FEED—The market is still on the easy side, without much change in values, sales of carlots of Ontario bran being reported at \$16. Shorts are scarce and are quoted at \$17.50 to \$18; mouillie, \$19.50 to \$24.50.

BALED HAY—The market remains firm for old baled hay under a good demand and light supply. No. 1 is scarce and commands \$11 easily, while \$10.50 is paid for No. 2. In new hay the market is quiet at \$8 to \$8.50 for No. 2.

### LIQUORS.

#### SCOTCH WHISKIES.

|                                                   | Per case of quarts.        |
|---------------------------------------------------|----------------------------|
| Roderick Dhu .....                                | \$9 50 less 3 p.c. 30 days |
| Usher's O.V.G. Special Reserve .....              | 10 50 " " "                |
| Usher's G.O.H. ....                               | 13 00 " " "                |
| Gaelic, Old Smuggler .....                        | 9 75 " " "                 |
| Greer's O.V.H. ....                               | 9 50 " " "                 |
| Old Mull .....                                    | 9 75 " " "                 |
| Sheriff's One Star .....                          | 10 25 " " "                |
| " V.O. ....                                       | 10 50 " " "                |
| Kilmarnock .....                                  | 9 75 " " "                 |
| Doctor's Special .....                            | 10 00 " " "                |
| House of Lords .....                              | 10 75 " " "                |
| Bulloch, Lade & Co.—                              |                            |
| Special blend .....                               | 9 25                       |
| Extra special .....                               | 11 00                      |
| John Dewar & Sons—                                |                            |
| Extra special .....                               | 9 50                       |
| Special liqueur .....                             | 12 25                      |
| Extra .....                                       | 16 50                      |
| James Ainslie & Co.—                              |                            |
| Highland Dew .....                                | 6 75                       |
| Glen Lion, extra special .....                    | 12 50                      |
| J. Brown & Co.—                                   |                            |
| Duke of Cambridge .....                           | 12 00                      |
| Mitchell's—                                       |                            |
| Heather Dew .....                                 | 7 00                       |
| Special Reserve .....                             | 9 00                       |
| Mullmore .....                                    | 6 50                       |
| W. Teaches & Sons—                                |                            |
| Highland Cream, qts., \$9.50 less 3 p.c. 30 days. |                            |

#### CANADIAN WHISKIES.

|                                    | In barrels per gal.            |
|------------------------------------|--------------------------------|
| Gooderham & Worts, 65 O.P. ....    | \$4 50                         |
| Hiram Walker & Sons .....          | 4 50                           |
| J. P. Wiser & Son .....            | 4 49                           |
| J. E. Seagram .....                | 4 49                           |
| H. Corby .....                     | 4 49                           |
| Gooderham & Worts, 50 O.P. ....    | 4 10                           |
| Hiram Walker & Sons .....          | 4 10                           |
| J. P. Wiser & Son .....            | 4 09                           |
| J. E. Seagram .....                | 4 09                           |
| H. Corby .....                     | 4 09                           |
| Rye, Gooderham & Worts .....       | 2 20                           |
| Hiram Walker & Sons .....          | 2 20                           |
| J. P. Wiser & Son .....            | 2 19                           |
| J. E. Seagram .....                | 2 19                           |
| H. Corby .....                     | 2 19                           |
| Imperial, Walker & Sons .....      | 2 90                           |
| Canadian Club, Walker & Sons ..... | 3 60                           |
|                                    | Less than one hbl. per gallon. |
| 65 O.P. ....                       | \$4 55                         |
| 50 O.P. ....                       | 4 15                           |
| Rye .....                          | 2 25                           |

#### CHAMPAGNE.

|                                                                          |                |           |
|--------------------------------------------------------------------------|----------------|-----------|
| The prices below are subject to the trade discount of 5 and 3 per cent.: |                |           |
| Comte de Castellane—                                                     |                | Per Case. |
| Cuvee Reservee .....                                                     | { Quarts ..... | \$12 50   |
| Carte d'Or .....                                                         | { Pints .....  | 13 50     |
|                                                                          |                | 15 00     |

|                         |         |         |
|-------------------------|---------|---------|
| Champagne Ve Amie—      |         |         |
| Carte d'Or .....        | 16 00   |         |
| " Blanche .....         | 13 00   |         |
| " d'Argent .....        | 10 50   |         |
| Pommery—                | Quarts. | Pints   |
| Sec and Extra Sec ..... | \$28 00 | \$30 00 |
| Mumm's—                 |         |         |
| Extra Sec .....         | 28 00   | 30 00   |
| Moet & Chandon—         |         |         |
| White Seal .....        | 28 00   | 30 00   |
| Brut Imperial .....     | 31 00   | 33 00   |
| Perrier-Jouet—          |         |         |
| Brut .....              | 28 00   | 30 00   |
| Reserve Dry .....       | 28 00   | 30 00   |

|                                |      |           |
|--------------------------------|------|-----------|
| Pollen Zoon—                   | GIN. | Per Case. |
| Red, cases of 15 bottles ..... |      | \$9 75    |
| Green, " 12 " .....            |      | 4 75      |
| Violette, " 12 " .....         |      | 2 45      |

|                                |       |  |
|--------------------------------|-------|--|
| P. Hoppe "Night Cap" Brand—    |       |  |
| Red, cases of 15 bottles ..... | 10 50 |  |
| Green, " 12 " .....            | 5 25  |  |
| Yellow, " 15 " .....           | 10 75 |  |
| Blue, " 12 " .....             | 5 40  |  |
| Poney, " 12 " .....            | 2 50  |  |

|                     |          |
|---------------------|----------|
| Draught—            | Per Gal. |
| Hogsheads .....     | \$2 95   |
| Quarter casks ..... | 3 00     |
| Octaves .....       | 3 05     |

|                            |       |  |
|----------------------------|-------|--|
| De Kuiper—                 |       |  |
| Violet, 2 doz. cases ..... | 5 30  |  |
| Green, " " .....           | 6 00  |  |
| Red, " " .....             | 11 50 |  |
| White, " " .....           | 4 00  |  |

Terms, net 30 days, 1 per cent. off 10 days. In five-case lots, freight may be prepaid.

|                 |       |  |
|-----------------|-------|--|
| Key Brand—      |       |  |
| Red cases ..... | 10 25 |  |
| Green " .....   | 4 85  |  |
| Poney " .....   | 2 60  |  |

|                          |       |  |
|--------------------------|-------|--|
| Melcher's—               |       |  |
| Infantes (4 doz) .....   | 4 75  |  |
| Picnic .....             | 7 75  |  |
| Poney .....              | 2 60  |  |
| Blue cases .....         | 4 75  |  |
| Green " .....            | 5 50  |  |
| Red " .....              | 10 25 |  |
| Honeysuckle, small ..... | 7 90  |  |
| " large .....            | 15 25 |  |

### BUTTER AND CHEESE.

BUTTER—The market is steady for choice fresh and fancy creamery, but the great bulk of the offerings are dull and hard to dispose of. The quality of butter coming forward has certainly been inferior, on account of the drought. Some Manitoba creamery has come to this market and has sold at 17 to 17½c. It is solid boring, but poor flavor. Local fancy creamery is worth 20½ to 21c., and second grade, 19 to 19½c.

CHEESE—A year ago finest cheese was worth 11½ to 11¾c. on this market, and was active at the price; to-day it is slow, at 9¾ to 9½c. The country markets have mostly gone at 9 to 9¼c. Stocks in the city amount to about 400,000 boxes.

### NEW BRUNSWICK MARKETS.

OFFICE OF THE CANADIAN GROCER.

ST. JOHN, N.B., September 12, 1901.

THERE is fair business. Markets are firmly held with but few exceptions. The new system of selling sugar continues to be a matter of interest. As it only went into force on September 1 it is early to speak of results, but the movement has many strong supporters. These feel that as the plan has been worked for years in the United States and Ontario markets successfully it can be worked with equal success here. In prices the more marked change of the week is in barley, but many lines are higher, such as gallon apples,

# Enterprise

RENOVATOR.

The perfect carpet and clothes cleaner.

Grocers: Send for our special offer.

ENTERPRISE SPECIALTY CO.,  
83 Bay Street, TORONTO.

Victoria B.C. Commission Merchants

## PATTON & SONS

Wholesale Produce

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Operating B. C. Cold Storage and Ice Works. Bonded and Free Storage.

Consignments Solicited.  
Advances Made on Warehouse Receipts.

AGENCIES ACCEPTED.

Toronto Fruit Merchants.

## ..CALIFORNIA ORANGES..

CANADIAN BERRIES,  
" CHERRIES.

California Peaches, Apricots, Plums. Foreign Nuts, Dates, Figs.

ALL AT LOWEST MARKET.

## HUSBAND Bros. & Co.

82 Colborne St., Toronto

Telephone Numbers—Main 3428, Main 54.

## NEW GOODS.

JUST WHAT YOU WANT.

MAIORI LEMONS,  
JAMAICA ORANGES,  
JERSEY SWEETS,  
SPANISH ONIONS.

We have all four lines.

ORDER AT ONCE

## CLEMES BROS. TORONTO.

JAMES McINTOSH, 34 Yonge St., TORONTO  
Sole Agent in Canada for

# H AND H

TRADE MARK

the unequalled cleaner. The C. P. R. have TREBLED their use of it for Carpets, Plush Seats, etc.



evaporated apples, butter, cheese and barrelled pork and beef. The weather continues warm and dry.

**OIL**—In burning oil sales are very large. This is perhaps the busiest season of the year; at least it is as far as the salesman is concerned. Prices are lower than last fall. Market is steady. In lubricating oil this is the quiet season. Values are firm. Cod oil holds quite high, prices being higher than at this time last season. The receipts are at least no greater than last year, when there was not enough to last, so the high prices will likely hold. Candles and wax are unchanged. Candles are rather lower than last year.

**SALT**—In Liverpool coarse salt there is a fair stock held, but some 7,000 bags are shortly due. No further shipments are expected for some time. Prices are rather firmer. There has been a particularly good demand. Fine salt is unchanged. We quote as follows: Liverpool coarse, 56 to 58c.; English factory-filled, 95c. to \$1; Canadian fine, \$1 per bag; cheese and butter salt bulk, \$2.40 per bbl.; 5-lb. bags, \$2.85 to \$2.90 per bbl.; 10-lb. bags, \$2.70 to \$2.75 per bbl., 20 lb. wood boxes, 22c. each; 10-lb. wood boxes, 14c. each; cartons, \$2 per case of 2 doz.; English bottled salt, \$1.25 to \$1.30 per doz.; mineral rock salt, 60c. per 100 lb. (Selected lumps.)

**GREEN FRUITS**—Bananas have been out of the market for a few days, but dealers are again supplied. Owing to the many other fruits offering there is rather less demand. The first West Indian oranges were received during the past week. The quality was good. In Californian fruits, receipts are small. A few oranges, pears and peaches are being received. Eastern barrel pears arrive freely, but much of the stock is very poor. For best goods full prices are asked. Some good Nova Scotian stock has been received. Canadian peaches are to hand. Stock is rather ripe and prices are quite high. Ontario grapes are freely received, and prices tend lower. In plums, Nova Scotian stock supplies the trade. Prices are quite low. American and New Brunswick apples have the sale. Nova Scotian stock is not yet received. It is said the crop there is about 75 per cent. Owing to a shortage west prices will be high.

**DRIED FRUITS**—Raisins are the topic of interest. Some new Valencias are daily expected. Dealers have done very little in regard to fall stocks. A few Malagas, 3-crown loose 50 lb. boxes, have been bought. prices are quite low. At present quotations they will cost about 2c. less than Californian 3 crown did at the opening price of last season. Californian prunes will be higher than last year, particularly small sizes, which are used here. Evaporated apples

# Clark's Concentrated Soups

PRIME QUALITY,

HANDSOME LABELS,

14 VARIETIES.

They Retail at **TEN CENTS** a tin

## EPPS'S

GRATEFUL.  
COMFORTING.

IN ¼-LB. LABELLED TINS.

14-LB. BOXES.

Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal.

In Nova Scotia, E. D. ADAMS, Halifax.

In Manitoba, BUCHANAN & GORDON, Winnipeg.

THE MOST  
NUTRITIOUS.

# COCOA

Anything that is reliable,  
Anything that will satisfy your customers,  
Anything that will sell readily,

IS WORTHY  
OF YOUR  
CONSIDERATION.

Boeckh's  
Brushes  
AND  
Brooms

EMBRACE  
ALL  
THESE  
ADVANTAGES

*To Boeckh Bros 25-9-01  
See cut for 3 pages 124*



**BOECKH BROS. & COMPANY, Toronto, Ont.**

# TEAS For the Wholesale Trade

Japans, Congous, Indian, Ceylon, Oologs, Pingsuey, Gun-powders, China Greens.

WRITE FOR QUOTATIONS.

## S. H. EWING & SONS, 96 King St., MONTREAL

are very light and high prices are expected. Dried are firmly held.

**CANNED GOODS**—There is little of interest. In vegetables, prices are quite well maintained, considering the old stock held. Prices, however, show no profit, either on the cost of last year or of new goods this year. While peas are higher in the west, local prices are little changed. In fruits, pears are freely offered. Strawberries are unchanged. Peaches are higher. Gallon apples are much firmer, and higher prices are looked for. Blueberries are scarce. In lobsters, the market is hardly as firm. American meats are somewhat easier, though bacon has been advanced. Salmon and local fish are unchanged.

**PRODUCE**—Eggs, while rather firmer show little change. Both receipts and sales are light. The warm weather affects business. Butter is coming in rather more freely as price advances. The output in New Brunswick will be light. In cheese, factories complain very much of a shortage of milk. Prices are rather higher.

**SUGAR**—The selling of sugar on the card price, which means all Canadian sugar offered by the different dealers, quoted the same at any point for the same grade, causes a firmer market and rather higher figures. In yellows, but two grades are offered.

**MOLASSES**—In local market the situation is unchanged. The bulk of the stock held is Porto Rico, and some further arrivals are expected. Sales are light. Some Barba-

does is offered, but little of any other grade is here.

**FISH**—In dry cod, prices are rather easier. The higher figures earlier in the season caused too free receipts for present demand, and prices went off. Season is yet early. Dry pollock are dull. New smoked herring are quite freely received. While prices are about as for sometime past, the tendency is easier. It is expected the supply will be better than last year. Pickled herring are rather lower, but stock is good. In pickled shad, the supply will be very small and price high. All fresh fish is scarce. We quote: Large and medium dry cod, \$3.25 to \$3.50; small, \$2.50 to \$2.60; haddies, 5 to 5½c.; smoked herring, 12 to 13c.; fresh haddock and cod, 2½c.; boneless fish, 4 to 5c.; pollock, \$1.50 to \$1.60 per 100 lb.; pickled herring, \$1.75 to \$1.85 per half bbl.; Canso herring, \$5 per bbl., \$2.75 halves; Shelburne, \$4.50 per bbl.; \$2.25 per half bbl.; shad, 10 to 12c.

**FLOUR, FEED AND MEAL**—In flour there is but a fair movement. There is little change, but prices quite firm. Cornmeal is held at the high prices and does not move as freely. In oats, new are quoted rather below prices which have ruled. Oatmeal is also rather easier. In beans, new are offered well under present prices, and local market is dull. Sales are light. Barley has advanced and split and blue peas are held at high prices. We quote as follows: Manitoba flour, \$4.60 to \$4.70; best Ontario, \$3.90 to \$4.00;

medium, \$3.60 to \$3.70; oatmeal, \$4.15 to \$4.20; cornmeal, \$3.00 to \$3.10; middlings, \$22 to \$23; oats, 45 to 48c.; hand-picked beans, \$2.50 to \$2.55; prime, \$2.40 to \$2.45; yellow eye beans, \$2.80 to \$3.00; split peas, \$4.50 to \$4.55; barley, \$4.10 to \$4.20; hay, \$12 to \$14.

### ST. JOHN NOTES.

C. A. Chouillou called on the trade this week.

E. A. Goodwin is doing the Pan-American.

C. H. Peters, of Baird & Peters, is enjoying a holiday trip west.

J. Harvey Brown, tea importer, is very much improving his store by putting in large plate-glass windows.

W. S. Clawson & Co., representing Libby, McNeil & Libby, reports quite an active demand for American canned meats.

Mr. Bradshaw, of I. D. Bradshaw & Co., Toronto, was in the city during the past week. Mr. Bradshaw has a growing trade here.

J. Hunter White, representing Jose Segalerva, Malaga, is offering loose muscatels and other grades of Malaga fruit at low figures. The firm feeling causes the opinion that Californian raisins will open quite high, and leads to business in the above.

Glasgow & Wilson, general merchants, Notch Hill, B.C., have opened a branch store at Salmon Arm, B.C.

*The best selling Tea in Canada today is*  
*Blue Ribbon Ceylon*  
*packed and sold by*  
*Blue Ribbon Tea Co.*  
*12 Front St. East - Toronto*



## MANITOBA MARKETS.

WINNIPEG, September 9, 1901.

THE weather has been fine all week, with a few local showers, but nothing to hinder the finishing of harvesting or threshing operations. Wheat is being delivered at country elevators at the rate of 100,000 bushels per day, but in a day or so these receipts will be double. Sufficient threshing has been done to settle the question of the amount of crop, and grain men are now confidently figuring on 50,000,000 bushels. The price is also good, being 67c. at closing to-day for number 1 hard. Nearly two-thirds of the wheat already marketed has gone No. 1 hard. There is a marked contrast between the tone of business to day and that of a corresponding date last year, when almost every mail brought cancellation of orders or curtailments. Now repeat orders are coming in every day and wholesale houses are working overtime to fill orders. The large number of cattle being shipped is also putting a lot of money in circulation. There are few changes of price to note for the week.

**FLOUR**—A good trade has been done all week and prices remain firm at last week's figures: Lake of the Woods, Five Roses, \$2.00; Red Patent, \$1.85; Medora, \$1.45; XXXX, \$1.15. Ogilvies, Hungarian patent, \$2; Glenora patent, \$1.85; Alberta, \$1.65; Manitoba, \$1.50; Imperial XXXX, \$1.15.

**CEREALS**—Demand in all lines is normal and no change in prices. It is to be noted, however, that white beans are easier in tone, no change having taken place in prices.

**DRIED AND EVAPORATED FRUITS**—New Valencia raisins (Denia fruit) are due to arrive in 10 days. Price for first shipments will probably be \$2.25 per box for fine oft-stalk, but the crop is plentiful, so that lower prices may be looked for. It is probable that Valencias will be cheaper than muscates. New currants will not arrive for another three weeks. Late reports indicate a large crop of a better sample than at first estimated.

**EVAPORATED APPLES**—Have made another advance, and are now quoted at 10½c. Supplies are scarce.

**CANNED GOODS**—Market in all lines is firm. Raspberries have advanced, and are quoted at \$3.25, being an advance of fully 20c. per case on the opening price here. We quote: Strawberries, \$3.25; corn, \$1.95; peas, \$1.90; and tomatoes, \$2.20 to \$2.25 per case.

**SUGAR**—Very active demand and prices firm and unchanged.

**CANNED SALMON**—New salmon is expected to arrive shortly and prices are not so high as at first quoted. It now seems fairly certain that prices will not be as high

as at first predicted. Sockeye talls will probably open at \$6 and cohoes at \$5, while for humpback salmon \$4.50 will be the idea.

**GREEN FRUITS**—The market is fairly well supplied and sales average about two cars per day of mixed varieties. There is an especially active demand for all classes of preserving fruits. Ontario plums are arriving in very unsatisfactory condition, but the tomatoes and pears in 20 lb. baskets are good, and find ready purchasers. A few Ontario grapes in 10-lb. baskets arrived by express and are in excellent condition. Prices are about as follows: Oranges, \$4 to \$6, according to variety; lemons, \$6; peaches, \$1.50 per crate; Washington plums, \$1.35; Californian silver prunes, \$1.75; gross prunes, \$2; Tokay grapes, \$4; Ontario grapes in baskets, 75c.; Ontario pears, in baskets, 75 to 90c.; Ontario tomatoes, in baskets, 50c.; Ontario apples, in bbls., \$5; Washington pears, in boxes, \$3; Californian pears, \$4.

**VEGETABLES**—Owing to short crop in United States, American buyers are making vigorous bids for potatoes, one firm asking for the tender of 30 car loads. Our crop here is good, but not abnormal, so the price of "murphies" is likely to rule high during the coming winter.

**BUTTER**—Creamery butter is plentiful and not in very active demand, prices still ranging from 16¼ to 16½c. at the factories. Nearly all purchases are going through to Montreal. In dairy butter the supply is liberal and the quality inferior. Prices range from 11 to 11½c. net Winnipeg.

**CHEESE**—The demand is fair and the supply rather small, for the time of the year. Prices run from 7¼ to 7¾c., according to quality, while 8c. was paid for two lots during the week. This was for immediate local consumption.

**EGGS**—The supply is fair, but the quality is inferior. Price, 13c. Winnipeg.

## NOTES.

Mr. T. Brough, formerly with Scott & Chambers, Hamiota, has taken a position of manager in charge for Fairly Bros., of Carberry.

Much sympathy is felt here for Mr. J. S. Jones, manager for the McCredy Manufacturing Co., on the sudden death of his wife during his temporary absence from the city. They had been married less than a year.

Mr. W. S. Lazier, salesman for the District of Alberta for the National Cash Register Co., returned from an extended holiday in the east on Saturday and leaves for the west on Tuesday.

## HOW HE RATTLED THE CONDUCTOR.

A BIG, good-natured-looking Irishman boarded a street car and took a seat far in the front. He showed evidences of being a hard-working citizen in his clothing and the smudge on his face and hands. In his mouth he wore his treasure, a black, short pipe, which showed evidence in its color and in its pungent odor of months of tender nursing and petting.

The conductor saw the pipe. The rules said: "Three seats in the rear for smokers." The man with the pipe was three seats from the front. The ire of the transit company's retainer rose accordingly. He was a bit of an Irishman himself.

"D'y know th' rules of the company?"

"Oi do not."

"Can't ye read?"

"Oi kin not."

"No schmokin'."

"Who's a schmokin'?"

"Ye've yer poipe in yer mouth."

"Oh, have Oi! Oi've me shoes on me fate, too, and Oi ain't walkin'."

"The conductor retired temporarily defeated in the battle of wits. Presently he came back to the assault.

"Did Oi get yer fare?"

"How do Oi know if you got it or dhe company? Shure Oi didn't hear ye ring up."

The conductor was so "rattled" this time that he rang up four transfers instead of the four nickels that he had collected.

## PERSONAL MENTION.

Mr. Innes, of The Simcoe Canning Co., was calling upon his Montreal customers this week.

S. Davis & Sons, cigar manufacturers, Montreal, are opening a branch factory at 56 Colborne street, Toronto. Only high-class cigars will be made.

The grocery store of Arthur Coulbeck, Brantford, Ont., was entered last week, the safe opened and goods scattered about generally. The thieves secured little cash and did not take away much goods.

## BRITISH BUSINESS CHANCES.

Firms desirous of getting into communication with British manufacturers or merchants, or who wish to buy British goods on the best possible terms, or who are willing to become agents for British manufacturers, are invited to send particulars of their requirements for

## FREE INSERTION

in "Commercial Intelligence," to the Editor  
"SELL'S COMMERCIAL INTELLIGENCE,"  
168 Fleet Street, London, England.

"Commercial Intelligence" circulates all over the United Kingdom amongst the best firms. Firms communicating should give reference as to bona fides.

N.B.—A free specimen copy will be sent on receipt of a post card.



## PROPER HANDLING OF HAMS AND BACON.

WHERE hams are to be wrapped in paper, it is important that a careful selection of the wrapping material be made. All papers, although they may have the glazed appearance when applied, do not show the same result. A little experience might illustrate this best. On a visit to one of our distributing stations in Portland, Me., I found the workman busy picking small pieces of paper from the hams, the pieces being the size of a dime, on the average, and tightly embedded into the meat surface to such an extent that rubbing them with a cloth did not remove them, and the picking off of each individual piece was necessary. On a consignment of 200 or 300 hams this was

### A SERIOUS QUESTION.

It was found that this was from the paper wrapped around in the packing house. A new brand of paper, which was supposed to be a great improvement over the old kind, was introduced. We took an ordinary piece of paraffine parchment and tried it in grease, and found that it would go to pieces the same as it had done on the hams. While water produced no effect on the paper, when grease came in contact with it, it was destroyed after a few hours' contact.

### A SERIES OF EXPERIMENTS

were started to see what paper could be used, and the result was that fully half the paper offered for the purpose was useless. Finally a paper was found that was quite soft in its make up, and would resist the action of grease from the hams. I regret that I do not know the brand of this paper, but it stopped a large amount of labor at the receiving end of the shipments, and the writing of many sharp letters from the sales end.

### THE MAKING OF PICKLE

for curing hams and bacon is an important part of the industry. A tank of from 240 to 400 cubic feet capacity is filled with salt, through which a stream of water is kept running. An overflow pipe, which has its connection an inch or two from the bottom, permits the brine to flow away. The law of specific gravity, which carries all liquids at their level, due to their own weight, brings the brine of the greatest strength to the bottom of the tank, and from here it flows into a second tank, clear brine. There is another law of nature, which is not generally known, and that is that water at 60 degrees temperature, Fahrenheit, takes up its greatest amount of salt, and as it varies from this, either hot or cold, it deposits the salt in the bottom of the

receptacle; therefore, when we wish the brine to stand at 100 degrees on "Baume" scale of solution we must have a temperature of 60 degrees Fahrenheit. We cure hams at a temperature of 40 degrees Fahrenheit; therefore, use a salt solution of 84 degrees "Baume," as all salt that has been held above this amount has precipitated and settled to the bottom.

After the brine solution is complete and has settled into the second tank, it is strained to take out any particles of dirt held in suspension, and then sugar is added to make the sweet pickle. Formerly fine granulated white sugar, such as we are familiar with on our tables, was used; but within a few years the introduction of saccharine has been made, and has driven out to a great extent the use of sugar. One of the chief reasons that saccharine was successful was on account of its economy. After the pickling has been completed there is a large quantity of the water left; in fact, all the water, with a reduction of probably 25 per cent. of the sugar and salt originally put therein. This brine becomes "ropy," and if used too long will become sour. It may be used again by reboiling and then cooling it. One packing house which is more advanced than its neighbors, has erected

### A WATER COOLING TOWER

for the cooling of this brine. Starting with a temperature of 180 deg., the brine is brought to 70 deg. in one cycle through the blower, and thereafter it is cooled to 40 deg. by being brought in contact with coils in which ammonia gas is being circulated. During this clarifying and cleansing process the brine must necessarily be brought to its original strength, both of salt and sugar. Usually this brine is used the second time for the curing of bacon, and finally it finds its last resting place in the sewer, still loaded with sugar and salt, and in addition thereto the germs which produce the serious fungi growth which is so harmful in its results to the packing house industry. Cleanliness in all this operation is imperative. I believe my readers comprehend that

### THE QUESTION OF CLEANLINESS

does not come from the love of keeping clean, but from the necessity of checking any possible chance for germinating the fungi which come in a thousand different forms and mean destruction to the product being manufactured. The germinating seeds can easily be destroyed, either by washing with hot water or by a generous use of whitewash made of strong slaked lime and water; this to be applied to the ceilings,

walls, posts, and a good, liberal spitting on the floor. The tanks or hogsheads holding the pickled meat receive a good scrubbing with a brush and water in which a strong solution of washing soda has been placed. This cleaning process should be done at the terminating of each pickling before a new lot of meat is put into the tanks or pickling vats. In preparing bacon, care must be taken to have the pieces all of one size, so that they may be sliced and the pieces put into paper boxes holding 1 lb., each package being wrapped up in paraffine paper.

### THE SLICING

is done by machine knife, and all strips of bacon brought to one size by a power press operated by air pressure. Bacon prepared in this way will bring 5 to 8c. per lb. more than when sold in strips, principally because the householder does not want to trouble himself to slice the meat, and also because all pieces of bacon so sliced become of even thickness and are cooked in the pan uniformly.

In shipping hams before being wrapped, the branding machine comes in place, and the strips of bacon, which are sold in large pieces, are also branded. To the uninitiated this seems to be an advertisement, and unquestionably a great benefit comes from it, but to the owner and superintendent more importance than advertisement attaches to this branding. The question of being able to identify their own product is an important one. In all cases where there are manufactured goods of a perishable nature, it is customary for the maker to guarantee his goods, and if a piece of bacon becomes

### RANCID OR RUSTY,

or a ham becomes filled with "skippers," the pieces are returned with a blessing from the purchaser. Boston and New York packers have repaid many a ham or bacon sale where the meat was shipped from a western house. The long time of shipments gave a chance to change the meat and a dealer who would swear point blank that these hams came from an eastern house, the house, rather than lose a customer, would refund the amount of money laid out in the sale. The branding machine stopped this abuse, and placed the loss where it belonged. It is needless to say that the branding of meats originated in the eastern cities.—Francis H. Boyer in *Ice and Refrigeration*.

The contract for the new million-bushel elevator which the Montreal Harbor Commissioners propose erecting in Montreal harbor has been let to J. O. Jamieson, of Montreal, for \$642,000.



|                                |       |       |       |       |       |
|--------------------------------|-------|-------|-------|-------|-------|
| Dry Salted Meats—              |       |       |       |       |       |
| Long clear bacon .....         | 11    | 11½   | 12    |       |       |
| Smoked meats—                  |       |       |       |       |       |
| Breakfast bacon .....          | 15    |       | 15    |       |       |
| Rolls .....                    | 12    |       | 12½   | 11    | 12    |
| Medium Hams.....               | 14    | 13½   | 14    | 12    | 14    |
| Large Hams.....                | 13    | 12½   | 13    |       |       |
| Shoulder hams.....             | 12    |       | 12    | 8     | 9     |
| Backs .....                    | 15    |       | 15    |       |       |
| Meats out of pickle i.e. less. |       |       |       |       |       |
| Barrel Pork—                   |       |       |       |       |       |
| Canadian heavy mess .....      | 21 00 |       | 20 50 | 19 00 | 19 50 |
| " short cut.....               | 23 00 |       | 22 00 | 19 00 | 20 50 |
| Plate beef.....                | 12 50 | 18 50 | 12 50 | 14 00 | 14 50 |
| Lard, tlicres, per lb. ....    |       | 11½   | 11½   | 11    | 11½   |
| Tubs .....                     |       |       | 11½   | 11½   | 11½   |
| Palls . ....                   | 12    |       | 12    | 11½   | 12    |



| COFFEE                               |       | Montreal. |      | Toronto. |       | St. John, Halifax. |  |
|--------------------------------------|-------|-----------|------|----------|-------|--------------------|--|
| Green—                               |       |           |      |          |       |                    |  |
| Mocha.....                           | 24    | 23        | 28   | 25       | 30    |                    |  |
| Old Government Java.....             | 27    | 22        | 30   | 25       | 30    |                    |  |
| Rio.....                             | 10    | 7½        | 9½   | 12       | 13    |                    |  |
| Santos.....                          |       | 9½        | 10½  |          |       |                    |  |
| Plantain Ceylon.....                 | 29    | 26        | 30   | 23       | 31    |                    |  |
| Porto Rico.....                      |       | 22        | 25   | 24       | 28    |                    |  |
| Guatemala.....                       |       | 22        | 25   | 24       | 26    |                    |  |
| Jamaica.....                         | 18    | 15        | 20   | 18       | 22    |                    |  |
| Maracabo.....                        | 13    | 13        | 18   | 13       | 15    |                    |  |
| NUTS                                 |       |           |      |          |       |                    |  |
| Brazil.....                          |       | 15        | 16   | 8½       | 9     |                    |  |
| Valencia shelled almonds.....        | 31    | 32        | 35   | 22       | 25    |                    |  |
| Tarragona almonds.....               | 11½   | 12½       | 13   | 14       | 15    |                    |  |
| Formegetta almonds.....              |       |           | 14½  |          |       |                    |  |
| Jordan shelled almonds.....          | 40    | 40        | 43   |          |       |                    |  |
| Peanuts (roasted).....               | 7½    | 8         | 10   | 9        | 10    |                    |  |
| “ (green).....                       | 6½    | 7         | 9    |          |       |                    |  |
| Cocanuts, per sack.....              | 3 00  |           | 3 75 | 3 50     | 4 00  |                    |  |
| “ per doz.....                       |       |           | 60   | 60       | 70    |                    |  |
| Grenoble walnuts.....                | 9½    | 10        | 12½  | 9        | 12    |                    |  |
| Marbot walnuts.....                  |       | 9½        | 11½  | 9        | 10    |                    |  |
| Bordeaux walnuts.....                | 7     | 8         | 9    | 9        | 10    |                    |  |
| Sicily filberts.....                 | 9     | 10        | 11½  | 9        | 10    |                    |  |
| Naples filberts.....                 |       |           | 10   | 11       | 11    |                    |  |
| Pecans.....                          | 10    | 12        | 13   | 15       | 12    | 14                 |  |
| Shelled Walnuts.....                 | 19    | 20        | 25   |          |       |                    |  |
| SODA                                 |       |           |      |          |       |                    |  |
| Bi-carb, standard, 112-lb. keg.....  | 1 65  | 1 80      | 2 00 | 2 25     | 1 70  | 1 75               |  |
| Sal soda, per bbl.....               | 70    | 75        | 80   | 90       | 85    | 90                 |  |
| Sal Soda, per keg.....               | 95    | 1 00      |      | 1 00     | 95    | 1 00               |  |
| Granulated Sal Soda, per lb.....     |       |           |      | 1        |       |                    |  |
| SPICES                               |       |           |      |          |       |                    |  |
| Pepper, black, ground, in kegs.....  |       |           |      |          |       |                    |  |
| “ palls, boxes.....                  | 16    | 18        | 18   | 14       | 15    |                    |  |
| “ in 5-lb. cans.....                 | 14    | 17        |      | 15       | 16    |                    |  |
| “ whole.....                         | 15    | 17        | 19   | 12       | 13    |                    |  |
| Pepper, white, ground, in kegs.....  |       |           |      |          |       |                    |  |
| “ palls, boxes.....                  | 26    | 27        | 26   | 24       | 26    |                    |  |
| “ 5-lb. cans.....                    | 25    | 28        | 25   | 26       | 22    |                    |  |
| “ whole.....                         | 23    | 25        | 23   | 25       | 20    |                    |  |
| Ginger, Jamaica.....                 | 19    | 25        | 22   | 25       | 20    |                    |  |
| Cloves, whole.....                   | 12    | 30        | 14   | 35       | 18    | 20                 |  |
| Pure mixed spice.....                | 25    | 30        | 25   | 30       | 25    | 30                 |  |
| Cassia.....                          | 13    | 18        | 20   | 40       | 16    | 20                 |  |
| Cream tartar, French.....            |       | 25        | 24   | 25       | 20    | 22                 |  |
| “ best.....                          |       | 28        | 25   | 30       | 25    | 30                 |  |
| Allspice.....                        | 10    | 15        | 13   | 16       | 18    |                    |  |
| WOODENWARE                           |       |           |      |          |       |                    |  |
| Pails, No. 1, 2-hoop.....            | 1 90  |           | 1 60 |          | 1 90  |                    |  |
| “ 3-hoop.....                        | 2 05  |           | 1 75 |          | 2 05  |                    |  |
| “ half, and covers.....              | 1 75  |           | 1 70 |          | 1 75  |                    |  |
| “ quarter, jam and covers.....       | 1 45  |           | 1 20 |          | 1 45  |                    |  |
| “ candy, and covers.....             | 2 70  | 3 20      | 1 75 | 2 70     | 3 20  |                    |  |
| Tubs No. 0.....                      | 11 00 |           | 8 50 |          | 11 00 |                    |  |
| “ 1.....                             | 9 00  |           | 7 00 |          | 9 00  |                    |  |
| “ 2.....                             | 8 00  |           | 6 25 |          | 8 00  |                    |  |
| “ 3.....                             | 7 00  |           | 5 35 |          | 7 00  |                    |  |
| PETROLEUM                            |       |           |      |          |       |                    |  |
| Canadian water white.....            | 14½   | 15½       |      | 16       | 16    | 16½                |  |
| Sarnia water white.....              | 16    | 17        |      | 16       | 16    | 16½                |  |
| Sarnia prime white.....              |       | 18        |      | 15       |       | 15½                |  |
| American water white.....            |       | 19        |      | 17½      | 17    | 17½                |  |
| Pratt's Astral (barrels extra).....  | 18½   | 19        |      | 17       | 18    | 18½                |  |
| Black— TEAS                          |       |           |      |          |       |                    |  |
| Congon—Half-chests Kalsow.....       |       |           |      |          |       |                    |  |
| “ Monling, Paking.....               | 13    | 60        | 12   | 60       | 11    | 40                 |  |
| “ Caddies Paking, Kalsow.....        | 17    | 40        | 18   | 50       | 15    | 40                 |  |
| Indian—Darjeelings.....              | 35    | 55        | 35   | 55       | 30    | 50                 |  |
| “ Assam Pekoea.....                  | 20    | 40        | 20   | 40       | 18    | 40                 |  |
| “ Pekoe Souchong.....                | 18    | 25        | 18   | 25       | 17    | 24                 |  |
| Ceylon—Broken Pekoea.....            | 35    | 42        | 35   | 42       | 34    | 40                 |  |
| “ Pekoea.....                        | 20    | 30        | 20   | 30       | 20    | 30                 |  |
| “ Pekoe Souchong.....                | 17½   | 40        | 17   | 35       | 17    | 35                 |  |
| China Greens—                        |       |           |      |          |       |                    |  |
| “ Gunpowder-Cases, extra first.....  | 42    | 50        | 42   | 50       |       |                    |  |
| “ Half-chests, ordinary first.....   | 22    | 28        | 22   | 28       |       |                    |  |
| Young Hyson—Cases, sifted.....       |       |           |      |          |       |                    |  |
| “ extra firsts.....                  | 42    | 50        | 42   | 50       |       |                    |  |
| “ Cases, small leaf, firsts.....     | 35    | 40        | 35   | 40       |       |                    |  |
| “ Half-chests, ordinary firsts.....  | 22    | 38        | 22   | 38       |       |                    |  |
| “ Half-chests, seconds.....          | 17    | 19        | 17   | 19       |       |                    |  |
| “ thirds.....                        | 15    | 17        | 15   | 17       |       |                    |  |
| “ common.....                        | 13    | 14        | 13   | 14       |       |                    |  |
| Pingsueys—                           |       |           |      |          |       |                    |  |
| “ Young Hyson, ½-chests, firsts..... | 28    | 32        | 38   | 32       | 30    | 40                 |  |
| “ “ seconds.....                     | 16    | 19        | 16   | 19       |       |                    |  |
| “ Half-boxes, firsts ..              | 28    | 32        | 28   | 32       |       |                    |  |
| “ “ seconds.....                     | 16    | 19        | 16   | 19       |       |                    |  |
| Japans—                              |       |           |      |          |       |                    |  |
| “ ½-chests, finest May pickings..... | 38    | 40        | 38   | 40       |       |                    |  |
| “ Choice.....                        | 32    | 36        | 33   | 37       |       |                    |  |
| “ Finest.....                        | 28    | 30        | 30   | 32       |       |                    |  |
| “ Fine.....                          | 25    | 27        | 27   | 30       |       |                    |  |
| “ Good medium.....                   | 22    | 24        | 25   | 28       |       |                    |  |
| “ Medium.....                        | 19    | 20        | 21   | 23       |       |                    |  |
| “ Good common.....                   | 16    | 18        | 18   | 20       |       |                    |  |
| “ Common.....                        | 13    | 15        | 15   | 17       |       |                    |  |
| Nagasaki, ½-chests, Pekoe.....       | 16    | 22        |      |          |       |                    |  |
| “ “ Oolong.....                      | 14    | 15        |      |          |       |                    |  |
| “ “ Gunpowder.....                   | 16    | 19        |      |          |       |                    |  |
| “ “ Siftings.....                    | 7½    | 11        |      |          |       |                    |  |
| RICE, MACARONI, SAGO, TAPIOCA.       |       |           |      |          |       |                    |  |
| Rice—Standard B.....                 | 3 00  | 3 10      |      | 3½       | 3 25  | 3 40               |  |
| “ Patna, per lb.....                 | 4 25  | 4 50      | 4½   | 5        | 5     | 6                  |  |
| “ Japan.....                         | 4 40  | 4 90      | 5½   | 6        | 5     | 6                  |  |
| “ Imperial Seela.....                | 4 60  | 4 90      | 4½   | 5        | 5     | 6                  |  |
| “ Extra Bumah.....                   |       |           | 4½   | 6        | 5     | 6                  |  |
| “ Java, extra.....                   |       | 5½        | 6    | 6½       | 6     | 7                  |  |
| Macaroni, dom'ic, per lb, bulk.....  | 5     | 6         |      | 7½       |       |                    |  |
| “ Imp'd, 1-lb, pkg., French.....     | 8     | 12        | 9    | 10       |       |                    |  |
| “ “ Italian.....                     | 8     | 10        | 11   | 12½      |       |                    |  |
| Sago.....                            | 3½    | 4         | 4    | 4½       | 4½    | 5                  |  |
| Tapioca.....                         | 3½    | 4         | 4    | 4½       | 4½    | 5                  |  |



## TEA AND CASTE.

A CORRESPONDENT of Commercial Intelligence writes: "One of the forms to be taken by Lord Curzon's movement for extending the sale of Indian tea, we are told, is the creation of a taste for it among over 160 million native railway passengers. The tea offered them must obviously be ready for immediate use, it must be in the cup, or, to put the matter differently, cooked. Now this is where the difficulty comes in. The Indian, so long as his provisions are raw, takes little heed of the hands through which they pass, and is content to know that nothing he considers unlawful is mixed with them; it is only when they approach the fire that he surrounds himself with precautions, dictated to him by his caste. The hawker of Cashmere shawls, for instance, sends his coolies to buy his flour and curry-stuffs where they please; but the moment he sets about making his chupatties ready for cooking he orders the men to stand off lest they should

contaminate his food. So it is again with the meal given in the South to all comers on the occasion of religious festivals; while pariah women may sift the rice and peel and cut up the raw vegetables, none but high caste persons must approach the seething cauldrons under penalty of the dole being refused by everyone save the lowest of the low. You may also see a free drink of boiled milk or whey offered to all and sundry at a railway station, but by Brahmins alone. It would be a mistake fatal to the success of the industry if the usual refreshment-room attendants, naturally drawn from the classes that serve Europeans, were employed to press cups of tea upon natives. Machinery is to be erected at Delhi to show that there is nothing contrary to caste notions in the compression of brick tea, which, after all, is sold uncooked in the bazaars. It is far more necessary to render tea in the cup acceptable at the stations by entrusting its distribution to high caste men."

## HANDSOME NEW QUARTERS.

This week, Mr. E. D. Marceau has moved into his new quarters that he has been having fitted up for him at the corner of St. Paul and St. Gabriel streets, and we are not diverging a particle from the truth when we say he now has one of the neatest and most convenient warehouses on Montreal's famous wholesale street. The renovation that has gone on under Mr. Marceau's supervision has made this warehouse thoroughly modern, light and cosy in appearance and supplied with all the conveniences such a business can require. It is a four-storey building with a basement. With the trade, we wish Mr. Marceau all success at his new address, where, no doubt, he will sustain his reputation of being one of our most enterprising tea and spice merchants.

John R. Jackson, who has for some years been head clerk in The City Grocery Co.'s store, Vancouver, has bought out John Ker, 626 Westminster avenue, Vancouver.

## A LITTLE ADVERTISEMENT ....



Sometimes does as good work as a larger one. We can give you any size you want in this paper, from 1 inch to a full page. Prices gladly submitted.

The MacLean Publishing Co., Limited; Montreal and Toronto



# ROWAT'S

## Pickles and Worcester Sauce.

The most popular in Canada.



Agents

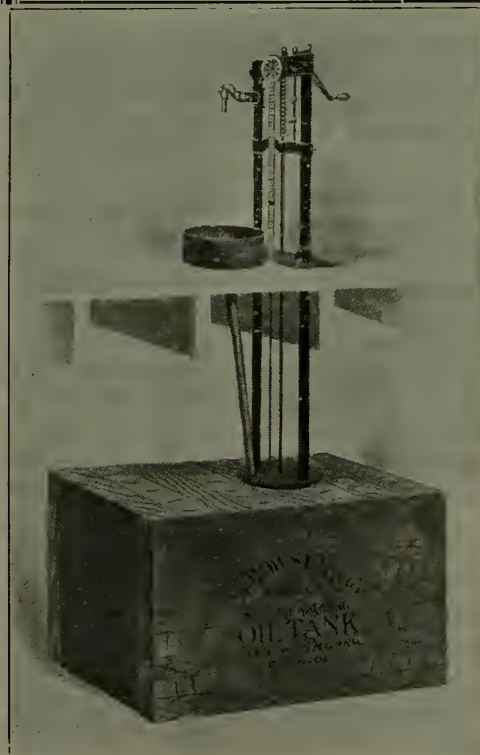
A. G. Snowden, 10 Lemoine Street, Montreal.

F. H. Tippet & Co., 10 Water Street, St. John, N.B.

C. E. Jarvis & Co., Holland Block, Vancouver, B.C.



## A "Stop Loss" Order



Every Order for a BOWSER NEW CENTURY

3 MEASURE SELF-MEASURING OIL TANK

IS A "STOP LOSS" ORDER

If you were speculating in grain or stocks, and the market was going against you, you would wire your broker a "Stop Loss" order which would simply mean that you desired the "deal" to close and the Loss to stop.

When you begin to realize or grow tired of the loss you are sustaining by reason of the wasteful methods in which you are handling Oil, losing your legitimate profits—and more—then you will be wise if you wire or write us to send our Catalogue that you may place with us a "Stop Loss Order" for a

BOWSER OIL TANK

NEW CENTURY CELLAR OUTFIT.

**SOME THINGS THEY DO.**—Pump Gallons, Half-Gallons and Quarts. Register the Quantity Pumped. Show Quantity of Oil in Tank.

**EMOS LOSSES THEY PREVENT.**—The Loss from Leaky Barrels. The Loss from Sloppy Measures. The Loss from Waste and Over-Measure. The Loss from Evaporation. The Loss from "Pilferings" while you are gone to the cellar for Oil.

These are but a few. Our Booklet, "TERSE TANK TALKS," points out many others. It is Free. Send your address.

S. F. BOWSER & CO.,

65 Front St. East, TORONTO.

Factory, FORT WAYNE, Ind.



## THE PROVISION TRADE.

The Markets—Good Meat at Two Cents per Pound—Miscellaneous Notes.

### GOOD MEAT AT TWO CENTS PER POUND.

ONE of the most promising branches of business in Paraguay is that of cattle breeding, because of the splendid quality of the pastures and because the country is one of the best watered in the world. The northern part of the republic is especially promising for starting cattle farms, as land there is of good quality and cheap. The cost of one square Spanish mile of land measuring 4,300 meters on each side is \$1,000.

Meat is cheap, perhaps cheaper than anywhere else on earth, since a bullock four years old is worth only \$10 in gold. The hide, tallow and grease being valued at one-half that sum, there remains say \$5 as the value of from 300 to 350 pounds of meat, being less than two cents per pound for meat of the best quality without bones. Under these circumstances, it is evident that it would be a most profitable business to establish a meat preserving factory for the manufacture of extract of beef, and of salted beef for the Brazilian and Cuban trade, where many thousands of tons of the last-named article are consumed annually by the native people.

Because of such an abundance of cheap meat, and desirous of encouraging the meat preserving industry, the Government of Paraguay has lately passed a law providing for the introduction, free of duty, of all things necessary for equipping such a factory, provided for the small export duty of 15c. gold on the finished product of each bullock or cow. Wages are exceedingly low. The present pay for a good laborer is but \$5 gold per month, or 15c. per day, including board.

### ROAST MUTTON, RAW IN 2-LB. CANS.

The cans used for this are generally 2-lb. tall cans and are prepared with pressure by water process.

The mutton for canning is prepared by removing all the large bones from it, but leaving small bones with the meat, these bones being in pieces sufficiently small to allow their being stuffed into cans. When the fresh meat is placed on the tables preparatory to putting into cans, a small quantity of salt is sprinkled over the fresh, raw meat. In small cans, such as the 2-lb. the mutton is stuffed into the cans raw while for the larger cans, as the 6-lb., the

meat is blanched for five or six minutes. The cans are capped after filling, the centre vent being left open as usual. The 2-lb. cans are then processed in the retort for one hour at 1c.-lb. pressure. The pressure is allowed to exhaust after the required period for processing, the cans withdrawn on the trays, and the vents quickly stopped.

The cans are again returned to the retort and are boiled off for one hour at 12 pounds' pressure.

In handling this article care should be taken not to open the cans too soon. Like canned roast beef, the cans are showered with cold water in the shower room until cool, after which they are put through the usual washing process, etc. The same care must be exercised here, as in the case of the roast beef cans, regarding having good, strong cans and caps.

The meat is stuffed into cans in the same manner as the raw beef, in canned roast beef, a machine operated by foot-power being employed. In this canning where a strong pressure is used, it is necessary and very essential to have the retort cover or door well and evenly bolted down tight.—National Provisioner.

### THE PROVISION MARKETS.

#### TORONTO.

As predicted last week, prices keep firm throughout. The demand is steady. We quote as follows: Dressed hogs, \$9.25 to \$9.50 per cwt.; mutton, \$5.50 to \$6.50 per cwt.; lambs, 8 to 9c. per lb.; beef carcasses, \$7.50 per cwt. for best and \$6 to \$7 for mediums; hind quarters, 8 to 9c. for best; fore quarters, 4½ to 5½c. for best; calves, \$8 for best and \$6 to \$7 for mediums.

Almost every line is from ¼ to ½c. higher, and the market is firm since the advance. We quote: Long clear bacon, 11½ to 12c. Smoked meats: Breakfast bacon, 15c.; rolls, 12½c.; small hams, 14c.; medium hams, 14c.; large hams, 13c.; shoulder hams, 12c.; backs, 15c. Barrel pork—Canadian heavy mess, \$20.50; Canadian short cut, \$22. Lard—Tierces, 11¼ to 11½c.; tubs, 11¾c.; pails, 12c.

#### MONTREAL.

"Anchor" brand of compound lard was advanced another 5c. this week, which gives one an indication of the tendency of

the market. Its strength is its chief feature. The demand remains fairly active for smoked meats. We quote: Heavy Canadian short cut mess pork, \$22.00; Chicago clear pork, \$24.00 for heavy and \$23.50 for medium; selected heavy short cut mess pork, boneless, \$22.00 to \$23.00; hams, 13c.; bacon, 15.; lard, pure Canadian, \$2.40 to \$2.45; per pail; refined lard compound (Fairbank's), \$1.92 for 1 to 24 pails; \$1.90 for 25 to 49 pails; \$1.88 for 50 pails and over; Snow White and Globe compound, \$1.65 per pail; Cottolene, 9½c. per lb. in tierces, and 10½c. in 26-lb. pails, and 10¼c. in 50-lb. boxes, for Quebec.

ST. JOHN, N. B.

Barrelled pork is very firm at high prices. Sales are light. They are governed by actual needs. Beef is also rather higher, but has not advanced equal to pork. Lard is still very high, with the sale fair.

#### WINNIPEG.

Cured meats are very firm at last week's quotations. Lard advanced 10c. the 20-lb. pail, and is now quoted at \$2.45.

The new canning factory at Brooke, Ont., will probably start operations this week.

A new grocery and provision store has been opened in Georgetown, Ont., by L. Spence.

Ed. Kelly, grocer, Sarnia, Ont., has given up his retail business and will engage in a commission business.

John Woodman, an employe of The Somerville Canning Co., Hamilton, was caught by the police in an attempt to give away some of the company's goods to two of his friends.

## EGGS, BUTTER, CHEESE, ETC.

CONSIGNMENTS SOLICITED.

Write us when you have Eggs and Butter to offer. Cases supplied.

The J. A. McLean Produce Co., Limited,  
77 Colborne St., TORONTO.

Established 1873.

Pork Packers, Commission Merchants,  
Buyers and Exporters of

Eggs, Butter,  
Cheese, Poultry.

D. GUNN, BROTHERS & CO.  
76-78-80 Front St. E. - TORONTO.



**Buy...**

**REGISTERED**  
*Bow Park*  
**BRANDS**

**PICKLES** for your  
best trade.

PREPARED BY

**Shuttleworth & Harris,**  
BRANTFORD, ONT.

The demand for

**REGISTERED**  
*Bow Park*  
**BRAND**  
**HAMS**

is growing every day, and we think it will pay you to handle them.

Your customers will enjoy them and you will be pleased to sell them, as they are the best in any line of goods.

**The Brantford Packing Co.**  
LIMITED  
BRANTFORD, ONT.

**HAMS**

**Sugar Cured  
Bright  
Juicy  
Well Flavored**

There are no better Hams made than Fearman's "Star Brand." If you have not proved this, send us a sample order.

**F. W. FEARMAN CO.**

Limited

Pork Packers and Lard Refiners,  
Hamilton, Ont.

**THE CANADIAN PACKING CO.**  
LONDON, ONT.

WE SELL  LARD  
BACON, HAMS  
CANNED MEATS

GUARANTEED CHOICE AND PURE.  
GOLD MEDAL, PARIS 1900.

Please order goods through your wholesale house.

## TORONTO CATTLE MARKET.

The sub-committee of the Property Committee of the Toronto City Council have prepared a report advising improvements and enlargements to the Toronto Cattle market, which are estimated to cost over \$25,000. The report states that the cattle market at present comprises eleven and one-half acres, with accommodation in the annex for 1,000 cattle and 2,500 hogs, and in the market proper for 2,246 cattle and 2,500 sheep, or altogether a storage capacity for cattle on market days of 164 cars. The largest receipts on any day this year were 104 cars.

The report recommends that four additional acres be secured and large sheds be erected thereon, giving room for 1,000 more cattle. It is also proposed to make new arrangements for keeping the market clean; that the weigh scales be removed to a more central location; that the present offices and caretaker's cottage should be removed to the north side of Wellington avenue, thus giving room for 100 more cattle, and that proper receiving yards be constructed alongside the G.T.R. The committee, in conclusion, recommended that an interim appropriation of \$10,000 be made to proceed with the work.

## INQUIRIES REGARDING CANADIAN TRADE.

The following were among the recent inquiries relating to Canadian trade received at the High Commissioner's Office in London, Eng.

1. Inquiry has been received from a correspondent in Rome for quotations of Canadian oak, unsawn; presumably oak logs.

2. A gentleman who is about to proceed to Canada with a commission to purchase butter in the centres of production, asks for information respecting the situation of factories, creameries, etc., and particulars concerning same.

3. Several business men who are shortly starting business in South Africa as general merchants, with departments for hardware, fancy goods, crockery, groceries, etc., are desirous of hearing from Canadian manufacturers requiring representation.

[The names of the firms making the above inquiries, can be obtained on application to the editor of THE CANADIAN GROCER.]

Inquiries received at the Canadian Section of the Imperial Institute:

4. A firm of manufacturing chemists asks for names of Canadian shippers of molybdenite.

5. Another inquiry has been received for the names of Canadian shippers of bay.

6. An Anglo-Australian house wishes to obtain a few Canadian agencies for Australia in soft goods, etc.

7. Information regarding the copper resources of Canada is desired by persons who might be willing to acquire a well-developed property of quality suitable to their requirements.

8. An inquiry has been made for the addresses of Canadian manufacturers of chair stock.

9. A Canadian wood-working company wishes to bear from United Kingdom house prepared to contract for regular supply of hardwood flooring; blocks of best quality.

## THE COWAN CO., Limited, TORONTO

MANUFACTURERS OF CHOICEST

## Coatings for Confectioners

DARK CHOCOLATES ARE

O.K., Beaver, Black Pearl, and Ebony

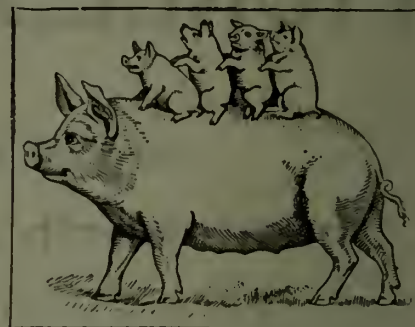
LIGHT CHOCOLATES ARE

Triumph, Pearl and Empress

THESE GOODS EITHER WITH OR WITHOUT VANILLA.

FARMERS' CO-OPERATIVE PACKING CO.  
OF BRANTFORD, LIMITED.Absolutely  
Pure

LARD



Is indispensable in the kitchen, therefore an absolute necessity on the Grocer's shelves.

WE GUARANTEE OUR LARD TO BE ABSOLUTELY PURE.

Lard in Tierces, in 50-lb. Tubs, in 20-lb. Pails,  
in 5-lb. Tins, in 3-lb. Tins.

A trial order will convince you of its high quality and purity.

## Our Brands Give Satisfaction.

SUGAR-CURED HAMs,  
BONELESS BREAKFAST BACON,  
ROLL BACON, PURE LARD

## Hot Weather Specials

READY FOR LUNCHEON:

BOILED PORK HAMs,  
LUNCH BEEF,  
BOLOGNA SAUSAGE,

BOILED BEEF HAMs,  
HAM, CHICKEN and TONGUE  
SAUSAGE.

The Park, Blackwell Co., Limited  
Packers and Exporters, TORONTO, CANADA.

London Agents: Messrs. Miller Bros.  
16 Tooley St.

Liverpool Agents: Messrs. W. P. Sinclair & Co.  
12 North John St.



# LARD



Orders can be filled by any of the leading jobbers in Canada or direct.

No hog lard is as pure and wholesome as Fairbank's "Boar's Head" Standard Refined Lard Compound. This brand is the oldest on the market, commanding the preference of consumers everywhere.

Fairbank's "Boar's Head" Standard Refined Lard Compound commands a better price than hog lard at times when hog lard is cheap; at present out "Boar's Head" Brand is sold at 1½c. to 2c. per lb. less than hog lard.

Fairbank's "Boar's Head" Standard Refined Lard Compound is composed chiefly of vegetable oil, and on account of its purity and wholesome quality is preferred to hog lard by those who have tried it. It will go further in cooking than any hog lard.

Write for quotations on Fairbank's "Boar's Head" Standard Refined Lard Compound. It will give satisfaction to your trade and increase your profits. We guarantee the quality.

Fairbank's "Boar's Head" Standard Refined Lard Compound is packed in the following sizes:

|             |   |          |            |   |         |
|-------------|---|----------|------------|---|---------|
| Tierces     | - | 400 lbs. | Pails, tin | - | 10 lbs. |
| Boxes       | - | 50 lbs.  | " "        | - | 5 lbs.  |
| Pails, wood | - | 20 lbs.  | " "        | - | 3 lbs.  |
| " tin       | - | 20 lbs.  |            |   |         |

## THE N. K. FAIRBANK COMPANY

Wellington and Ann Sts., MONTREAL, QUE.

Subscribers wanting goods or special quotations on anything anywhere in Canada at any time, can get them by mail or wire by corresponding with THE CANADIAN GROCER, Toronto or Montreal.

IT doesn't matter whether it is a case of being **TOO FAT** or **TOO THIN**  
Bread, Cakes, etc., made from

### "SUPERIOR GLUTEN FLOUR"

Will restore nature to its normal condition.

Samples and prices on application to

**E. A. SHOEBOOTHAM**  
CANADIAN AGENT,

St. James' Park, LONDON, Canada.

ESTABLISHED 1869

### Geo. Stanway & Co.

Brokers and  
General Commission Merchants

Teas, Sugars, Molasses, | 46 Front St. East,  
Canned Goods | **TORONTO**

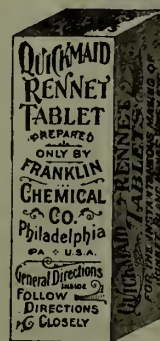
Correspondence Solicited.

### ROCK SALT FOR HORSES and CATTLE.



TORONTO SALT WORKS, Toronto, Ont.

## QUICKMAID RENNET TABLETS



Make delicious desserts in ten minutes.

A book of recipes goes with each package.

The most reliable Rennet Tablets on the market. For sale by all wholesalers.

Retails at  
10 Tablets for 10 Cents.

## SLEE, SLEE & CO.,

Limited

Tower Bridge Brewery,  
LONDON, ENG.

FOR **English Malt Vinegars.**

Ontario Agents

John W. Bickle & Greening.  
HAMILTON AND TORONTO.

From whom Samples and Prices can be obtained.

**Seely's**  
Flavoring  
**Extracts**  
Best  
on Earth

## GOYERS MAPLE BLEND SYRUP

A good seller. Every can guaranteed. No loss.

**WARREN BROS. & CO.**  
TORONTO.



## COURTESY TO CUSTOMERS.

IN this boasted and boastful age when by-products of every sort are being converted into cold cash, a man ought to investigate himself occasionally to see if anything is going to waste which might be utilized. Courtesy has a commercial value as much recognized and sought after as capital, and yet some men are not cultivating it but let the opportunity go to waste, while they are growling at fortune's scanty favors. In fact, courtesy has a value above cash, for you cannot go into the market and buy it with money or its equivalent. If the commercial agencies rated men correctly they would invoice their moral and mental qualities just as much as their stock, fixtures and accounts.

The entries might appear something like this in the scale of 100:

Honesty, 75 per cent.

Executive ability, 90 per cent.

Courtesy, 95 per cent.

And so on through the list of attributes which make up a man's character.

It is a fact that a man's reputation for honesty and ability enters largely into his rating, and justly so, and yet I know men with a fair amount of both and a stack of dollars on top of them, who failed because they were cranky, or crabbed, or unpleasant to deal with.

Courtesy in business ought to be regarded as much of an asset as honesty, and among employes it ought and does in many places command a premium in the shape of higher salary or advancement in position.

I know of a popular restaurant, made so not because they serve better or more appetizing dishes than others, but the proprietor is a brisk, genial man, welcoming his guests with an appreciative word, and his waiters are polite and pleasant and really seem to belong to the same race of people as yourself, while the cashier is so affable that all through the meal you anticipate the pleasure of paying her.

It is evidently no accident that these people are associated in business together, but the proprietor knows that people come again to a place made pleasant and attractive by courteous treatment. The general public will even go to considerable personal inconvenience and overlook many objectionable features for the sake of dealing with one who succeeds in pleasing them. I knew a man whose business did not seem to suffer in the least because of his sharp practices because he had such a frank, friendly manner that people would rather be swindled by him than treated fairly by his less courteous competitors. Now, this is not an argument for winning manners and dishonest practices, but an illustration

of what can be, done notwithstanding a known reputation for trickery. Add to the courteous treatment the most unimpeachable honesty and the combination is doubly strong.

As an illustration of how much the ladies are influenced by the bearing of those who serve them, two women sitting near me in a railroad car were telling their troubles. The older lady was complaining, apparently with some cause, of the treatment she had received from the ticket agent and the inconvenience it had caused her. On account of that the entire system from section hands to general manager was condemned, a boycott declared, and when she reached the home of her friend, who was an official of the road, it was promised that the offending ticket agent should be punished in a manner befitting his offence! And the younger woman opined that such employes ought to lose their positions. It is a "dead" certainty that the railroad or the store which allows its employes to be disobliging to its patrons is going to lose its patronage and the lady patrons will be the first to go.

It may be that a railway company can exist without its lady patrons, I don't know about that, but I do know that a merchant who loses his lady customers may as well close his doors. The women are the principal buyers of merchandise, whether they hold the purse or not.

I have often seen that demonstrated. A man may look at goods and partially select what he thinks necessary, but if he does, he will usually say, "I will have my wife call and look at them before you send them up," and when he comes with her to show her what he has selected, she will say with the utmost unconcern, "O, that isn't what I want at all," and calmly proceed to make her own selections. It is because ladies are the largest patrons of the store and because they are easily attracted or repelled by the manner of the salesman, that no merchant can afford to ignore the business value of courtesy.—Uncle Reuben in Furniture Journal.

## VISIT FROM A KINGSTON GROCER.

Mr. W. Hobart Dyde, president of the Retail Grocers' Association, Kingston, Ont., and a member of the firm of James Redden & Co., of that city, has been spending a few days at the Pan-American and Industrial Expositions. He left Toronto, on his return home, on Monday night. Mr. Dyde is an enthusiastic association man, and while in Toronto spent some time interviewing officers of the local association with a view to exchanging ideas on association work. The Kingston association, which is in its first year, is doing fairly, but Mr. Dyde believes it can do better. If it does not it is not likely to be any fault of his.

## No more Blue Mondays— VICTORINE

(THE CLOTHES WASHER)

has made weak women strong and wash-day a pleasure.

This great washing compound contains seventeen ingredients.

No Alkali to injure.

Write for sample.

**VICTORINE** (Incorporated)  
**MONTREAL.**



## CLOTHES PINS...

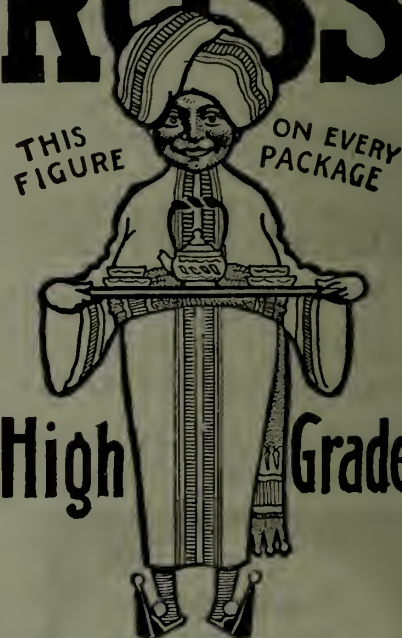
Selected and full count, in packages of 4 doz.—6 doz.—12 each to a case.

This makes a very attractive shelf display line. Also in cases of 5 gross, large and small sizes. Ask for quotations.

**BOECKH BROS. & COMPANY,**  
**TORONTO.**

Manufactured by  
**WM. CANE & SONS MFG. CO.**  
Limited,  
**NEWMARKET.**

# ROSS'



High Grade

# TEA

We have never heard, or had reported to us, a grocer saying that Ross' Pure Ceylon Tea did not please his customers. It can't help pleasing, it is all pure, unadulterated High Grade Ceylon Tea. Remember, too, that Ross' is the only pure Ceylon Tea on the market. All others are, more or less, mixed with China and other teas.

**THE ROSS TEA CO., - - TORONTO.**



# Ceylon and Indian Teas— Black or Green.

**The Black Teas** were introduced into Canada only a few years ago. Reflect how they have gained in popularity yearly and consider the present consumption.

**The Green Teas** are still quite a novelty, but have already made their mark and merit all success. They are made expressly to meet the tastes of those who do not drink Black Tea.

In addition to their unquestioned merits, remember how they are advertised—See the daily papers

Ceylon Greens are for sale in Montreal by—

Messrs. Carter, Galbraith & Co.

“ L. Chaput, Fils & Cie.

“ Laporte, Martin & Cie.

“ E. D. Marceau.

“ “Ozo” Tea Co.

## BUSINESS CHANGES.

## DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

**J**OSEPH HARVEY, general merchant, L'anse au Foin, Que., has assigned, and V. E. Paradis has been appointed provisional guardian.

Joseph A. Leboeuf, grocer, Valleyfield, Que., is absent from that place.

Frechette & Frere, general merchants, East Angus, Que., have assigned.

Gagnon & Caron have been appointed curators of J. H. Savoie, grocer, Montreal.

Bilodeau & Chalifoux have been appointed curators of J. A. Leboeuf, grocer, Valleyfield, Que.

A meeting of the creditors of Robert Hockley, tobacconist, Edmonton, N.W.T., has been held.

James M. Meikle, general merchant, Cardinal, Ont., has assigned to George A. Dana, Brockville.

Joseph Lafrance, baker, Montreal, has assigned, and a meeting of his creditors will be held on September 17.

The creditors of Mrs. Beaudet, general merchant, St. Pierre le Brequets, Que., meet to-day (Friday) to appoint a curator.

The creditors of J. H. Cummings, general merchant, St. Prime, Que., meet to-morrow (Saturday) to appoint a curator.

Wm. McGinn, grocer, Guelph, Ont., has assigned to W. E. Buckingham, and a meeting of his creditors will be held to day (Friday).

## PARTNERSHIPS FORMED AND DISSOLVED.

Leber & Leduc, confectioners, Maisson-neuve, Que., have dissolved.

Palmer & Smith, general merchants, Maple Creek, Man., have dissolved.

Durand Bros., commission dealers in grocers' sundries, Vancouver, have dissolved.

Sigurdson Bros., general merchants, Hnausa, Man., have dissolved. S. Sigurdson continues.

A. & H. Foreman, grocers, Collingwood, Ont., have dissolved, and Henry Foreman retires; succeeded by Foreman Bros.

Murphy Bros., cigar dealers, etc., Renfrew, Ont., have dissolved partnership, and the business will be continued by C. J. Murphy.

## SALES MADE AND PENDING.

John M. Dowdall, grocer, Ottawa, has sold out.

J. D. Little, general merchant, Jemsey, N.B., has sold out.

The stock of J. R. Dufresne, tobacconist, Montreal, has been sold.

Charles Couturier, general merchant, St. Mathieu, Que., has sold out.

The stock and fixtures of the estate of John Cars, general merchant, Port Haney, B.C., have been sold.

The assets of Mrs. W. H. Costigan, grocer, Montreal, have been sold.

F. W. J. Ball, grocer, London, Ont., is advertising his business for sale.

The assets of J. L. Hould, general merchant, Gentilly, Ont., have been sold.

Joseph Henry, confectioner, London, Ont., is advertising his business for sale.

R. Maynard, general merchant, Kirkwell, Ont., is advertising his business for sale.

The assets of J. H. Savoie, grocer, Montreal, are to be sold on September 16.

The assets of the estate of J. E. Verret, general merchant, Becancour, Que., are to be sold.

Thomas Dobie, general merchant, Mooresburg, Ont., is advertising his business for sale.

The stock of the estate of W. T. Beadles, general merchant, Erie and Salmo, B.C., has been sold.

The stock of George T. Potvin, general merchant, St. Gedeon, Que., has been sold at 34c. on the dollar.

The stock of the estate of R. H. Fair & Co., grocers, Winnipeg, Man., has been sold at 40c. on the dollar.

The stock, etc., of the estate of L. A. Wright & Co., grocers and crockery dealers, Picton, Ont., is advertised for sale by auction on September 17.

## CHANGES.

S. F. Wigle, grocer, Essex, Ont., has sold out to H. Allen.

P. Baudin & Frere have registered as grocers, etc., in Montreal.

J. A. Brunet & Co., grocers, Montreal, have been succeeded by E. Belair.

D. W. Anderson, general merchant,

Harrow, Ont., has sold out to W. R. Royce & Co.

John Kerr, grocer, Vancouver, has sold out to John Jackson.

Mrs. W. Calder, grocer, Kentville, N.S., is giving up business.

Joseph Harel, grocer, Montreal, has sold out to Charles Couturier.

D. Mason & Co. have registered as wholesale grocers in Montreal.

Melvin & McKinley, cigar dealers, Halifax, are giving up business.

Mrs. Herbert, grocer, St. Thomas, Ont., has sold out to Ellen Richardson.

Dargis & Precourt have registered as grocers in Shawenegan Falls, Que.

Demers & Larose have registered as general merchants in Thedford, Ont.

Knowlton & Pibus have registered as flour and grain dealers in Knowlton, Que.

R. H. House, grocer, etc., St. Thomas, Ont., is advertising his intention of selling out.

Gagnon & Frere have registered as general merchants in Ste. Anne du Sault, Que.

E. M. Embree, grocer, Amherst, N.S., has been succeeded by Embree & Trenholm.

Moore & Hall have bought out the Farmers' Exchange, general store, Olds, N.W.T.

Peter Sorreil, confectioner and fruiterer, Selkirk West, Man., has sold out to Mrs. Pearson.

## DEATHS.

L. A. Estey, general merchant, Grand Falls, N.B., is dead.

John Clark, general merchant, Tatamagouche, N.S., is dead.

POPULARITY

is the proof of merit, and no brand has ever achieved popularity so quickly as

“BOBS”

CHEWING TOBACCO

In 5 and 10c. Plugs.

BOBS costs you only 36 cents, and pays a good profit.

BOBS is well advertised.

BOBS is selling well in almost every store from the Atlantic to the Pacific.

BOBS is A BIG PLUG FOR LITTLE MONEY

Made by

THE EMPIRE TOBACCO CO.,  
LIMITED  
MONTREAL, QUE.



CANADIAN ADVERTISING is best done by THE  
E. DESBARATS ADVERTISING AGENCY  
MONTREAL

Mediterranean Fruits  
Granulated and Raw Sugars  
Molasses and Syrups, Glucose, Etc.

Excelsior Macaroni  
White Castile Soap

C. A. CHOUILLOU & CIE.  
14 Place Royale (Customs House Sq.) MONTREAL.

**"Chief Keokuk"**

Pickles and Condiments.

**"Montrose"**

Tomatoes, Peas and Vegetables.

SOLD ON THEIR MERITS.

**KEOKUK PICKLE CO.**

KEOKUK, IOWA, U.S.A.

## Refrigerators

BUY

**EUREKA**

it is the best.

WHY?

1st. Because it is built on scientific principles, having insulated walls it is easy on Ice.  
2nd. Because the system of circulation of air is perfect.  
3rd. Because it is well built.  
Further information can be obtained in catalogue which is free.

Address,

Eureka Refrigerator Co.

This cut represents No. 13. 54 Noble St., Toronto



# KEEP COOL!

## Georgia Watermelons

First car of the season just arrived.

Extra Fancy Bananas, Pineapples, Oranges, Lemons.

**CANADIAN** Tomatoes, Raspberries, Cherries, Currants, etc.,  
arriving 3 to 5 times daily per express.

Telephone or Mail your orders. Will make prices right. Quality Right.

**Hugh Walker & Son,** Wholesale Fruit Importers, **Guelph, Ont.**

**GRIMBLE'S** English Malt  
Six GOLD Medals **VINEGAR**

GRIMBLE & CO., Limited, London, N.W., Eng.



## "CAPSTAN" BRAND

Package and Bulk **MINCE MEAT.**

**PACKAGES**— $\frac{1}{4}$  gross in case.

**BULK**— $\frac{1}{4}$  pails, 6 in. crate.

60 lb. **TUBS**

100 lb. "

25 lb. **PAILS**

75 lb. **TUBS**

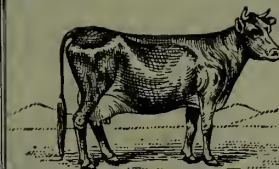
500 lb. **BARRELS.**

Sold by all wholesale grocers.

Sole Manufacturers—

**The Capstan Mfg. Co., - Toronto.**

## DWIGHT'S



## SODA

## THE MOUTH WATERS

when reading our cook book, but to taste buns and pastry made with

## Dwight's Cow Brand Soda

—that's the test!

Ask your customers about it.

**JOHN DWIGHT & CO., TORONTO**

# LICORICE..

We manufacture everything in the Licorice line carried by the Grocery, Drug and Confectionery trades. We might mention—Y. & S. Stick Licorice, plain and corrugated; Acme Licorice Pellets; Y. & S. Licorice Lozenges, in cans or glass jars; A B C Blocks; Purity & Dulce Brand one cent sticks; Bundled Licorice Root; Small Cigars, 300 to box, etc. In PLIABLE LICORICE, Triple Tunnel Tubes, Mint Puff-Straps, Navy Plugs and Golf-Sticks 100 to box; Blow Pipes 200 and 300 to box; Manhattan Wafers, 2  $\frac{1}{2}$  lb. boxes; Curved Stem Pipes, 200 to box. Write for illustrated catalogue.

## YOUNG & SMYLIE

Established 1845.

BROOKLYN, N.Y.







# Keen's Mustard and Keen's Oxford Blue

are so well-known throughout Canada that advertising would appear unnecessary. But we keep hammering at the name

## KEEN

and we hope that everyone will think of KEEN'S when they want . . . . .

## Mustard and Laundry Blue.

### Current Market Quotations for Proprietary Articles

September 12, 1901.

Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy. The editors do not supervise them. If a change is made, either an advance or decline, it is referred to in the market reports, as a matter of news, whether manufacturers request it or not.

#### BAKING POWDER.

|                                    |         |  |
|------------------------------------|---------|--|
| <b>Cook's Friend—</b>              |         |  |
| Size 1, in 2 and 4 doz. boxes..... | \$ 2 40 |  |
| " 10, in 4 doz. boxes.....         | 2 10    |  |
| " 2, in 8 ".....                   | 80      |  |
| " 12, in 6 ".....                  | 70      |  |
| " 3, in 4 ".....                   | 45      |  |
| Pound tins, 3 doz. in case.....    | 3 00    |  |
| 12oz. tins, 3 ".....               | 2 40    |  |
| 9oz. tins, 4 ".....                | 1 10    |  |
| 5lb. tins, 1/2 ".....              | 4 00    |  |

|                                         |      |  |
|-----------------------------------------|------|--|
| <b>Diamond—</b>                         |      |  |
| 1 lb. tins, 2 doz. in case.....per doz. | 2 00 |  |
| 1/2 lb. tins, 3 ".....                  | 1 25 |  |
| 1/4 lb. tins, 4 ".....                  | 0 75 |  |

|                                |                |          |
|--------------------------------|----------------|----------|
| <b>IMPERIAL BAKING POWDER.</b> |                |          |
| Cases Contain.                 | Sizes of Cans. | Per Doz. |
| 4 doz.                         | 10c.           | \$0 85   |
| 3 "                            | 16-oz.         | 1 75     |
| 2 and 3 doz.                   | 12-oz.         | 3 40     |
| 2 and 1 doz.                   | 16-oz.         | 4 35     |
| 1 doz.                         | 2 1/2-lb.      | 10 40    |
| 1/2 and 1 doz.                 | 5-lb.          | 19 50    |

|                            |                |          |
|----------------------------|----------------|----------|
| <b>MAIO BAKING POWDER.</b> |                |          |
| Contain.                   | Sizes of Cans. | Per Doz. |
| 4 doz.                     | 4-oz.          | \$0 65   |
| 4 "                        | 6-oz.          | 0 80     |
| 4 "                        | 8-oz.          | 1 00     |
| 4 "                        | 12-oz.         | 1 50     |
| 4 "                        | 16-oz.         | 1 80     |
| 1 "                        | 2 1/2-lb.      | 4 50     |
| 1 "                        | 5-lb.          | 7 75     |

|                                    |      |  |
|------------------------------------|------|--|
| <b>JERSEY OREAM BAKING POWDER.</b> |      |  |
| 1/2 size, 5 doz. in case.....      | 40   |  |
| 1/4 size, 4 doz. in case.....      | 75   |  |
| 1/2 " 3 ".....                     | 1 25 |  |
| 1 " 2 ".....                       | 2 25 |  |

#### BLACKING.

##### SHOE POLISH.

|                         |            |
|-------------------------|------------|
| HENRI JONAS & Co.       | Per gross. |
| Jonas' .....            | \$9 00     |
| Froments .....          | 7 50       |
| Military dressing ..... | 24 00      |

#### BLUE.

|                                                                                              |        |
|----------------------------------------------------------------------------------------------|--------|
| Keen's Oxford, per lb.....                                                                   | \$0 17 |
| In 10 box lots or case .....                                                                 | 0 16   |
| Reckitt's Square Blue 12-lb. box...                                                          | 0 17   |
| Reckitt's Square Blue 5 box lots...                                                          | 0 16   |
| Nixey's "Ceres" in squares, 1 oz., in bags, 1/2 and 1 oz., and in pepper boxes, 2c. and 10c. | 0 17   |
| Cooney's Royal Windsor, per gross                                                            | 4 80   |
| " Universal, bag, per gross.                                                                 | 4 80   |

#### BLACK LEAD.

|                                                                            |      |
|----------------------------------------------------------------------------|------|
| Reckitt's per box .....                                                    | 1 15 |
| Box contains either 1 gro., 1 oz. size; 1/2 gro., 2 oz. or 1/4 gro., 4 oz. |      |
| Nixey's Refined 1d. 2d. and 1a. pkts.                                      |      |
| " Silver Moonlight 5 and 10c. pkts.                                        |      |
| " Nixylene Paste 1d. 2 1/2d. 5d. size.                                     |      |
| Nixey's Jubilee, round in 1 and 2 oz. blocks.                              |      |
| Cooney's Universal, per gross .....                                        | 4 80 |

#### COORN BROOMS

|                                    |          |
|------------------------------------|----------|
| BOECKH BROS & COMPANY              | doz. net |
| Bamboo Handles, A, 4 strings ..... | 4 35     |
| " " B, 4 strings .....             | 4 10     |
| " " C, 3 strings .....             | 3 85     |
| " " D, 3 strings .....             | 3 60     |
| " " E, 3 strings .....             | 3 35     |
| " " F, 3 strings .....             | 3 10     |
| " " G, 3 strings .....             | 2 85     |

#### BISCUITS.

##### CARR & CO., LIMITED.

|                                                                                |          |
|--------------------------------------------------------------------------------|----------|
| Frank Magor & Co., Agents.                                                     | 0 15     |
| Cafe Nofr.....                                                                 | 0 12 1/2 |
| Ensign .....                                                                   | 0 09     |
| Metropolitan Mixed .....                                                       | 0 09     |
| Special price list of Fancy Tins for Xmas trade and other lines on application |          |

#### CANNED GOODS.

##### MUSHROOMS.

|                           |         |
|---------------------------|---------|
| HENRI JONAS & Co.         |         |
| Mushrooms, Rionel .....   | \$15 50 |
| " 1st choice Duthell..... | 18 50   |
| " 1st choice Lenoir ..... | 19 50   |
| " extra Lenoir .....      | 22 00   |
| Per case, 100 tins.       |         |

#### FRENCH PEAS—DELORY'S

|                      |        |
|----------------------|--------|
| HENRI JONAS & Co.    |        |
| Moyen's No. 2 .....  | \$9 00 |
| " No. 1 .....        | 10 50  |
| 1/2 Fins.....        | 12 50  |
| Fins .....           | 14 00  |
| Tres fins .....      | 15 00  |
| Extra fins .....     | 16 50  |
| Sur extra fins ..... | 18 00  |

#### FRENCH SARDINES.

|                       |        |
|-----------------------|--------|
| HENRI JONAS & Co.     |        |
| 1/2 Trefavennes ..... | \$9 50 |
| 1/2 Rolland .....     | 10 00  |
| 1/2 Delory .....      | 10 50  |
| 1/2 Club Alpins ..... | 12 50  |

#### CHOCOLATES & COCOAS.

|                                         |          |
|-----------------------------------------|----------|
| Epps's cocoa, case of 14 lbs., per lb.. | 0 35     |
| Smaller quantities .....                | 0 37 1/2 |

##### GADBURY'S.

|                                          |          |
|------------------------------------------|----------|
| Frank Magor & Co., Agents                | per doz. |
| Cocoa essence, 5 oz. packages .....      | \$1 65   |
| Mexican chocolate, 1/4 and 1/2 lb. pkgs. | 0 40     |
| Rock Chocolate, loose .....              | 0 40     |
| " 1-lb. tins.....                        | 0 42     |
| " Nibs, 11-lb. tins.....                 | 0 35 1/2 |

|                                      |         |
|--------------------------------------|---------|
| <b>Chocolate—</b>                    |         |
| Fry's.                               | per lb. |
| Caracocas, 1/4's, 6-lb. boxes.....   | 0 42    |
| Vanilla, 1/4's .....                 | 0 42    |
| "Gold Medal" Sweet, 1/4's, 6 lb. bxs | 0 29    |
| Pure, unsweetened, 1/4's, 6 lb. bxs. | 0 42    |
| Fry's "Diamond," 1/4's, 14 lb. bxs.  | 0 24    |
| Fry's "Monogram," 1/4's, 14 lb. bxs  | 0 24    |
| <b>Cocoa—</b>                        |         |
| Concentrated, 1/4's 1 doz. in box .. | 2 40    |
| " 1/2's .....                        | 4 50    |
| " 1 lb. ".....                       | 8 25    |
| Homoeopathic, 1/4's 14 lb. boxes ..  |         |
| " 1/2 lbs. 12 lb. boxes .....        |         |

##### JOHN P. MOTT & CO.'S.

|                                      |        |
|--------------------------------------|--------|
| R. S. McIndoe, Agent, Toronto.       |        |
| Mott's Broma .....                   | per lb |
| Mott's Prepared Cocoa .....          | 0 30   |
| Mott's Homoeopathic Cocoa (1/4's) .. | 0 32   |
| Mott's Breakfast Cocoa (in ins) ..   | 0 40   |
| Mott's No. 1 Chocolate .....         | 0 30   |
| Mott's Breakfast Chocolate .....     | 0 28   |
| Mott's Caracocas Chocolate .....     | 0 40   |
| Mott's Diamond Chocolate .....       | 0 23   |
| Mott's French-Can. Chocolate .....   | 0 18   |
| Mott's Navy or Cooking Chocolate ..  | 0 28   |
| Mott's Cocoa Nibs .....              | 0 35   |

|                                     |      |
|-------------------------------------|------|
| Mott's Cocoa Shells.....            | 0 05 |
| Vanilla Sticks, per gross.....      | 0 90 |
| Mott's Confectionery Chocolate 0 21 | 0 43 |
| Mott's Sweet Chocolate Liquors 0 19 | 0 30 |

#### THE COWAN CO., LIMITED.

|                                   |        |
|-----------------------------------|--------|
| <b>Cocoa—</b>                     |        |
| Hygienic, 1-lb. tins, per doz.... | \$7 25 |
| " 1/2-lb. tins ".....             | 3 75   |
| " 1/4-lb. tins ".....             | 2 25   |
| " fancy tins .....                | 0 90   |

|                                                                               |      |
|-------------------------------------------------------------------------------|------|
| Hygienic, 5-lb. tins, for soda water fountains, re taurants, etc. per lb..... | 0 55 |
| Perfection, 1/2-lb. tins, per doz..                                           | 3 00 |
| Cocoa Essence, sweet, 1/2-lb. tins, per doz.....                              | 2 25 |

|                                             |        |
|---------------------------------------------|--------|
| <b>Chocolate—</b>                           |        |
| Queen's Dessert, 1/4's and 1/2's... per lb. | \$0 40 |
| " 6's.....                                  | 0 42   |
| Mexican Vanilla, 1/4's and 1/2's ..         | 0 35   |
| Royal Navy Rock .....                       | 0 30   |
| Diamond .....                               | 0 25   |
| " 8's.....                                  | 0 23   |

#### CHEESE.

|                                     |        |
|-------------------------------------|--------|
| Imperial—Large size jars, per doz.. | \$8 25 |
| Medium size jars .....              | 4 50   |
| Small size jars .....               | 2 40   |
| Individual size jars .....          | 1 00   |
| Imperial Holder—Large size .....    | 18 00  |
| Medium size .....                   | 15 00  |
| Small size .....                    | 12 00  |
| Roquefort—Large size, per doz.....  | 2 40   |
| Small size .....                    | 1 40   |
| Paragon—Large size, per doz.....    | 8 25   |
| Medium size .....                   | 4 50   |
| Small size .....                    | 2 40   |
| Individual size .....               | 1 00   |

#### COFFEE

|                     |          |
|---------------------|----------|
| JAMES TURNER & CO.  | per lb   |
| Mocca .....         | 0 32     |
| Damasos .....       | 0 28     |
| Cairo .....         | 0 20     |
| Sirdar .....        | 0 17     |
| Old Dutch Rio ..... | 0 12 1/2 |

#### CLOTHES PINS

|                                                           |      |
|-----------------------------------------------------------|------|
| <b>BOECKH BROS. &amp; CO.</b>                             |      |
| Clothes Pins (full count), 5 gross in case, per case..... | 0 55 |
| 4 doz. packages (12 to a case) .....                      | 0 70 |
| 6 doz. packages (12 to a case) .....                      | 0 90 |



# Edwardsburg Silver Gloss Starch.

Your idea may be that all starch is starch and that your customers won't detect even a slight difference in quality. You may think that because there is a cent or two extra profit on "Mushroom" brands (that come and go), you can retain the confidence of your trade—it doesn't pay to trifle with the confidence that a customer has in you and your goods.

Edwardsburg Silver Gloss Starch is as staple as flour. In the name there is the fame of nearly half a century. In the making there is the skill of long experience combined with honesty of purpose and unequalled manufacturing facilities. Edwardsburg Silver Gloss Starch represents the highest type of perfection there is or can be in starch. Kegs of 100-lbs.—handsome enamelled horse-shoe tins holding 6-lbs.—handsome 1-lb. packages that give a touch of life and color and "go" to a grocer's shelves.

## Edwardsburg Starch Co'y, Limited

Established 1858.

164 St. James Street,  
Montreal.

Works,  
Cardinal, Ont.

53 Front Street East,  
Toronto.

# DUNN'S PURE MUSTARDS

GIVE UNBOUNDED SATISFACTION.

The reason is—They are profitable to dealers and satisfying to consumers.

### COUPON BOOKS—ALLISON'S.

|                                                    |        |        |
|----------------------------------------------------|--------|--------|
| \$2, \$3, \$5, \$10 and \$20 books.                |        |        |
| Un- Covers and<br>num- Coupons<br>bered. numbered. |        |        |
| 50 books, one kind or as-<br>sorted .....          | \$1 50 | \$1 75 |
| 100 books, one kind or<br>assorted .....           | 2 50   | 3 00   |
| 500 books, one kind or<br>assorted .....           | 11 50  | 14 00  |
| 1,000 books, one kind or<br>assorted .....         | 20 00  | 25 00  |

### Allison's Coupon Pass Book.

|                    |    |            |
|--------------------|----|------------|
| \$ 1 00 books..... | 2  | cents each |
| 2 00 books.....    | 2  | cents each |
| 3 00 books.....    | 2  | cents each |
| 5 00 books.....    | 2½ | cents each |
| 10 00 books.....   | 3  | cents each |
| 15 00 books.....   | 3½ | cents each |
| 20 00 books.....   | 4  | cents each |
| 25 00 books.....   | 5½ | cents each |
| 50 00 books.....   | 8  | cents each |

### EXTRACTS.

|                                   |        |
|-----------------------------------|--------|
| HENRI JONAS & Co. Per gross.      |        |
| 1 oz. London Extracts .....       | \$6 00 |
| 1 oz. " " (no corkscrews) .....   | 5 50   |
| 2 oz. " " .....                   | 9 00   |
| 1 oz. Spruce essence .....        | 6 00   |
| 2 oz. " " .....                   | 9 00   |
| 2 oz. Anchoer extracts .....      | 12 00  |
| 4 oz. " " .....                   | 21 00  |
| 8 oz. " " .....                   | 36 00  |
| 1 lb. " " .....                   | 70 00  |
| 1 oz. Flat " " .....              | 9 00   |
| 2 oz. Flat, bottle extracts ..... | 18 00  |
| 2 oz. Square " " .....            | 21 00  |
| 4 oz. " " (corked).....           | 36 00  |
| 8 oz. " " .....                   | 72 00  |

|                                    |               |
|------------------------------------|---------------|
| 8 oz. " glass stop extracts ....   | Per doz. 3 50 |
| 8 oz. " " .....                    | 7 00          |
| 2½ oz. Round quintessence extracts | Per doz. 2 00 |
| 4 oz. Jockey decanters " ..        | 3 50          |

### FOOD.

|                                     |      |
|-------------------------------------|------|
| Robinson's Patent Barley ½ lb. tins | 1 25 |
| " " 1 lb. tins                      | 2 25 |
| " " Groats, ½ lb. tins              | 1 25 |
| " " 1 lb. tins                      | 2 25 |

### GILLETT'S POWDERED LYE.

|                      |        |
|----------------------|--------|
| 4 doz. in case ..... | \$3 60 |
|----------------------|--------|

### JAMS AND JELLIES

SOUTHWELL'S GOODS. per doz.

Frank Magor & Co., Agents.

|                             |      |
|-----------------------------|------|
| Orange Marmalade.....       | 1 50 |
| Clear Jelly Marmalade ..... | 1 80 |
| Strawberry W. F. Jam .....  | 2 00 |
| Raspberry " " .....         | 2 00 |
| Apricot " " .....           | 1 75 |
| Black Currant " " .....     | 1 85 |
| Other Jams, W. F. ....      | 1 55 |
| Red Currant Jelly .....     | 1 90 |
|                             | 2 75 |

### Jams—

T. UPTON & CO.

|                                           |        |
|-------------------------------------------|--------|
| 1-lb. glass jars 2 doz, in case, per doz  | \$1 00 |
| 5-lb. tin pails, 8 pails in crate, per lb | 0 06½  |
| 7-lb. wood pails, 6 " " .....             | 0 06½  |
| 14-lb. wood pails, per lb .....           | 0 06½  |
| 30-lb. " " .....                          | 0 06½  |

### Jellies—

|                                |        |
|--------------------------------|--------|
| 1-lb. glass jars, per doz..... | \$1 00 |
| 7-lb. wood pails, per lb.....  | 0 06½  |
| 14-lb. " " .....               | 0 06½  |
| 30-lb. " " .....               | 0 06½  |

### KNIFE POLISH.

|                                              |  |
|----------------------------------------------|--|
| Nixey's "Cervus" 6d. and 1s. tins            |  |
| For price list and sliding scale apply W. G. |  |
| Nixey 12 Sobo Sq. London, Eng.               |  |

### LIQORICE.

YOUNG & SMYLLIE'S LIST.

|                                         |        |
|-----------------------------------------|--------|
| 5-lb. boxes, wood or paper, per lb ..   | \$0 40 |
| Fancy boxes (38 or 50 sticks) per box   | 1 25   |
| " Ringed" 5 lb. boxes, per lb.....      | 0 40   |
| "Aome" Pellets, 5 lb. cans, per can..   | 2 00   |
| "Aome" Pellets, fancy boxes (40)        |        |
| per box.....                            | 1 50   |
| Tar, Licorice and Tolu Wafers, 5 lb.    |        |
| cans, per can .....                     | 2 00   |
| Licorice Lozenges, 5 lb. glass jars.... | 1 75   |
| " " 20 5 lb. cans .....                 | 1 50   |
| "Purly" Licorice 10 sticks .....        | 1 45   |
| " " 100 sticks .....                    | 0 75   |
| Dulce, large cent sticks, 100 in box.   |        |

### MUSTARD.

COLMAN'S OR KEEN'S.

|                                    |        |
|------------------------------------|--------|
| D. S. F., ¼ lb. tins, per doz..... | \$1 40 |
| " ½ lb. tins, " .....              | 2 50   |
| " 1 lb. tins, " .....              | 5 00   |
| Durham, 4 lb. jars, per jar .....  | 0 75   |
| " 1 lb. " .....                    | 0 25   |
| F. D., ¼ lb. tins, per doz.....    | 0 25   |
| " ½ lb. tins .....                 | 1 45   |

### JONAS' FRENCH MUSTARDS

HENRI JONAS & Co. Per gross,

|                        |        |
|------------------------|--------|
| Pony size.....         | \$7 50 |
| Imperial, medium ..... | 9 00   |
| Imperial, large .....  | 12 00  |
| Tumblers .....         | 12 00  |

|                  |                 |
|------------------|-----------------|
| Mugs .....       | Per gross 13 20 |
| Pint jars .....  | 18 00           |
| Quart jars ..... | 24 00           |

### MATCHES.

|                                    |        |
|------------------------------------|--------|
| Eddy's Telegraph, 5-case lots..... | \$4 00 |
| " " single cases .....             | 4 20   |
| Telephone, 5-case lots .....       | 3 90   |
| " " single cases .....             | 4 10   |
| Eagle Parlors, 200s, 5-case lots   | 1 60   |
| " " " single cases                 | 1 70   |
| " " 100s, 5-case lots              | 1 80   |
| " " " single cases                 | 1 90   |
| Victoria Parlors, 5-case lots      | 2 90   |
| " " " single cases                 | 3 00   |

### MINCE MEAT.

|                                     |         |
|-------------------------------------|---------|
| Wetthey's Condensed, per gross, net | \$12 00 |
| " per case of doz., net.....        | 3 00    |

### ORANGE MARMALADE.

T. UPTON & CO.

|                                      |        |
|--------------------------------------|--------|
| 1-lb. glass 2 doz. case, per doz..   | \$1 00 |
| 7-lb. pails and 5 and 7 lb. tins.... | 0 07   |

### PICKLES.

STEPHENS'.

|                                       |      |
|---------------------------------------|------|
| A. P. Tippet & Co., Agents.           |      |
| Patent stoppers (pints), per doz..... | 2 50 |
| Corked pints, " ..                    | 1 90 |

# RECKITT'S Blue and Black Lead

{ ALWAYS GIVE YOUR  
CUSTOMERS SATISFACTION



## SODA.—COW BRAND



Case of 1 lbs. (con-  
taining 60 pkgs.,  
per box, \$3.00  
Case of 1/2 lbs. (con-  
taining 120 pkgs.,  
per box, \$3.00.  
Case of 1 lb. and 1/2  
lbs. (containing 30  
1 lbs. and 60 1/2 lb.  
packages) per box, \$3.00.  
Case of 50. pkgs (containing 96 pkgs) per  
box \$3.00.

## SOAP

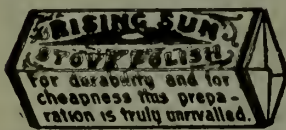


Gloria Soap, per gross..... 12 00  
Straw Hat Polish, per gross..... 10 20

## STOVE POLISH.



No. 4—3 dozen in case, per gross .. 4 80  
" 6—3 dozen in case " " .. 8 40



Rising Sun 6-oz. cakes, 1/2-gross box \$8 50  
Rising Sun, 3-oz. cakes, gross boxes... 4 50  
Sun Paste, 10c. size, 1/2 gross boxes... 10 00  
Sun Paste, 5c. size, 1/2 gross boxes .. 5 00



## STARCH.

EDWARDSBURG STARCH CO., LTD.

Laundry Starches— per lb.  
No. 1 White or Blue, 4-lb. cartons 0 02 1/2  
No. 1 " " 3-lb. " 0 05 1/2  
Canada Laundry " " 0 04 1/2  
Silver Gloss, 6-lb. drawlid boxes 0 07 1/2  
Silver Gloss, 6-lb. tin canisters.. 0 07 1/2  
Edwards'g Silver Gloss, 1-lb. pkg. 0 06 1/2  
Kegs Silver Gloss, large crystal 0 08  
Benson's Satin, 1-lb. cartons.... 0 08  
No. 1 White, bbls. and kegs .... 0 05  
Benson's Enamel, per box..... 5 00

Culinary Starch—  
Benson & Co.'s Prep. Corn..... 0 08 1/2  
Canada Pure Corn..... 0 05

Rice Starch—  
Edwardsburg No. 1 white, 1-lb. cart 0 09 1/2  
Edwardsburg No. 1 White or  
Blue, 4-lb. lumps..... 0 08

KINGSFORD'S OSWEGO STARCH



SILVER { 40-lb. boxes, 1-lb. pkgs. 0 06 1/2  
GLOSS { 6-lb. boxes, sliding cover  
(12-lb. boxes each crates) 0 08  
PURE—40-lb. boxes 1-lb. pack.... 0 07  
48-lb. " 16 3-lb. boxes 0 07  
For puddings, onstards, etc.

OSWEGO { 40-lb. boxes, 1-lb.  
CORN STARCH { packages..... 0 07 1/2  
ONTARIO { 38-lb. to 45-lb. boxes,  
STARCH { 6 bundles..... 0 06

STARCH IN { Silver Gloss..... 0 07 1/2  
BARRELS { Pure..... 0 06 1/2

## BEE STARCH.

Cases, 64 pkgs. 48's..... \$5.00  
1/2 Cases, 32 pkgs. 24's..... 2.50  
Packages 10c. each.

## BRANTFORD STARCH WORKS, LIMITED.

Ontario and Quebec.

Laundry Starches—  
Canada Laundry, boxes of 40 lbs. \$0 04 1/2  
Acme Gloss Starch—  
1-lb. cartons, boxes of 40 lbs.... 0 05 1/2  
Finest Quality White Laundry—  
3-lb. Canisters, cases of 48 lbs.. 0 05 1/2  
4-lb. " " " " 0 05 1/2  
Barrels, 175 lbs. .... 0 05  
Kegs, 100 lbs. .... 0 05  
Lily White Gloss—  
1-lb. fancy cartons, cases 30 lbs. 0 07 1/2  
6-lb. toy trunks, 8 in case 0 07  
6-lb. enamelled tin canisters,  
8 in case .... 0 07 1/2  
Kegs, ex. large crystals, 100 lbs. 0 06 1/2  
Brantford Gloss—  
1-lb. fancy boxes, cases 36 lbs... 0 08  
Canadian Electric Starch—  
Boxes of 40 fancy pkgs, per case 3 00  
Celluloid Starch—  
Boxes of 45 cartons, per case... 3 50  
Culinary Starches—  
Challenge Prepared Corn—  
1-lb. packages, boxes 40 lbs.... 0 05  
No. 1 Brantford Prepared Corn—  
1-lb. packages, boxes 40 lbs.... 0 06 1/2  
Crystal Malze Corn—  
1 lb. packages, boxes 40 lbs.... 0 06 1/2



## TEAS.

SALADA CEYLON.

Wholesale. Retail

Brown Label, 1's ..... 0 20 0 25  
" 1/2's ..... 0 21 0 26  
Green Label, 1's and 1/2's..... 0 22 0 26  
Blue Label, 1's, 1/2's and 1/4's. 0 30 0 40  
Red Label, 1's and 1/2's..... 0 36 0 50  
Gold Label 1/2's..... 0 44 0 60



Ceylon Tea, in  
1 and 1/2 lb. lead  
packages, black  
or mixed.

Black Label, 1-lb., retail at 25c.... 0 19  
" 1/2-lb., " " " " 0 20  
Blue Label, retail at 30c..... 0 22  
Green Label " 40c..... 0 28  
Red Label " 50c..... 0 35  
Orange Label, retail at 60c..... 0 42  
Gold Label, " 80c..... 0 55

## CROWN BRAND

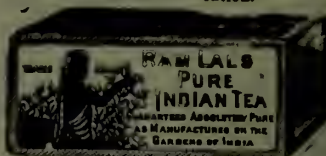
Wholesale Retail.

Red Label, 1-lb. and 1/2's..... 0 35 0 50  
Blue Label, 1-lb. and 1/2's..... 0 28 0 40  
Green Label, 1-lb. .... 0 19 0 25  
Green Label, 1/2's..... 0 20 0 25  
Japan, 1's..... 0 19 0 25

## "SNELLINOS PATENT"



English Break-  
fast Hopped Tea,  
23c. retail, 40c.  
A. Waddell & Co.  
agents, Toronto.  
Samples on appli-  
cation.



Cases each 60 1-lb..... 0 35  
" " 60 1/2-lb..... 0 35  
" " 30 1-lb..... 0 35  
" " 120 1/2-lb..... 0 36



LUDELLA CEYLON, 1's  
AND 1/2's PKOS.

Blue Label, 1' ..... 0 18% 0 25  
Blue Label, 1/2's ..... 0 19 0 25  
Orange Label, 1's and 1/2's... 0 21 0 30  
Brown Label, 1's and 1/2's... 0 28 0 40  
Brown Label, 1/2's..... 0 30 0 40  
Green Label, 1's and 1/2's... 0 35 0 50  
Red Label, 1/2's..... 0 40 0 60

## TOBACCO.

THE EMPIRE TOBACCO CO., LIMITED

Smoking—Empire, 3 1/2's, 5s and 10s... 0 39  
Royal Oak, 2 x 3, 50c, 8s ..... 0 52  
Something Good, 7s..... 0 48  
Chewing—Bobs, 5s and 10s ..... 0 36  
Currency, 13 1/2oz. bars, spaced 9s... 0 39  
Currency, 6s and 10s ..... 0 39  
Old Fox, Narrow 10s..... 0 40  
Snowshoe, 10 1/2oz. bars, spaced 8s 0 44  
Snowshoe, pound bars, spaced 6s... 0 44  
Snowshoe, 2x4, 6s..... 0 44  
Pay roll, 6s ..... 0 44

## WOODENWARE

BOKKH BROS. &amp; COMPANY.

Washboards Leader Globe..... 1 55  
" Improved Globe..... 1 65  
" Standard Globe..... 1 80  
" Solid Back Globe..... 1 90  
" Jubilee (perforated)... 2 10  
" Crown ..... 1 45

F.o.b. Toronto.

Matches, Kodak, per case (200's) 9  
boxes to packages, 40 packages to  
case..... 3 30

## YEAST.

Royal yeast, 3 doz. 5c.-pkgs. in case.. 1 00

We are always glad

to receive orders for the insertion of adver-  
tisements. But will those who send us "Con-  
densed" or "Want" advertisements please  
bear in mind that they can only be inserted  
when cash or stamps accompany the order.  
The rate is 2c. per word each insertion, num-  
bers and contractions counting as words.

MACLEAN PUB. CO., Limited

Montreal.

Toronto.

WE STOCK

NO. 197

SYRUP PUMP

AND MEASURE.

Highly commended by those who  
KNOW. (Ask for circular).

WALTER WOODS & CO.  
HAMILTON.

Soap

"IMPERIAL" and  
"SNOW"

Twin Cakes.  
NOW IN STORE.

Perkins, Ince &amp; Co., - Toronto.

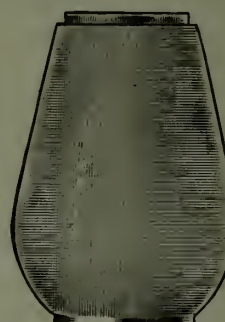


ASK FOR  
MOTT'S

ARE YOU USING OUR

Cold Blast  
or Jubilee  
Globes

Aetna or  
Quaker Flint  
Chimneys?



Give them a Trial.

THE SYDENHAM GLASS CO.,  
of WALLACEBURG, Limited

Shredded Whole  
Wheat Biscuit

For sale by all  
Wholesale Grocers.

J. HEWITT, Agent  
61 Front St. E., TORONTO.



# The Auer Gas Lamp

Money-Back Style.

Makes its own Gas.

OUR No. 8 is the best all around lamp on the market for either the store or home.

IT IS FITTED with an up and down adjuster so that the burner can be lowered two feet. You can hang it on a hook or screw it up—we supply a hook and a screw plate with it.

IT GIVES a light of a 100 candle power and is a fine lamp to show goods with.

THE COST of running it is less than an oil lamp and there is no smell or smoke from it.

No. 8



YOUR MONEY REFUNDED IF YOU ARE NOT PERFECTLY SATISFIED.

WRITE FOR OUR CATALOG.

AUER LIGHT CO., 1682 Notre Dame St., MONTREAL.

# MOLASSES

.....P.Q., May 9th, 1901

THE DOMINION MOLASSES CO.,  
Halifax, N.S.

Dear Sirs,—I beg to advise receipt of the car Molasses, which came to hand in good order and condition, and, as a proof I am satisfied with the quality, now offer same figures for two cars same grade.

This is an extract from a letter received a few days ago referring to a carload of Barbadoes shipped to one of the largest cities in the Province of Quebec.

We have some more of this grade to offer, and the price is low.

The Dominion Molasses Co.,  
Limited

MOLASSES  
AND SYRUPS.

HALIFAX, N.S.

## POTATOES and OATS

IN CAR LOTS.

If open to buy or sell, wire

R. W. HANNAH

Board of Trade, - TORONTO

## THE "GLENER"

KINGSTON, JAMAICA, B.W.I.

The Newspaper with the Largest Circulation in Jamaica and the West Indies.

Canadian manufacturers, merchants, etc., desiring to do business with this country and introduce their goods in this market, should put an advertisement in "THE GLENER."

Write for scale of charges, etc., to

THE GLENER CO.,

Limited

"Gleaner" Office, . . . KINGSTON, J.A.

## BANANAS

Special Value This Week.  
Send Us Your Orders . .

WE HANDLE EVERYTHING IN OUR LINES.

Send name for Price List. Mailed each week.

WHITE & CO., - TORONTO

Wholesale Fruit and Produce.

JOX'S GELATINE

Always  
Trustworthy

ESTABLISHED 1725.

Agents for Canada:

C. E. COLSON & SON, Montreal.

D. MASSON & CO., Montreal.

ARTHUR P. TIPPET & CO.,  
Toronto, St. John, N.B., and Montreal

## BUSINESS NEWS

of any kind that is of value to business men supplied by our Bureau. We can give you market quotations from any town in Canada, reports from the city markets, stock quotations, etc. You can get commercial news from any Canadian paper through us.

Write us, giving us particulars of what you want and where you want it from, and we will quote you prices by return.

"Clippings from any Canadian paper on any subject."

CANADIAN PRESS CLIPPING BUREAU,

232 McGill Street, MONTREAL, QUE.

Telephone Main 1255.

10 Front St. East, Toronto.

Telephone 2148.

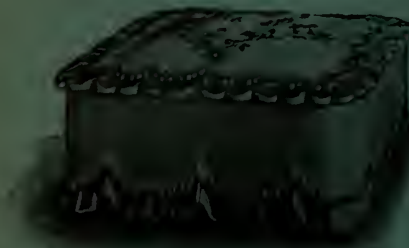
McLAREN'S



Is Honest Goods and just the Thing on Which to Make or Extend a Business.

The Best Grocers make a point of Keeping it always in Stock.

# Decorated Opal



We have just issued our new Catalogue for the coming season. It's a daisy, and yours for the asking.

Have you tried our Mail-Order Department?

Write to us for illustrations or prices of anything you are needing in

|                                 |                                 |
|---------------------------------|---------------------------------|
| White Granite and Printed Ware, | Fruit Jars,                     |
| Dinner, Toilet and Tea Sets,    | Decorated Opal and Fancy Goods, |
| Fancy China of all kinds,       | Lamps and Lamp Goods,           |
| Cut Glass,                      | Decorated Souvenir Goods,       |
| Rich Pottery Vases, etc.,       | Rockingham and Cane Ware,       |
| Lamp Chimneys,                  | Lanterns.                       |

## GOWANS, KENT & CO.

TORONTO and WINNIPEG.

# OF COURSE

there are other mince meats on the market—but the ever-increasing call for

## Wethey's Condensed Mince Meat

proves that its sales are not in any way affected by other brands.

*It always pleases*

## J. H. WETHEY,

ST. CATHARINES, ONT.

# CROSSE & BLACKWELL'S

## New Season's Candied Peels

LEMON, ORANGE, CITRON, MIXED (O. L. and C.)

In 7-lb. Tins, 7-lb. or 10-lb. Wood Boxes, and 1-lb. Cartons.

## C. E. COLSON & SON,

## MONTREAL.

CHAS. F. CLARK, President.

JARED CHITTENDEN, Treasurer.

...ESTABLISHED 1849..

## BRADSTREET'S

Capital and Surplus, \$1,500,000.

Offices Throughout the Civilized World.

Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information, no effort is spared, and no reasonable expense considered too great, that the results may justify its claim as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

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OTTAWA, ONT.  
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ST. JOHN, N.B.  
WINNIPEG, MAN.

MONTREAL, QUE.  
TORONTO, ONT.

THOS. C. IRVING, Gen. Man. Western Canada, Toronto. JOHN A. FULTON, Gen. Man. Eastern Canada, Montreal.

## Oakey's

The original and only Genuine Preparation for Cleaning Cutlery 6d. and 1s. Containers.

## 'WELLINGTON' KNIFE POLISH

## JOHN OAKEY & SONS, LIMITED

MANUFACTURERS OF

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England.

Agent:

JOHN FORMAN, 644 Craig Street  
MONTREAL



PUBLISHED EVERY  
FRIDAY

CIRCULATES IN  
EVERY PROVINCE

# THE CANADIAN GROCER

AND  
GENERAL  
STOREKEEPER

QUALITY..

When a salesman talks price to you

Ask him about QUALITY

When he talks quantity . . .

Ask him about QUALITY

When he talks merit to you . .

Ask him about QUALITY

That's the

STRONG POINT

in

Colman's Mustard

CARR & CO'S

CELEBRATED

CAFE NOIR BISCUIT

(The Original and Genuine)

We carry it in stock and we can Sample your trade. Send in a list of customers.

FRANK MAGOR & CO.,

Agents for the Dominion.

16 St. John Street, MONTREAL

C. E. JARVIS & CO., Vancouver, Agents for B.C.

THE CANADIAN GROCER



# Millar's Paragon Cheese

is forging ahead, because of its merits.

Manufactured by \_\_\_\_\_

**THE T. D. MILLAR PARAGON CHEESE CO.,**  
INGERSOLL, ONT.

AGENTS—W. H. Dunn & Co., Montreal. A. E. Richards & Co., Hamilton. Joseph Carman, Winnipeg. Robertson, Vancouver and Victoria, B.C.

A popular name — **“ROBERTS”**

especially when connected with

**KHAKI BUTTER SCOTCH,** a first-class, old-fashioned toffee in new form and package. Sells well with fair profit.

**CANADIAN BUTTER NUTS** are made specially for the Canadian market. Are pure and wholesome. Made from best materials. Attractive package.

Your customers who want **PURE, RELIABLE** confectionery will appreciate these goods.

**EBENEZER ROBERTS, LIMITED, LONDON, ENG.**

Canadian Agents: **C. E. COLSON & SON, MONTREAL**

## Symington's

**“Edinburgh”  
Coffee  
Essence**

Is the Purest and therefore Best and Cheapest!

Refuse imitations said to be “just as good” as Symington's, and recollect that the careful process by which Symington's Essence is made eliminates all unpleasant properties.

ANYONE CAN DRINK IT.

**THOS. SYMINGTON & CO.,**

EDINBURGH and LONDON.

Agents, **W. B. Bayley & Co., Toronto**

### THEY COST LESS THAN NOTHING.

Literally, ALLISON COUPON BOOKS cost less than nothing. By using them a mistake is impossible, thus saving many times what we charge for them. Hence, by absolutely saving a great deal more than you pay for them they not only cost less than nothing, but you receive a great, big premium with every book you buy.



#### If a Man Wants Credit

for \$10, give him a \$10 Allison Coupon Book, charge him with \$1 and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. **NO PASS BOOK, NO WRITING; NO TIME LOST; NO KICKING.** There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

For Sale in  
Canada by

**The Eby Blain Co., Limited, Toronto.**  
**C. A. Beauchemin & Fils, Montreal.**

**ALLISON COUPON CO., Manufacturers,**  
**Indianapolis, Indiana.**



# Griffin & Skelley's Dried Fruits.

This is the one famous brand of California Fruits that never varies in its one standard of quality—*the highest*. Seeded Raisins, Prunes, Dried Apricots and Evaporated Fruits of all kinds. Sell the "Griffin" Brand and you sell the best. Sell it and you'll hold your trade. Sell it and you'll gain new trade—*you'll gain it and you'll keep it*.

## Prunes.

### "Griffin" Brand.

Large, black, meaty Prunes with small stones and fine flavor. Cured and packed with the greatest care. Packed in the vineyards where they grow. "Fine goods"—fine because of the great regularity with which they maintain their high reputation. Not packed in bulk and then re-packed, but sent right through in the original package.

### "Easter" Brand.

## Seeded Raisins.

Clean and perfectly cured. Sound fruit always. You should place your orders *now* for prompt delivery. Ask your wholesaler. Insist on having the "Griffin" Brand. *They satisfy!*

*Sold by Leading Wholesalers.*

ARTHUR P. TIPPET & CO., AGENTS,

8 Place Royale, Montreal.

23 Scott St., Toronto.

## Our Flavors

*Vanilla*

*Nectar*

*Lemon*

*Raspberry*

*Strawberry*

*Pineapple*

*Banana*

*Orange*

*Apple*

*Pear*

*Blackberry*

*Cherry*

*Currant*

*Rose*

*Bitter Almond*

*Cinnamon*

*Nutmeg*

## GOOD ADVICE

will always be appreciated by your customers. When that particular house-keeper calls and demands your opinion as to the purest and best extracts, show your good judgment by recommending that brand in which she can place the utmost confidence,—

## JONAS' FLAVORING EXTRACTS

as they can always be fully depended upon to yield satisfaction in its fullness. When you can please your customers in this way, you may rest assured they will form a good opinion of your store.

Because the three most essential features—*richness, purity, strength*—are most rigidly maintained, is the secret of the superiority of JONAS' Extracts over all other makes. With nearly thirty two years of experience behind us, we know how to produce Extracts that meet the highest idea of perfection. You certainly offer good advice when you recommend JONAS'—by so doing you will weld your customers' trade to you.

MANUFACTURERS  
HENRI JONAS & CO.  
MONTREAL

## Our Flavors

*Mace*

*Allspice*

*Jamaica Ginger*

*Celery*

*Sarsaparilla*

*Peppermint*

*Wintergreen*

*Coffee*

*Tea*

*Chocolate*

*Tonqua*

*Cider Flavor*

*Claret*

*Don't Care*

*Spruce Beer*

*Ottawa Root Beer*

*Cayenne*



## Cigars

### That Are Good !

My Cigars are made on the principle of quality first, last and always. They are "good Cigars," because it pays me to make them "good."

My "Pharaoh," 10-cent, and "Pebble," 5-cent, Cigars are leaders in their lines, and they maintain their leadership year after year. Send in for a trial order at my expense.

**J. Bruce Payne, Mfr.,**  
Granby, Que.

## "Sterling" Brand Pickles "Canada's Best"

"Sterling" Brand Pickles are made of the best grown Canadian vegetables. Here is your first guarantee of their purity. They are made by the most skilled methods and in Canada's largest pickle factory. Grocers everywhere throughout Canada who are keen for the best family trade always keep well stocked in these pickles.

**T. A. LYTL & CO., Limited**

124-128 Richmond St. West.

**TORONTO**

## A Good Story

We haven't any funny yarn to spin, but we think there is a pretty good story for every grocer to know about Tillson's Pan-Dried Rolled Oats. They are at present sold in bulk only, and any grocer can build up a trade on bulk sales, which he can secure no other way and make more money, too, *if he will*.

It cannot be done by substituting some other kind and trying to palm them off as Tillson's, or "just as good."

It is possible for an enterprising grocer to make his store famous as the place in his town at which good cereals can always be procured.

Are you not yet convinced that Tillson's "PAN DRIED" ROLLED OATS are in a class by themselves? Let us submit some evidence—there is more to this story—it will be continued.

**THE TILLSON CO., Limited, Tilsonburg, Ont.**

*To Montreal Office 4-10-01*

## DON'T RUN CHANCES

of losing the trade of good customers by offering for sale teas claimed to be just as good as **Japan**. The standard tea of the American and Canadian people is **Japan Tea**. It is perfectly natural that it should be, and that tea experts should pronounce it to be the purest, most invigorating, and most refreshing tea grown in the world---the soil of **Japan** has been favored by nature to produce this kind of tea. The dealer who keeps his trade year in and year out sells **Japan Tea** because it satisfies. Don't run chances of losing trade that might as well be continuously yours by offering substitutes for **Japan Tea**.

JAPAN CENTRAL TEA TRADERS'  
ASSOCIATION.

Trafalgar Chambers, Sun Life Building  
Annex.

Tel. Main 4142.

MONTREAL, CANADA.



*to Engraver Co. Limited*  
JUN 16 1902

# ROYAL YEAST CAKES

MOST PERFECT MADE.



CHICAGO-ILL.  
1893

## Wise Grocers are Successful Grocers

and the key to their success is  
that they grasp opportunities.

Have you grasped the  
opportunity of winning  
the favor and trade of  
those lady customers of  
yours by selling them

## Ivory Gloss Starch ?

ALL WISE GROCERS SELL IT.

Manufactured by  
**THE ST. LAWRENCE STARCH CO.,**  
Limited,  
PORT CREDIT, ONT.

# Pure Gold Flavoring Extracts

are the good selling kind. People know *them*, demand *them*, and are satisfied with *them*. *They pay you a real good profit* and are always the same. Why not prove this at our expense if not true ?

# PURE GOLD CO., Toronto

# Finest Selected Valencias

## *In Prime Condition*

While the sale of these during the past week or so has been exceptionally rapid, have still a fair stock left, which will go at the same low price. Order now while they last.

**W. H. GILLARD & CO., Wholesale Grocers, HAMILTON**



**THE DOMINION BREWERY CO., LIMITED**  
Brewers and Maltsters  
**TORONTO**

Manufacturers of the Celebrated

## WHITE LABEL ALE

ASK FOR IT AND SEE THAT OUR  
BRAND IS ON EVERY CORK.

Our Ales and Porters have been examined by the best Analysts, and they have declared them Pure and Free from any Deleterious Ingredients.

WM. ROSS, Manager.



# HALT!

Before taking another  
STEP see that you have a  
STOCK of

## PATERSON'S SAUCE

on hand.

**ROSE & LAFLAMME,**

Selling Agents,

MONTREAL



**Batty & Co.**

ESTABLISHED 1824

**LONDON.**



OLIVES  
AND  
PURE  
OLIVE  
OILS.



INDIAN  
CURRIES  
AND  
CHUTNIES.

Makers of High-class

**PICKLES**  
OF  
ALL KINDS.



**SAUCES**  
OF  
ALL KINDS.



# Buying, Handling and Selling Coffees.

ONE OF THE PRIZE ESSAYS.

By HERBERT LE ROY, Tabor, Morris Co., N.J.

THERE is no more fascinating business than trading in coffee. There is about the fragrant bean an atmosphere of romance and sentiment which, coupled with its benificent qualities, tend to win popular favor for coffee as a beverage. He who would become a successful dealer in the article must himself be a lover of coffee—a devotee, or, as some would say, enthusiast.

“Who drives fat oxen should himself be fat.” Therefore the first requisite is that the buyer should have coffee on the brain; coffee on the heart; and coffee to delight his palate.

## EXPERIENCE IS THE BEST TEACHER

and where that is lacking the buyer must place confidence in someone having that qualification and trust his judgment until confidence is won in one's own ability to purchase.

As nine-tenths of Americans are fond of having the palate tickled, and seeking its gratification without regard to cost, it follows that quality must be the first consideration.

## STYLE IS A FACTOR WHICH

enhances the commercial value of green coffee, but, as style is largely lost in roasting, it would be ruinous to allow it to influence the buyer too much when brought into relation with cup quality. The final test or verdict lies with the consumer, and, therefore, the retail buyer must ever keep in mind giving satisfaction to those who use coffee as a beverage. And this forces all middlemen to adopt a like policy.

It frequently happens that coffee lacking in style; off in color and irregular in size will, when roasted, possess

## DESIRABLE CUP QUALITY.

and hence the buyer should test offerings by roasting samples; especially if coffee is purchased for merit rather than for name. A fine, well-seasoned, large bean Mexican may drink as well as a choice Mandheling Java, costing half or two-thirds more. A fine Bogota may have cup qualities surpassing East Indian growths that cost 30 to 40 per cent. more.

One of the greatest experts in the United States when asked at what price he could supply a coffee that in all respects could, when roasted, drink as well as a Padang Interior, then worth 25 cents per pound, replied, “About 14 1-2 cents.” Hence the buyer must be familiar with all growths, their style, roasting and cup qualities.

## VALUE OF STYLE.

Individuals place different estimates on the value of style, which includes color and size. One may be so partial to a certain style of bean that he willingly pays 1 to 2 cents per pound more than others are willing to pay. Thus at the present moment, green Cucuta, grading good, is worth in invoices 8 1-2 cents, and yet there are invoices which command 10 and even 11 cents by virtue of superior quality and style, while not grading better than good Cucuta when cup quality is considered.

## QUANTITIES TO PURCHASE.

The buyer should seek to purchase in as large lots as possible and upon the closest terms. The exception to this rule would be when the market was excited or regarded unduly high. If the buyer is a direct distributor to consumers he

should buy heavily enough to have his green coffee become well seasoned and grades kept uniform. If, however, he buys roasted coffee only, then he must purchase from those jobbers or importers who appreciate quality enough to carry a large and varied stock and have retailers supplied—daily if possible with fresh roasted coffee.

## VARYING STYLE AND QUALITY.

Every country and every district in every coffee-producing country produces coffee of varying style and quality. The products of no two seasons are exactly alike. Climate, soil, temperature, methods of cultivation and curing all have decided effects upon the bean, and therefore constant study and watchfulness is demanded of the buyer. All attempts to classify coffee so that buyers could purchase by simply designating grades have failed. As good a description of the different sorts as has yet been framed will be found in The Standard Dictionary, but no buyer can do justice to himself or his customers whose knowledge is not comprehensive enough to make him an independent judge.

## THE ROASTING OF COFFEE.

Unless the retailer has experience in roasting it will be cheaper and results more satisfactory to employ a professional roaster. A well-seasoned bean, solid and oily and from one to two years old makes the finest roast. Avoid coffee with white, dead, sour or black beans. The use of water to give weight to the bean and improve its appearance has its advocates and enemies. It has many advantages, and no few disadvantages. The advocates of the dry roast claim the process secures finer flavor.

## HANDLING COFFEE.

The buyer of green coffee must be careful to store coffee in a cool, dry place, and where it does not come in contact with articles of a pronounced flavor, as the raw bean is quick to absorb foreign flavor. The dealer in roasted coffee must buy often and keep the bean in steel bins and not have the article exposed to atmospheric influence. It should be ground as wanted, and therefore the retailer should encourage consumers to buy the whole roasted coffee and grind it as required. This insures fine flavor.

Where the roasted coffee is light in body, as Java, it should be blended with some heavier-bodied coffee, and, if possible, of similar sized bean. Blends are matters of experience and must be adapted to the taste of the community served. Tastes differ, and so much so that the lover of one sort is unsparing in condemnation of some other kind, although commercially it may have a much higher value.

This opens a great opportunity for the retailer to study varieties and their possibilities, and to provide blends which meet special requirements.

## SELLING COFFEE.

If a retailer have the coffee department one of the most attractive and prominent in the store and fitted with the best steel bins, the finest mill and counter equipment. If it is desirable to display samples of the different grades use bins with a false bottom, so as to expose to the air the minimum quantity of roasted coffee. With the raw bean this precaution is not so urgent.

## PRIDE YOURSELF ON QUALITY

—on having fresh roasted coffee. Give no consideration to price when placed in relation to quality, because the gratified





Our packages are larger and more attractive in style than any others.

The quality of our goods is superior to anything else on the market.

**MORSE BROS., Proprietors, Canton, Mass.**

For sale by all Wholesale Grocers; also the McClary Mfg. Co., London, Montreal, Winnipeg, Vancouver and Toronto.

buyer, while he may criticize cost, will not let it stand between him and the full gratification of appetite and the reputation of his table—particularly so if he is entertaining guests, holding a reception, or giving a grand dinner.

#### ADVERTISE THE DEPARTMENT.

This means the dissemination of literature which will educate consumers in those things in which you should pose as an expert. This teaches consumers to appreciate the differences which establish market values so far apart as 10 and 45 cents for roasted coffee at retail, and 5 and 35 cents for the green bean.

#### KNOW THE TASTES OF PATRONS

and so designate the stock that buyers are practically sure to receive the same grade and at the same price every time. The retail cost should not be changed at every slight fluctuation in the wholesale market, as consumers acquire the habit of associating quality and price and become suspicious at frequent changes. When there is a break of two, three, or four cents and low prices seem likely to continue, then is the time to revise retail prices and thoroughly advertise the change and the reasons therefor.

#### DEMONSTRATION COUNTER.

It pays to have a demonstration counter connected with the coffee department, where coffee fresh made is served with cut sugar and pure cream. A nominal charge is better than having it served free. Serve only such coffee as is kept on sale. Then, if it is perfectly made and tickles the palate of the user, the dealer insures himself against complaints and places the consumer in a position, where, if the home-brewed coffee is unsatisfactory, suspicion is placed on the cook and not on the coffee.

#### CAR SHORTAGES.

As The Railway Review sees it, the frequently recurring shortage of cars during the time of heavy grain movements is most inexcusable. "It is admitted that properly employed there is an abundance of equipment in the United States to meet all the requirements of traffic, and what is true of the railroads as a whole is largely true of them as individual companies. Some few roads may be short on equipment, but, generally speaking, the roads are well supplied. The difficulty is that during the past years many practices have been allowed because of competition which were recognized as illegitimate under ordinary circumstances. Chief among these in connection with the grain traffic is the permissive holding out of cars at the markets for various purposes instead of having them immediately unloaded. This is the direct result of the sharp competition among the lines for business, and the roads now find it very difficult to abolish it. If it were possible to have car service rules impartially applied to all such traffic, a distinct advance in the proper direction would be made; or if the per diem instead of the mileage system

could be adopted as between roads for the use of cars, it would go far toward wiping out the practice. A railroad would not long hold cars upon its tracks free of charge to the shipper when it was paying out a stated sum per day for thus holding it, but inasmuch as under the present system no direct money loss in the way of payment is involved less attention is paid to it; or, at least, less determined methods are in use to overcome it."

#### A GROCER'S TRIP TO THE YUKON.

R. J. McMILLAN, of the firm of W. J. McMillan & Co., wholesale grocers of Vancouver, returned Monday from a business trip to the Yukon Territory which extended over five weeks. Mr. McMillan left Vancouver on Monday, July 21, by the Islander. He spent 17 days in Dawson, and eight at White Horse, the latter on the way back, so that he had ample opportunity to study the prospects of the country from a trade standpoint.

In the course of a conversation with a representative of The Budget, Mr. McMillan said that Dawson had just now a population of about 4,000, composed of all kinds of people, and as for supplies, was at present overstocked. He added: "It is not satisfactory for the wholesale shipper to ship there just now, as there is a lack of confidence in buying. Many of the laboring classes are coming out to avoid the severe winter. This exodus is likely to continue annually at the close of each season, while the immigration into the country will usually begin in March and April. The only mining done in the country during the winter will be by those who have got means to carry on the work. At the time I was in Dawson several good strikes were reported in the Salmon River district. To get to this district the miners go up the Yukon and the Hootalinqua rivers and then across the divide a distance of about 20 miles to the Salmon. Nearly all the miners going there have already been in other parts of the country. There is no saying whether the miners are making much or not, as I found a tendency prevalent to keep things close. The Salmon River district is between 300 and 400 miles from Dawson City. Dawson, in my opinion, will be a good town for a number of years to come. It has already taken on the aspect of a permanent place."—British Columbia Trade Budget.

#### THE DELICATE COCOA TREE.

A traveler in Venezuela, where the cocoa tree is now largely cultivated, speaks of the great care with which the young plants have to be protected from the sun, which, if very strong, is fatal to them. To secure this protection the planters shield them by banana trees and plantain trees, the broad leaves of which give them the needed shade. And even when they are fully grown they need protection, which is given by trees known as "immortels," or, as the planters call them, "the mother of the cocoa." Thus, the whole cocoa plantation has a sort of canopy. The fruit of the cocoa is a pod, resembling a cucumber, which grows on the trunk or the large branches and looks as if it were stuck there by artificial means. The seeds, which are the "beans" of commerce, are like big lima beans, embedded in pulp.



Simply a Reminder that our

**KIJI** Tea is in store in Bulk, 20-lb. Cads,  
4-lb. Packages, 1-lb. Packages.

The rich quality and reasonable prices are attractive to you. Write us for samples.

**LUCAS, STEELE & BRISTOL, Wholesale Grocers, Hamilton, Ontario**

**OLIVES! OLIVES! OLIVES!**

We lead in this business. Whether you want them in bulk or bottles we have them—the best and cheapest that come to Canada. “Kincora”—red label—is only 18c. Remember this when considering profit. Quality never was better. Just try it.

**JOHN SLOAN & CO., - - TORONTO.**

*The First Gun Fired —*

*We Struck the Bulls-eye*

**New Season  
York Peels**

**now in store**

ORANGE, in 7 lb. Wooden Boxes, drained  
ORANGE, in 7 lb. Tins, - - - drained  
LEMON, in 7 lb. Wooden Boxes, drained  
LEMON, in 7 lb. Tins, - - - drained  
CITRON, in 7 lb. Wooden Boxes, drained  
CITRON, in 7 lb. Tins, - - - drained

These are the most satisfactory PEELS that come to Canada, profitable to the Retailer, pleasing to his Customers.

**New Selected Valencias**  
due about 16th.

**James Turner & Co.**

Wholesale Grocers

**HAMILTON.**

# GOAT TEA 1901.

Our Famous "GOAT" Brand Japan Tea just arrived.  
Packed in half-chests, boxes and caddies.  
All orders holding will be shipped immediately.

## QUALITY BETTER THAN EVER.

**Thos. Kinnear & Co.,** Wholesale Grocers,  
49 Front St. East, **Toronto.**



### RETAILERS AND CANNED GOODS.

Editor CANADIAN GROCER,—I understand the canners' combine have put a limit on the pack. Canning factories must pack only a limited quantity, a certain percentage less than last year, and if they put up more than the stipulated quantity must sell it out of the country or give it to the combine at a very reduced rate. I am not sure of the figures set down by this monopoly, but I think they intend allowing the packers 62½c. for corn and peas and 67½c. for tomatoes and 10c. per dozen less for any packed over the limit.

This sort of forced business seems to me of the cattle-driving nature, and I think retailers should discourage it all they can.

The wholesalers get their orders and the retailer is advised by the latter to hand in his order for future supply, 50, 100, or 200 cases, as the combine will advance the price every month. Thus, the retailer's capital is absorbed and he is not able to secure his discounts; gets overstocked; gets anxious;

cuts prices, and perhaps finally goes to the wall.

It is not in the canned goods line alone, but in many lines that the system of overstocking occurs. Many retailers carry enough stock to run a wholesale house. And it is one of the greatest evils in the retail trade, and yet seems unavoidable. Such tempting prices, if certain quantities are taken, and if you don't buy now you will have to pay more first of the month, etc.

Retailers in Canada, I think, will do well to look into this matter. If we do not buy ahead, and the combine has to hold the stock, we will not lose by it.

They will certainly try to frighten us, but we have nothing to dread. Purchasing ahead only encourages a system that is injuring our business and every retailer should fight anything that is detrimental in a general way to the good of the retail interest.

J. GILBERT.

Kingston, September 14, 1901.

John Stepler, proprietor of the "Tunnel Grocery," Sarnia, Ont., has sold out to J. E. Proctor, formerly of Leamington, Ont.

### A WATCHFUL CLERK.

Editor CANADIAN GROCER,—The article, "A Montreal Man in Switzerland," which appeared in your issue of September 6, begins with a remark which the author says was made by Queen Elizabeth. Now, for the sake of the high standing of your paper, would it not be well to correct this error? It was Queen Mary, not Queen Bess, who lost Calais, England's last French possession, and it is also to the "bloody monarch" that the famous remark quoted is attributed.

A CAPTIOUS CLERK.

Toronto, September 12.

### INDIAN GREEN TEAS.

A sub-committee of the Indian Tea Association has been appointed to consider and report on the feasibility of inducing growers to manufacture green teas resembling Japans, without any mineral facing, and to make arrangements for such being bulked in Calcutta to insure greater uniformity and to enable orders to be duplicated. It seems to us that Mr. H. Drummond Deane has, singly, answered the very question that this sub-committee is to consider!—Planting Opinion, Madras.



There is no Roquefort Cheese so convenient and economical as

## MacLaren's Roquefort Cheese

in white opal jars. While having the quality and flavor of the finest French Roquefort, it has many advantages over same.

**Do you handle it?**





# IN STORE NEW SEASON'S Y. HYSONS.

SEE OUR TRAVELLERS' SAMPLES.

## THE DAVIDSON & HAY, LIMITED

36 YONGE STREET - - TORONTO.

### AMONG TORONTO RETAILERS.

Cleanliness  
Desirable.

I had occasion to wait in a grocery store this week for about 15 minutes. The proprietor was a keen, courteous business man, who has done well. His good-nature has contributed largely to his success, but he has added materially to his net profit by careful buying. Yet his business is not what it should be. There is a class, and in many respects the most desirable class, of buyers who seldom enter his store. Why? Because his store is not nearly as attractive in appearance as several of his neighboring ones. It bears many evidences of carelessness, not only in keeping package goods, but in handling such lines as fruits, meats, cheese, etc. Much of his fruit was scattered about the floor. This, in itself, was not objectionable, as it did not interfere with the movements of either clerks or customers. But several of the baskets nearest the door contained fruit which was far from attractive, and which was offered at a low price. Such a display as this might appeal to some customers, but it could hardly fail to have a contrary affect on others. His cheese was uncovered, and several small pieces, which had hardened since they became detached, gave it a rather uninviting appearance. On his front counter were

displayed two lines of package goods. One line showed considerable evidence of the fly season; the other packages were soiled in another way. The contents of these packages may have been in first-class condition, yet they, on account of their appearance, would not commend themselves to a housewife who was at all particular. And it is the particular customers who prove the good ones as a rule. Altogether the air of the store was not clean and inviting. The proprietor has about every other quality that contributes to success in the grocery business, but through the lack of care of the appearance of his store and stock he cuts himself off from a big class of good customers.

A Retailer's  
Tea Room.

The reference to the tea room at Brown Bros.' store in a recent issue of this paper aroused my curiosity, and I straightway went up to have a look through it. And I was glad I did so, for the visit has served to impress upon me the importance and magnitude of the tea trade in a grocery store. Brown Bros. have a large room above their store set apart for teas exclusively. Here all their bulk and package teas are stored. I was surprised to notice

what a large portion of the total stock was bulk tea.

"What proportion of your tea sales is in bulk tea?" I asked Mr. Hudson, who looks after this department.

"I should judge that from 70 to 75 per cent. of our total sales is in bulk tea," was the reply.

"How do you account for such a large proportion?" I again inquired.

"We mix our own blends, and by pushing them continually have built up an especially good trade in bulk teas. We mix our best grades in this bin (a tin about 1 foot deep and 4 by 3 feet in diameter) and the lower grades on the floor here. You see we keep everything thoroughly clean here. The few utensils employed are never used anywhere but in our tea room. Our blends are kept of uniform flavor and strength. After they are mixed they are always put in a tin and kept at least ten days so that the different grades which have been blended together will have been thoroughly assimilated. When it is ready for sale we push it. When customers want package tea we have it for them, so are generally able to please all of them. The result is that we have a good tea business to-day."

THE RAMBLER.



### THE EXTENSIVE USE OF UPTON'S Jams, Jellies and Marmalade

is the strongest testimony of their high quality.

Quality counts. Why purchase goods of inferior quality when you can buy UPTON'S?

A. F. MacLAREN IMPERIAL CHEESE CO., Limited.



## HINTS FOR MEN WHO ADVERTISE.

### ADVERTISING THE OPENING OF A STORE.

TO a careful observer there can be no doubt that money invested in advertising pays enormous dividends, writes Edward L. Shaub in Grocers' Criterion. However, as in all matters, there is a certain limit that must be observed in order to secure the greatest possible benefit for the money expended. This limit is variable, depending entirely upon the nature of the business, prominence of the business man, competition, locality, etc. Our subject restricts us to the best means of advertising the opening of a grocery store.

Now, in the first place, the method would vary with the acquaintance a man had in the place. If one were well-known and had many friends an important point would be: Mr. A. will open a grocery store. Were one a stranger, the method would obviously differ. Then, again, the method would vary with the locality. What would prove most effectual in one place would hardly be practical in another. Were one to locate in a large city, circulars, billboards, handbills, etc., would prove of very little service, as but little attention is given them. Even newspaper advertising would not pay unless one were to do business on a very large scale. The sales of the large department stores would remove any inducement that might be given in regard to prices. Under these circumstances, an attractive window decoration, with large signs announcing the opening, and streamers bringing the prices of various articles to the notice of passers-by, would prove most effectual for the amount of money expended. It might be emphasized in this place that appropriate decorations should always be found, no matter where the location. Even in country stores it is essential, unless there were no competition, and even then we regard the money and labor advantageously expended; for there the artistic effect lends a pleasing contrast to the mere routine of business. There is not only the commercial, with its nervous hustle for gain, but the aesthetic, which certainly is a great attraction for city trade and cultured people generally.

In a smaller city, to the window and other decorations should be added advertisements in the local daily. The advantages are manifest. It is an index of the intelligence and zeal of the man. It identifies the business with the town, to a certain extent, at least: it brings the fact of a new store into the notice of those who live near enough by to patronize it, etc.

Thus it is clear that methods must vary as the conditions, and therefore it is only possible, in a consideration of this kind, to make a few general statements, which would apply universally, but especially to the business of a smaller town, with its country trade: and this, after all, is what constitutes the marrow of the grocery business.

1. Have an opening sale—not so much on luxuries, incidentals, or fancy goods, as on staples. Always call attention to

the quality and price of such articles as tea, coffee and butter. Emphasize the fact that you carry a full, fresh, and unadulterated line of staples. Sell a man his necessities and the chances are that you gain his other trade also.

2. Some souvenir might be given, and let that also be a useful article, as well as one that is constantly before the people, i.e., a dust pan, tea caddy, coffee can, etc.

3. It would be well to give some premium for a certain amount of goods bought. I do not refer so much to the giving of tickets, which shall be redeemed by certain premiums when the amount is traded out, for good as the idea is, it would, strictly speaking, not come under the head of advertising an opening; but give some small, yet attractive present for a small purchase, say of \$2 or over.

4. It would be a great attraction, and yet not much of an expense, to provide a free lunch for farmer customers. So many of them start from home early in the morning, yet hardly feel like going to a hotel or restaurant for dinner, and the fact is indisputable that the seat of good humor of many people lies in the stomach.

5. The foregoing have all been drawing cards, which must be made universally known to bring results. How best to do this? While fence and advertising billboards, etc., have their place, we do not think that they would prove very effectual for advertising an opening. The newspaper is good, and still something of a more unusual character would be better. A man might be sent out to distribute bills, but so few of them reach their destination, and unless someone can be sent who has an interest other than the immediate wages, they do not serve their purpose, but serve only as a cushion for fence posts or playthings of the winds. It would be far more effectual, and no more expensive, to send printed letters by mail, quoting prices and making known your inducements. Coming through the mail it would have much more of a personal character than any other method.

Some might conclude from the foregoing that that we do not appreciate newspaper advertising. Such is not the case. We believe it to be practicable and advisable in all cases where it comes into the hands of those who do not live too far from the business advertised. Nevertheless, we would not rely on it exclusively for an opening sale, but make use of the given suggestions.

### SOME FACTS ABOUT CUTS.

These terms are applied to duplicates or original engravings.

Electrotypes are made of a kind of type metal, the surface covered with a copper to make it wear resisting. A mould is taken of the original engraving in wax, the mould covered with plumbago, polished and then a copper shell deposited on it by means of a dynamo. This shell is removed from the wax, backed up with metal, shaved down and mounted. It is usual to mount on wood, but for

some purposes they are mounted on metal.

For stereotype a papier-mache mould is made of the original: this is dried and then placed in a casting box, where metal is poured on it, and in this way one or more casts are made. These casts may be made type-high for metal-base cuts, or in thin plates that are afterwards mounted on wood to give the required height.

Electrotype duplicates, except on very fine half-tones, are as good as the original cuts, as even the finest lines are preserved. Stereotypes are much less desirable for ordinary work than electrotypes, because the copper surface of the latter makes them wear several times longer than stereotypes. It is advisable to have electrotypes made of valuable cuts of any kind, and use the electrotypes for printing purposes and preserve the original engraving to have other electrotypes made from in case of accident. Electrotypes must always be ordered for wood engravings, as it is not possible to do printing in any quantity from the original wood cuts without ruining them. Printers find electrotypes a profitable investment. In long runs electrotypes of type forms are an inexpensive means of cutting down presswork or composition. The plates are then on hand ready for repeat orders, which can be turned out expeditiously and at even greater profit than the first. Selected.

### THE BEAN MARKET.

The phenomenal rise in the price of beans has had a peculiar effect on some of the growers of this district. As a rule growers are not in a hurry to thresh; as the opening prices are generally weak, and growers prefer to wait for cold weather and the better prices which usually obtain. This year the situation is reversed. When old beans touched the two dollar mark it was a great incentive for growers to market the new crop, lest a slump in the market would occur. This hurry is a mistake and a serious one. The chances are ten to one the price of the new crop will be considerably higher than it now is. The United States bean crop is very light, and the winter price will be correspondingly high. Buyers are shy of handling the new crop, for if barreled so soon after harvesting and in warm weather the chances are a considerable percentage will spoil. It will pay growers to curb their impatience, thresh at the usual time, hold for the later market, and reap a full return for their crop. — Ridgerton Plaindealer, September 13.

The liabilities of Joseph Lafrance, baker, Montreal, who assigned last week, are placed at about \$10,000, the principal creditors being The W. W. Ogilvie Co., Limited, \$2,864; The Beaubien Produce and Milling Co., \$2,700; Pierre Rivet, \$2,200; H. Perelle, \$1,000, and P. Durocher, \$800.



# Vinegar—Nothing else,—

Just Vinegar, that is *Absolutely Pure*, — *Perfectly Clear and Sparkling*, — *Pleasant, Smooth, Even Flavored*, — *Full Government Strength*, — *Always Uniform*, — *Ever Reliable*.

## “IMPERIAL” WHITE WINE

REMEMBER—That quality counts in making and strengthening your trade. Remember, also, that the name “IMPERIAL” is a guarantee of the “best procurable” in Vinegar.

**As a Pickle-Keeper “IMPERIAL” leads.**

HIGH-GRADE ONLY

## “THISTLE” BRAND

/ TOMATOES / CORN / PEAS / BEANS, Etc. /

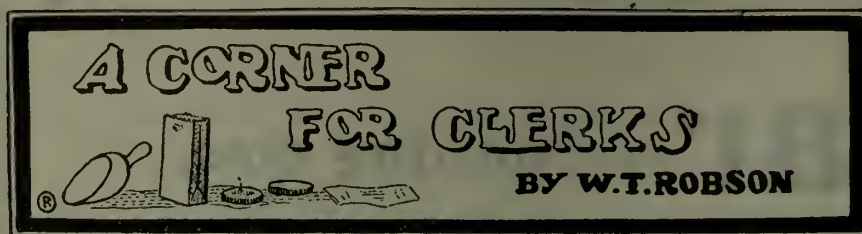
GUARANTEED SECOND TO NONE.

Brighton Canning Co., = Brighton.

## THE FORCE OF COMPETITION

will compel you to keep the goods your customers want—or drop out of the race. It will pay you to study their tastes and anticipate their wants. “KENT” Baked Beans will please your trade and the introduction will lead to increased sales, which means larger profits. It is worth thinking over.

**THE KENT CANNING CO., LIMITED, CHATHAM, ONT.**



#### CONAN DOYLE ON EARLY CLOSING.

The matter of shorter hours for shop assistants is one in which I take the deepest interest, believing that, in a country which has no compulsory military service, physique and well-being of members of the class to which you allude can only be guaranteed by a universal adoption of short hours and frequent holidays. Personally, I do not feel that this end can be altogether gained by legislation, but I think that the constant ventilation of this subject and the continued education of the public will prove in themselves a sufficiently irresistible force to oppose to the few remaining opponents of progress in this direction.

Yours faithfully,

A. CONAN DOYLE.

Our readers will be pleased to read the opinion of such a distinguished novelist on a question which has always been of importance to grocery clerks. A friend from England sends me the above, where they have had considerable agitation on this question, and, as a result, the grocery clerks have in many places been favored with shorter hours. They are most unfortunate over there in this respect, for the clerks work much longer than we in this country.

#### COUNTER CHECK BOOKS.

"P. McA." writes: Are you in favor of the use of counter check books in grocery stores?

They frequently save mistakes and most customers like to have a bill of the goods purchased. Sometimes people think they order an article from you when they really forgot to mention it, with no bill of their purchase. A week later, they come in and tell you they are sure they paid for it. Now, when they have a duplicate bill they can see for themselves just what they bought and how much they paid for each parcel. When taking orders out of the store they are almost absolutely indispensable, as they combine a bill and receipt for the customer and a check for the store.

#### A PATENT CHEESE KNIFE.

"George C." wants to know of a patent cheese cutting knife which cuts the exact quantity required.

I do not know of any knife of this kind. If there is one made, I should be pleased if any of our friends would inform us.

#### CLERKS STARTING BUSINESS.

"Grocer" says: Do not urge young men to start in business for themselves; there is not one clerk in a dozen fit to run a store, even if he had the capital. It's easy to get started in business, but mighty

difficult to make it pay. These truths are becoming more apparent every day, yet they appear to be overlooked by our young men.

Our good friend will permit me to remark that this "Corner" has never advised young men to go into business until they were qualified by experience first, and capital secondly. A clerk in starting a grocery store must learn the proper way to manage a store, just as one learns anything else, and the most effective lessons are those which cost him money. He does not forget them quickly when the loss comes out of his own pocket. He finds the truth of the old expression, "experience costs money." It is admitted there is a rush of young men and others into business, and the weeding out continues to go on, and it will continue, leaving only those who are best equipped to succeed.

In The Saturday Evening Post an interesting series of letters from a Chicago pork packer to his son are appearing. The father, in telling his early experience, writes: "We started in a mighty different world, and we were all ignorant together. The Lord let us in on the ground floor, gave us corner lots, and then started in to improve the adjacent property. We didn't have to know fractions to figure out our profits. Now a merchant needs astronomy to see them, and when he locates them they are out somewhere near the fifth decimal place. There are 16 ounces to the pound still, but two of them are wrapping paper in a good many stores. There's just as many chances for a fellow as ever, but they're a little gun shy, and you can't catch them by any such coarse method as putting salt on their tails. Thirty years ago you could take an old muzzle-loader and knock over plenty of ducks in the city limits, and Chicago wasn't Cook County then, either. You can get them still, but you've got to go to Kankakee and take a hammerless along."

You see the point—the changed conditions require modern, up-to-date methods to succeed. That which answered the purpose years ago is now useless. It keeps us all agoing to try and keep pace with the rapid changes that come so quickly in all lines of trade.

#### THE NAMES OF CUSTOMERS.

"N.M." tells me of a bad mistake made by him which was caused by having two

customers trading at the store of the same name.

Great care should always be taken where there are two or more families of the same name trading at the one store. The initials of the name must be distinctly written, and the delivery boy must be instructed which customer the goods are for, otherwise the order will probably go astray and cause annoyance and trouble, if not the loss of a customer.

#### STUDY FOR WINTER MONTHS.

"F. C."—After the summer's pleasures comes the fall and winter's work. Every young man should take up some branch of study for the winter, plan it out, arrange your line of work or reading, and, with the few spare hours the average clerk has at his disposal, he will be delighted with how much has been accomplished when spring comes. Some boys are planning to learn another language—French or German—others, music—any line, only do something to improve yourself and profitably employ the spare moments. The young man who is thus employed is not likely to go wrong.

#### REGARDING TEA AND COFFEE.

"M. G." writes: Is tea and coffee healthy?

Certainly they are. Properly made, they are most refreshing and healthful, all the faddists and cranks to the contrary, who tell you every time you drink tea or coffee you shorten your life. If we followed the dictates of these people where would we end? Some of them preaching against meat; others on all manner of fads pertaining to both eating and drinking. Be sensible, temperate in all things, even in eating and drinking. The public generally place the proper value on these things. Thus, you find the consumption of tea and coffee increasing, and the health of the public becoming better, the length of life also being prolonged. Those who sell the new health drinks now in the market seem to think it needful to abuse tea and coffee in order to sell their preparations. Most people see the game and are not misled thereby. Tea and coffee do not need our defence. The public know a good thing, and from present indications they intend to continue to drink the "cup that cheers."

#### BUSINESS IN MIDLAND.

Mr. Sneath, of Stafford & Sneath, of Midland, was in town this week, and had a short chat with THE CANADIAN GROCER. He reports Midland to be making great advances, and trade there is good. During the past season the tourist business of the vicinity has been more profitable than ever.



The First of the Season -- Now in Store.

**NEW SANTA CLARA**

# CALIFORNIA PRUNES

ALL SIZES--60/70, 90/100--Boxes, 25 and 50 lbs.; Bags, 80 lbs.

Our Quotations are interesting to Quick Buyers.

THE **EBY, BLAIN CO.,** LIMITED

WHOLESALE GROCERS, ETC.

Packers of the Famous "KOLONA" Ceylon Tea.

**TORONTO.**

## DECLINE OF 73 PER CENT. IN INDIAN TEA EXPORTS TO CANADA.

TEA exports from India to Canada direct, so far this season, were only 300,428 lb., as against 1,145,752 lb. last year.

This means a decrease of 73 per cent.

The chief cause is undoubtedly the determination on the part of the shippers to curtail the quantity of tea consigned to the Canadian market.

As everyone in the trade knows, shippers have been consigning to this market quantities of low-grade tea which were out of all proportion to its consumptive requirements. This led to teas not only being sold at a sacrifice, but being sometimes sold to people who were unable to pay for them.

One result of the losses which have been sustained through selling to irresponsible people is the fact that the banks in India now demand on drafts on Canadian account 25 per cent. of their value before they will issue them.

## EARLY CLOSING AND TRADING STAMPS.

The by-law amending the Toronto early-closing by-law and the proposed trading-stamp by-law in the same city, both of which were to come up for their second reading at the meeting of the City Council on Monday, were not touched at that meeting because of the stress of other business. The Council sat from 4 p.m. till 8 p.m., without an adjournment for lunch, and so many members then left the room that an adjournment was compelled by the lack of a quorum. Both by-laws will probably come up on Monday next.

## TORONTO GROCERS' HORSE RACES.

The Toronto Retail Grocers' Association has been "up against it" in their attempts to secure Exhibition Park for their horse races. The first proposal was to have the races on Wednesday afternoon, September 4, but as the Exhibition authorities were not

through with the grounds they could not be secured for that date, so the races were postponed till Wednesday this week.

On Monday and Tuesday, the racetrack was covered in many places with boards from the fence about the racetrack, which the military authorities are taking down to prepare for the Duke of York reception, and it was again thought advisable to postpone the event. This time the postponement is indefinite.

## HINTS TO BUYERS.

Contributors are requested to send news only not puffs of goods they handle, or the arrival of standard goods that everyone has in stock, or that they are offering goods at close figures, or that they have had an unusually large sale this season.

John Sloan & Co. will have new Labrador and split herring in next week.

A carload of Californian prunes arrived this week for H. P. Eckardt & Co.

John Sloan & Co. are offering something special in canned vegetables to eastern buyers.

H. P. Eckardt & Co. are offering new evaporated apricots in 25 and 50 lb. boxes at low prices.

H. P. Eckardt & Co. are quoting No. 1 Labrador herring in barrels and half barrels for shipment on arrival.

R. W. Hannah, Board of Trade, Toronto, is looking for a few cars of good ripe tomatoes for shipment next week.

## PERSONAL MENTION.

Mr. A. H. Reay, Montreal, has been appointed Quebec agent for E. H. Thomas Co., Limited, Norwich, Ont., manufacturers of woodenware, brooms, brushes, etc.

Considerable damage was done to the fruit trees in Western Ontario by heavy wind storms.

Three boys attempted to enter W. H. Drake's grocery store at Halifax by cutting away the lock, but were discovered and arrested.

## SOME VIEWS ON BRITISH TRADE.

MR. J. H. MAGOR of Frank Magor & Co., Montreal, was in Toronto last week. He returned the previous week from a three months' trip to Europe, where he combined business with pleasure and had an enjoyable time.

"In my opinion," he said, when questioned by THE CANADIAN GROCER, "the fruit trade is much better looked after in Canada than in Great Britain. Fruits there are almost a luxury; here they are a necessity.

"The British manufacturers are by no means as dead as some people would have us believe," he continued, "a great many of them are very much alive. Keen's people are making an addition to their factory at a cost of £8,000. Carr & Co. have recently nearly doubled the size of their factory. The Cadbury people have put on an enormous addition to their factory."

Mr. Magor's visit to Toronto and the west was in the interest of Southwell's, Keen's, Lazebny's and Cadbury's goods, and it appears he booked some good orders.

## REGULAR FISH AND OYSTER SUPPLIES.

The F. T. James Co., Limited, who recently fitted up in a modern style a large fish warehouse at 76 Colborne street, Toronto, have also completed arrangements which will enable them to supply the trade with fresh fish and oysters every day or, in fact, several times a day. The fresh-water fish come from their own fisheries, located on Georgian Bay, Lake Erie, Lake Ontario and the Manitoba lakes. Their oysters are the "extra standard" Baltimores. Though this firm is practically a new one they have already developed a large connection, and are likely to get a good share of the fish and oyster trade this winter.

W. J. Carnahan has opened a grocery store in Meaford, Ont.

# "Good Enough."

The day of "good enough" has gone by in the production of Salt. Modern methods have relegated the old-fashioned Salt of commerce to a back seat. Only **the best** will satisfy the particular cook to-day, and Windsor Salt anticipates her desire.

No woman is content with cooking that is simply "good enough" and no more is she willing to use Salt of inferior quality to produce the best results. "Good enough" won't do for her any more than for you---**Windsor Salt is the best by test.** Facts prove it, sales prove it. If you are not selling it, won't you prove it yourself by ordering it?---**prove it to-day!**

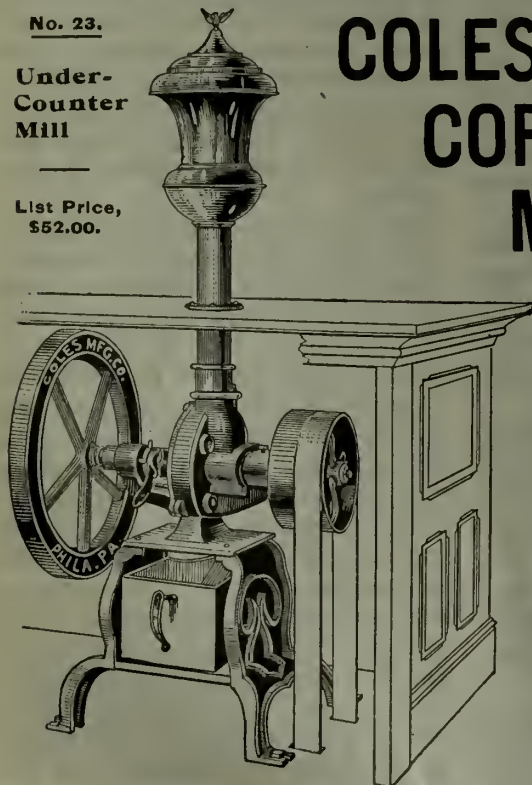
*Windsor  
Salt.*

*The Canadian Salt Co., Limited, Windsor, Ont.*

No. 23.

Under-Counter Mill

List Price, \$52.00.



## COLES COFFEE MILLS

None better for Granulating or Pulverizing.

Our mills will Pulverize without heating Coffee.

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders.

A GREAT LABOR-SAVER.

Our Grinders wear longest.

Agents { TODHUNTER, MITCHELL & CO., Toronto.  
DEARBORN & CO., St. John, N.B.  
FORBES BROS., Montreal.  
GORMAN, ECKERT & CO., London, Ont.

COLES MANUFACTURING CO., PHILADELPHIA, PENN'A.

40 years' experience ought to count, and every barrel of vinegar we send out carries the benefit of that experience in its

## Strength, Brilliancy, Flavor.

Wilson, Lytle, Badgerow  
Co., Limited

TORONTO



# THE CANADIAN GROCER

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JOHN BAYNE MacLEAN,  
Montreal.

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Limited.

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, North-West Territories, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

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**WHEN WRITING ADVERTISERS  
PLEASE MENTION THAT YOU SAW  
THEIR ADVERTISEMENT IN THIS PAPER**

## THE SANCTITY OF THE CONTRACT.

WE have had drawn to our attention this week a case of wilful backing down from a contract, on account of an adverse turn of the market subsequent to the making of the bargain. Of course, the man was called a "wretch" and an "irresponsible, despicable coward," on whom must be exercised the force of the law before he will transact business squarely. To all this we might add a little of our own vituperation, were it of any use, but, as everybody knows everybody else's opinion of such a "quitter," we will refrain. Perhaps a little reason may appeal to members of such a class.

Speaking generally, the "contract" is so sacred that, either in its verbal or written form, it is recognized by law. It is illegal to steal; it is illegal to break a contract; from which men deduce that he who breaks a contract will steal. Let him who thinks of violating his contract then consider whether it would not profit him more to drop a little money than to lose his reputation. That should be the primary con-

sideration. Men will work and advertise for years to acquire a reputation, and that man is a fool, nothing less, who will damage what assets of this kind he has for the sake of earning, in a mean way, a few paltry dollars.

He wrecks not only his own personal standing, but also that of his country. In these days of international commerce there is such a thing as national credit, as our importers well know, and it is one of the tenderest, and most easily-injured properties we have to guard. What then must our Canadian reputation suffer when one day a Canadian merchant cables an order, and 24 hours afterwards refuses the goods because the market has gone slightly contrary to his expectations? What excuse can be offered for his conduct? Simply his meanness of spirit, and, somehow or other, the whole group of importers will be stigmatized, more or less, with the false character. It's a drop of ink in a bottle of distilled water.

The sanctity of the contract is one of the fundamental principles of business, and every man of affairs, however ignorant or unbusinesslike he may be, should know enough to respect it. The contract represents a decision arrived at, and when put into this tangible form it is as irrevocable as the Roman decree. By entering into an engagement, he leads the second party to do the same and it upsets all the other's arrangements should one fail to come to the mark. It's a case of mutual confidence in which each acts as the other's keeper.

Reason, then, as well as honesty dictates the rigid observance of the contract, and we trust that any delinquent we may have on our Canadian market will see the error of his ways.

## A BAD VALENCIA RAISIN SEASON.

It is to be hoped that the Valencia raisin trade for the season which has just opened will be more satisfactory for the grocers of Canada than that which it succeeds.

One of the first setbacks was the late arrival of the fruit, a great deal of it not coming forward in time for the Christmas trade. Then, consumption was checked by the high prices that ruled, so that late in the season wholesalers found themselves with heavier stocks on hand than was desirable.

And the depressing effect which this had on quotations was accentuated by shipments of low-priced fruit which was imported by some of the houses.

Prices have since been tumbling down, until to-day old fruit is being sold at figures which mean a clear loss of 85c. to \$1.25 or more per box.

## FRUIT INSPECTION.

IT is not surprising that at the meeting of the Toronto Retail Grocers' Association on Monday evening, there was a general expression of desire for a more thorough inspection of fruit coming into this city.

The retailers have been long-suffering indeed. From the first week when strawberries began to arrive in abundance until the present, the fruit received here has borne testimony to the diversity of the genius for deception possessed by many of the fruit packers who send fruit to Toronto. Yet there has not been a single conviction.

The sale of fruit in this country is on an altogether wrong basis. A bushel of grain or of vegetables weighs a certain amount, and authorized standards are used for measuring them. If bread and butter are sold under weight, and the seller is found out, judgment falls surely and swiftly. But what is the weight or measure for selling berries or currants? And what for peaches, pears or plums? What for canteloupes or tomatoes? The buyer must see what he is buying before he knows what is meant by the term basket. And even when he has seen it he cannot be sure of what he is getting unless he turns it upside down and sees the quality of the interior. There is absolutely no guarantee that the interior of a basket of fruit offered on the Toronto market is of the same quality of fruit as that shown on the face of the basket.

The Fruit Marks Act, which went into force on July 1, was designed to enforce honest fruit packing. But up to date nothing has been accomplished by it. On Saturday last, Professor Robertson and a number of fruit inspectors who have recently been appointed to enforce this Act, visited the Toronto wholesale fruit market and found without much searching several flagrant cases of facing: It is stated that the inspectors have instructions to deal with such cases severely.

If that be so, the sooner the better. Moreover, the volume of business done on the Toronto market is so large that an inspector should be permanently located there.



## TRADE CONDITIONS IN CANADA.

THERE is very little in the trade conditions in Canada that is not of an assuring character, and nothing that need cause alarm. That which is unsatisfactory is rather local than national in its influence.

The wheat crop of Manitoba, with its size and quality, imparts to the trade conditions in that Province a brightness particularly gratifying.

From the poor crop of 1900 Manitoba emerged in a manner more gratifying than the most optimistic could have expected. A repetition of 1900, however, would have been a blow which would have done a great deal of harm to not only the "Prairie Province," but to the commercial interests of the Dominion as a whole.

It is probable that the wheat crop is very little short of 50,000,000 bushels. This alone is expected to yield the farmers at least \$25,000,000 to \$30,000,000. This is a large sum for one Province, with a population such as that of Manitoba, to put in circulation. But then there is besides the oat and barley crops, the latter being in the neighborhood of 6,400,000 bushels, and the former 30,200,000 bushels.

As our Manitoba correspondent pointed out last week, new wheat is coming into the country elevators at the rate of 100,000 bushels per day, while nearly two-thirds of the wheat so far marketed grades No. 1 hard, which was quoted at 69c. on Wednesday at Fort William. On the Toronto market it is quoted at 81c. at the time of writing.

In Ontario, both the cereal and the fruit crops are rather light, but, taking it all around, the agricultural conditions in Ontario are by no means discouraging. The hay and clover crops are enormous, something much to be desired in view of the heavy demand there is for live stock at highly remunerative prices.

The mining industry in British Columbia is in an unsatisfactory condition, largely on account of the labor trouble. This is having a depressing effect on trade, particularly in the Kootenay country, where the mines are practically shut down. But in spite of this, the shipments of ore from Rossland during the first six months of the year were double

those of the same period in 1900, the largest previous year.

But, while the mining industry in British Columbia is unsatisfactory, there is some compensation to be found in the enormous pack of salmon that has been put up in that Province this season. At a moderate estimate the pack is worth \$4,500,000.

The coal-mining industry of Canada is in a good condition, particularly in Nova Scotia. The home, to say nothing of the foreign, demand is greater than a year ago on account of the increasing requirement of our iron industries. The increase in the export trade of coal last year was \$839,300, the total being \$5,438,903, against \$4,599,602.

Lumber is in good demand on home account, and the quietness and low prices ruling on the British market naturally have a depressing influence upon the trade here. The imports into the United Kingdom during August from all countries showed a marked falling off. From British North America the arrivals were nearly one-half less than during the same month last year. Fearnworth & Jardine, Liverpool, in their letter of September 2, say that while stocks of lumber are reduced to a moderate compass, but little change in values is to be reported.

The various manufacturing industries throughout the Dominion are busily employed, and in many of the staple lines the demand exceeds the supply. With the manufacturers busy the merchants are in a like condition as a rule.

One of the best evidences of the activity in trade in Canada is to be found in the earnings of the railways and in the clearances of the banks. These are most gratifying. The gross earnings of the Grand Trunk during the first six months of the year were larger by \$724,140 than the same period a year ago, and those of the Canadian Pacific showed an increase of \$402,362. That the earnings are being well maintained is evident from the returns for August, the increases compared with the same month last year being \$488,000 for the Canadian Pacific and \$207,295 for the Grand Trunk.

Turning to the bank clearings we find that for August they were \$147,435,177, against \$125,548,592 the same month in 1900. For the eight months they were \$1,204,874,362, against \$1,025,449,539. The latest returns we have are for the week ending September 12, and they show, compared with the same week last year, an increase of 40.5 per cent.

The export trade is still brisk. Although the total for the two first months of the fiscal year is slightly below that of the same period in 1900 in the products of the forest, agricultural products and in manufactured goods, there is an increase. The following shows at a glance the increases and decreases in the exports for the two months ending August 31 :

|                                | 1900.       | 1901.       |
|--------------------------------|-------------|-------------|
| The mine.....                  | \$9,611,227 | \$8,015,934 |
| The fisheries.....             | 1,759,035   | 1,608,460   |
| The forest.....                | 6,735,208   | 8,112,148   |
| Animals and their produce..... | 10,438,723  | 10,101,234  |
| Agriculture.....               | 2,496,836   | 2,609,793   |
| Manufactures.....              | 1,885,759   | 2,380,715   |
| Miscellaneous.....             | 29,062      | 5,989       |

Total merchandise....\$32,955,850 \$32,834,273

The increase in the imports of dutiable goods was nearly \$1,000,000 for the two months, the figures being \$31,409,414 and \$30,485,747, respectively.

## TO WEIGH CHEESE AT FACTORIES.

DURING the last two or three seasons, the inspection and weighing of cheese for export has caused much trouble between the factorymen and the Montreal buyers. The custom, as is well known, has been to buy the cheese at country boards subject to weighing and inspection in Montreal. The trouble has largely been caused by the claims for shrinkage made by the dealers in the latter city, which have been considered by the factorymen to be, in many cases, exaggerated.

The Brockville Cheese Board, which took up the matter on behalf of the factorymen in the spring, sent a deputation to Montreal to look into the matter. This deputation, while agreeing that the Montreal dealers had reason to expect certain allowance for shrinkage, were not convinced that the present system of inspection and weighing was entirely satisfactory.

As a result of the agitation for a more satisfactory system, one Montreal exporting company has given out that next season it will probably send a capable man out empowered to inspect, weigh, buy and pay for cheese at the factories. This might be satisfactory to factorymen, but it would be a big undertaking for the exporting house.



## TRADE IN COUNTRIES OTHER THAN OUR OWN.

**L**OS Angeles mail advices on oranges report the market weak and lower, most of the fruit showing losses. "There is," the advices state, "practically no demand f.o.b., most of the fruit being shipped going to the auction markets. The supply remaining is estimated at about 75 carloads of Valencias and a scant 25 carloads of other varieties. Almost all of these are controlled by three or four firms. A good market is looked for toward the end of the month."

A decline of 5s. per cwt. in new Sultanhas has been established in London, Eng., since the first arrival, and a distinctly better demand from the country is apparent in consequence. The decline has not extended to the same extent in old fruit, for which, however, the market is also in buyers' favor.

## CANNED SALMON ON THE U. S. COAST.

Regarding salmon, The Trade Register, Seattle, in its recent issue says: "At Seattle there is a decided feeling that the market is strong and is likely to be higher. The low figures put out by some concerns on salmon have, of course, caused large sales, but those who have not forced matters on the low basis say there is no reason for it; that salmon will be strong in the spring; that next year there will not be a heavy run, and this year's pack unsold can be carried into next year and money made. In fact, it looks as if the cannery would be the speculator and not the buyer this season. The pack on Puget Sound is growing bigger, sockeye still being caught, and 1,250,000 cases will not more than cover the total spring pack. The Pacific Packing & Navigation Co. has packed fully 480,000 cases on Puget Sound. Alaska direct advices indicate a full pack to the west and a less prosperous condition to the southeast. Movement of new season salmon to the east commenced late last week."

## CANNED FRUITS IN CALIFORNIA.

Referring to can fruits, The Fruit World says: "The most notable feature of the season in this line is the absence of British or foreign demand, owing to the large purchases and their late arrival in those markets last year, which practically turned purchase into advances for this season. There is, therefore, a possibility of some later purchases by that market to fill, but only a possibility. Probably the bulk of the demand for Californian canned fruits has been met this year, but there will be considerable trading yet. The temporary rise in the price of apricots has receded, but peaches are firm."

## CALIFORNIAN RAISIN SITUATION.

A press despatch from Fresno, Cal., says: "The outside raisin packers continue buying on basis of 3½c. and declare they will continue doing so. Association interference to the contrary, notwithstanding. The directors of The Packers' Association are holding an important meeting. They assert that the growers' acreage secured is but 37 per cent. of 75

per cent., or 22 per cent. of the whole. It is understood that The Growers' Association is inclined to abrogate the existing contract with the packers, so the latter are proceeding to protect themselves. Association directors are now more sanguine. They say the percentage of signatures has increased. There seems no doubt the association will continue. No buying is probable until after the meeting on September 19."

## CURRENTS IN LIVERPOOL.

The new season's trade in currants commenced late in the afternoon of Tuesday, the 3rd inst., and the time for doing business was so very short that, in the anxiety to get a small variety to offer in the country, dealers in several instances paid above the value of the fruit. This was shown by the course of the market on the following day, when prices quickly settled down, and, as the response from the country trade was distinctly below expectations, holders pressed sales, with the result that the poorer qualities now show a decline of quite 4s. from the opening. Medium Vostizza is from 2 to 3s. cheaper; the finest qualities are practically unchanged, and specialties are in request at full prices. Much of the fruit is very good in quality and appearance, but in the lower grades there is a considerable proportion of rain-damaged.—Produce Markets' Review, September 7.

## CANNED SALMON IN ENGLAND.

The improvement in the demand for salmon continues, and quotations, if anything, are a shade easier. Although the new pack is a large one, it must not be overlooked that shipments to any extent will not arrive here before next March, and as available stocks on the spot are less than they have been for years, it is a question whether prices have not already fallen lower than what the position warrants. Quotations at the present moment are most reasonable and tempting, and reliable brands are certainly worth attention. Unfortunately, there is considerable quantity of inferior goods being offered at the present time, and buyers would be well advised to use extreme caution when purchasing, and not be led away by a quotation which, although appearing exceptionally cheap, would, in many instances, bring trouble and dissatisfaction to the buyer.—Produce Markets' Review, September 7.

## CONDITION OF CANNED GOODS IN THE U.S.

If Europe, however, counts upon America for any export of canned vegetables and fruits this year, she will have to be prepared to compete with our home consumers for what she gets. There will be no surplus of anything this year for exports. Even in the two great staple crops of the industry there will be a national shortage this year. As we stated last week, the entire promise of the vines in this section is now in sight, and the outlook, and even its present receipts are so far below the requirements of the canning factories that the Baltimore packers are causing dismay on the Peninsula by buying all the tomatoes they can get sight of at such high prices that the Peninsula pack will be curtailed, and yet they do not get enough for the daily demands. The condition of tomatoes is being studiously watched at pre-

sent, and, strange to say, the situation out there is exactly the reverse of what it is here. Whilst prospects in the West depend altogether upon promises, and, as correspondents write us, if the weather lasts long enough they will get a fair crop; here in the East there is virtually no promise, and the ripening of the green stock on the vines is about all that can be expected this season.

The situation in respect to canned corn is slightly improved over previous reports, and the packing season is now at its height throughout the country. Maine reports doing very well in some sections; corn in the western part of New York, especially, is said to be very fine, and the pack will be a full average, but west of the Alleghenies the reports become less satisfactory until we get beyond the Missouri, when they are of really very little consequence; but in the light of present indications we judge that the corn crop will be one-half of the average pack of the last ten years, and it will require every case of corn in carry-over stock to supply the country's need till the next season opens, even though the high prices will somewhat lessen the demand.—The Trade, Baltimore, Md., September 13.

## BRITISH TEA TRADE FOR AUGUST.

The following, in regard to the tea trade of London during August, is from McMeekin & Co.'s circular:

Indian.—The offerings at London public auctions were 87,000 packages, against 103,000 packages in the same month of 1900. In the earlier part of the month there were some teas of very good quality from Assam and Darjeeling, but from Doorgas, Cachar and Sylhet the general run of the quality was poor. Throughout the month there was a good deal of irregularity in the bidding, and, although really good liquoring teas were in strong demand during the earlier sales, they were not so keenly bid for as the month advanced, and at the close there was a declining tendency for everything. The average of public sale prices for the month was 8½d. per lb., against 8¼d. per lb. for the corresponding month of last year. The imports were 12,850,000 lb., and the deliveries 9,483,000 lb., leaving in stock on August 31, 32,343,000 lb.

The increase in the deliveries is a satisfactory feature, as it shows that Indian tea is going more freely into consumption, although unfortunately the export demand has been, to some extent, checked, owing to the higher prices that were current for the lower grades. The advance in deliveries and the falling off in imports point to the probability of an improvement in the position from the producers' point of view, provided the determination to keep down the total of the crop is adhered to; but the amount exported from Calcutta and Chittagong during the month of August is returned at a figure very much in excess of the rate of current consumption. To realize such in the rapid manner in which many producers appear now to be compelled to do, cannot fail to prove a severe strain on the purchasing powers of the trade, and, as a great deal of the supply is known to be teas of very inferior character, it is probable that for such very low quotations will be made.

Ceylon.—The offerings at London public auctions were 98,000 packages, against 137,000 packages in the same month of 1900. A number of teas offering showed some improvement in quality, and, as there was a good demand throughout the month, the auctions went at fairly steady prices for all kinds, with some advance in quotations for the lower grades. The average public sale prices for the month was 6½d. per lb., against 7d. per lb. for the corresponding month of last year. The imports were 8,281,000 lb., and the deliveries 9,663,000 lb., leaving in stock on August 31, 27,629,000 lb.

The shipments from Colombo to London are still on a diminishing scale, the direct trade of that port having increased so much that the surplus available for London is materially diminished. This feature, if continued, should soon give relief to the congestion of offerings of all teas in London, and may ultimately lead to the level of the market being such as to give satisfactory results to producers generally.

## ABOUT CEYLON TEAS.

We are not claiming that our judgment in this line is always "infallible," but we have long experience coupled with the "distinct advantage" of having built a business without parallel in the history of the world's Tea Trade. Pretty safe proposition to pin your faith to—

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# MARKETS AND MARKET NOTES

## INFORMATION FOR BUYERS.

If any reader wishes to know where any article can be purchased in Canada or abroad, a letter to the Editor will probably place him in communication with the seller.

## ONTARIO MARKETS.

Toronto, September 19, 1901.  
GROCERIES.

WHILE trade is not as brisk as it was a week ago, there is, nevertheless, a fair sorting-up trade being done. The falling-off is principally in sugars, and it is worthy of note that the demand for sugars in the United States has also fallen off. As far as prices are concerned, they are much the same on general groceries as they were a week ago. In canned goods of all descriptions, business is of a waiting character, neither wholesalers nor retailers now being disposed to make further purchases, except for immediate requirements, until something more definite is known in regard to the pack. The weather has so far continued favorable for tomatoes and corn, and a fair pack is practically certain. The situation in regard to canned salmon remains unchanged, the lower prices only being quoted on other than standard. There is a fair trade being done in coffees, and the market is rather firmer than it was. The demand for syrups and molasses is still quiet, and a moderate business is being done in rice and tapioca. In spices the market continues to rule steady. There has been quite an interest taken in the tea market during the past week, on account of a firmer tone which has developed in the Indian and Ceylon descriptions. In Japan teas, on the other hand, the tone of the market is rather unsettled. Nuts, as a rule, are steady in price, but naturally very little business is being done. Further weakness has been shown in currants in the primary market. Valencia raisins are steady according to advices from Denia, but spot goods are weak. Some business is being done locally in new season's mat figs to arrive. Wholesalers are beginning to book orders for candied peels, and prices are slightly higher than a year ago. The general outlook for trade continues to be of a promising character.

## CANNED GOODS.

Nothing particularly new has developed in the canned vegetable trade during the past week. The weather continues favorable for the tomato and corn pack, and there is a general indisposition on the part of both the wholesale and retail trade to operate further until the packing season is over. The little that is being done in spot goods is for immediate requirements only,

and there is no disposition whatever, to speculate. Prices on all kinds of canned vegetables are steady. It seems to be a foregone conclusion that throughout the coming season there will be little or nothing done in the way of anticipating requirements, particularly as there has been quite a little canned vegetables carried over from last season. The ruling prices from stock are 85c. for tomatoes, 80c. up for peas and 75c. up for corn. Little or nothing is being done in canned fruits. Canned apples are scarce and prices firm, ruling from 90c. to \$1 for 3's and \$2.25 to \$2.40 for gallons, according to quality. There is a fair sorting-up demand for canned salmon, but there is practically nothing being done just now on future account. Of course, a good many orders have already been taken for futures. According to an official statement by the secretary of the Fraser River Cannery Association, the pack of sockeye salmon on that river this season is 873,639 cases. Quotations on futures are: Fraser River sockeyes, \$1.42½ for 5-case lots and over, and \$1.45 for less quantities; Northern sockeye, \$1.25 to \$1.30; pink salmon, 95c. to \$1; cohoes, \$1.05 to \$1.10.

## COFFEE.

The market for Rio coffee has been stronger this week, mainly due, it is believed,

See pages 31 and 32 for  
Toronto, Montreal, and St.  
John prices current.

to the advance in exchange. Locally, trade is fairly good. We quote: Green Rio, No. 7, 7½c. per lb.; No. 6, 8c.; No. 5, 8½c.; No. 4, 9¼c.

## SYRUPS AND MOLASSES.

Business in both syrups and molasses continues light, and there is yet no material evidence of an improvement. Prices remain much as before.

## RICE AND TAPIOCA.

The foreign rice markets continue firm and prices locally are steady and unchanged. Just a steady trade is being done in tapioca. We quote: Standard B rice at 3¾ to 3½c., and Japan at 5½ to 6c., Tapioca rules at 3¾ to 4c.

## SPICES.

The market is without any specially new features this week. According to advices from the outside markets, prices generally rule steady to firm. Locally, business is just moderate.

## NUTS.

The market for all kinds of nuts appears to be fairly steady. Advices from the primary market report that prices are being well sustained for Valencia and Jordan shelled almonds, although rather easier prices are looked for when supplies improve.

## SUGAR.

During the past week there have been further declines in the raw sugar market, and beet sugar has touched a still lower record point, being down to 7s. 10½d. It will be remembered that 8s. was the previously lowest figure. Raw cane sugar is dull and unchanged. The American Sugar Refining Co. was a buyer one day this week of raw sugar, but again quickly withdrew from the market, and centrifugals 96 degree test are now quoted in New York at 3¾c. The receipts in the United States last week were 39,847 tons, and the meltings 31,000 tons. The stock of raw sugar in Europe and America at the end of last week was 984,732 tons, against 664,400 tons the same time last year. The demand for sugar in Canada has fallen off during the past week, although there is still a good quantity moving, and prices are unchanged. The quotation in Toronto is \$4.53 to \$4.58 for granulated, and \$3.73 upwards for yellows. The demand for refined sugar has also fallen off in the United States, and lower prices are looked for there shortly, on account of the condition of the raw market. One of the features of the trade in the United States is the withdrawal by the Trust of the 30 day guarantee. The parity over there between the price of refined and raw sugar is now 1¼c. per lb., so that the United States refiners are earning a nice profit.

CANDIED PEELS—The wholesalers are beginning to book orders for new candied peels. The prices, to arrive about Christmas, are as follows: Lemon peel, 11 to 12½c.; orange, 12½ to 13c.; citron, 16 to 18c. Quite a number of orders have been booked.

## TEAS.

The feature of the tea market is a firmer tone in Indian and Ceylon descriptions. Mail advices from London, under date of September 6, state that the previous Wednesday's auction of Indian teas passed at fairly steady rates, and that the market was strong, with prices hardening, especially for the better-liquoring kinds in Ceylon teas. On Tuesday of this week, a cable was received in Toronto which read: "Market decidedly firmer. Tendency upward." Brokers report that quite a number of Toronto offers are being refused by their principals, on account of the high prices which are ruling. Another advice states that Ceylon teas from 6 to 6½d. are up ¾d., and teas from 8½ to 10½d. are 1d. dearer. Indian teas are also higher. The strength of the market is due to the shortage in the crop of both Indian and Ceylon teas. The shortage in the Ceylon crop, which was a short time ago estimated at 12,000,000 lb., is said to be further increasing, and some authorities claim that it will ultimately reach about 30,000,000 lb. There has been quite a little buying of Indian and Ceylon teas on this market at about 9d. for bright-liquoring descriptions, and buyers are not pay-



ing as much attention as they were to style. The last English mail has brought upon this market some fine samples of Darjeeling teas, and as the quality of later shipments of these teas is not likely to be as good buyers are urged to make their purchases from the samples now to hand.

Reports in regard to Japan teas are somewhat conflicting, the market being in some instances reported 2c. lower than a year ago, while others again, report slight advances. The real state of affairs seems to be that medium teas, which are the kind wanted here for the 25c. trade, are firm, and that the lower prices are on low-grade descriptions. According to advices from China a steady price is looked for on country greens, pingsueys.

#### FOREIGN DRIED FRUITS.

**CURRENTS**—The market in Greece has again further declined during the past week. The weakness in the market, according to advices from Greece, is due to the want of demand from the European Continent. At the lower prices ruling there has been quite a little buying on the local market on importation account during the past week. According to mail advices received this week it is estimated that the crop in Greece available for export will be only 120,000 tons, which is a reduction of about 10 per cent. in the previous recent estimate. The demand for currants on the local market on retail account is still of a hand-to-mouth character at 9c. for Filiatras, 10½c. for Patras and 12½c. for Vostizzas. To arrive wholesalers quote 7 to 7½c. for fine Filiatras, 7¾ to 8½c. for Patras.

**VALENCIA RAISINS**—Mail advices from Denia state that very little fruit had so far been received and packed, and that the market ruled firm. Very little business is being done on the local market on importation account, and prices continue very weak for spot goods. Wholesalers, at the prices now ruling, are losing from 85c. to \$1 or more per box. Ruling quotations are 4c. for fine off stalk, and 4½ to 5c. for selected. New fruit to arrive about end of the week via Liverpool, is quoted at 7½c. for selected, and 6¾ to 7c. for fine off stalk. That to arrive by first direct steamer, which sailed from Denia, August 22, 6 to 6½c. for fine off stalk, and 6½ to 7c. for selected.

**FIGS**—Quite a few orders have been taken during the past week or ten days for new tatnet figs at 3¾ to 3½c. per lb. to arrive. There are some Eleme figs which have been held in cold storage being offered at 10c. in 10 lb. boxes.

**PRUNES**—There is scarcely anything being done, and quotations are practically nominal. Californian prunes are quoted at the following: 30 40's, 8 to 8½c.; 40-50's, 7½ to 8c.; 50 60's, 7 to 7½c.; 60 70's, 6½ to 7c.; 70 80's, 6 to 6½c.; 80 90's, 5½ to 6c.; 90 100's, 5 to 5½c. French prunes, 3½ to 4c.

#### GREEN FRUITS.

Owing to the moderate supply of berries early in the season there is now an excellent demand for peaches, plums and pears for preserving. Therefore, as the supply is liberal, there is an excellent movement in these lines. Grapes, tomatoes and apples are also selling freely. Jamacia oranges are arriving in barrels, and are in good

demand at \$6.50 to \$7 per bbl. Some houses are repacking them in boxes which are sold at \$4 to \$4.25 each. Bananas are 25c. dearer. We quote: Pears, 20 to 40c. per basket; peaches, Crawford's, 50c. to \$1.25; plums, 20 to 60c.; apples, 15 to 35c.; egg plant, 20 to 25c.; tomatoes, 10 to 18½c.; cucumbers, 10 to 15c.; gherkins, 40 to 65c.; peppers, 25 to 50c.; grapes, in 10-lb. baskets, 15 to 20c. for Champions and 20c. for Moore's Early and Moyer's; muskmelons, 25 to 35c. per crate of 12; watermelons, 15 to 25c. each; bananas, \$1.75 for 1st and 75c. to \$1 for eight-hands. New Verdill lemons are offering at \$3.75 to \$4.25 per box, and Jamacia oranges at \$6.50 per bbl. or \$4 to \$4.25 per box.

#### COUNTRY PRODUCE.

**EGGS**—The market is in excellent condition, as the demand readily absorbs all supplies. Sound stock is steady at 13c. per doz., while other grades run from 8c. up.

**BEANS**—The market has declined 5 to 10c., but is now firm at \$2.10 for prime beans. This year's crop is not likely to arrive within a fortnight, and is not likely to cause much change when it does come in.

**HONEY**—The demand is keeping up nicely and prices are well maintained. We quote: 9 to 10c. for extracted clover and \$1.75 to \$2 for No. 1 clover comb.

**DRIED APPLES**—There is practically nothing doing in dried apples as last year's stock is cleaned up, and this year's stock has not yet arrived. A small quantity of last year's evaporated apples are offering at 8c., but there is little demand.

**POTATOES**—The market continues firm. While some potatoes can still be bought at 60c., others of superior quality are being sold as high as 75c. per bushel.

**DRESSED POULTRY**—There is not much doing. We quote: Chickens, 45 to 50c. per pair; hens, 45 to 50c. per pair; ducks, 60 to 70c. per pair.

**LIVE CHICKENS**—The Canadian Produce Co., 36 and 38 Esplanade east, Toronto, will pay until October 3, for spring chickens, not less than two lb. each, 6c. per lb. For ducklings, not less than four lb. each, 4c. per lb. For hens (including last year's birds) 4c. per lb. These prices are for live weight on arrival. Crates shipped free and express paid up to 50c. per 100 lb. of chickens.

#### BUTTER AND CHEESE.

**BUTTER**—The market is weak as the demand is quiet, and stocks are accumulating. Creamery prints are the only grade which show any strength. They continue steady at 21 to 22c., but creamery boxes are 1c. lower than a week ago. Dairy grades are unchanged in prices. We quote as follows: Dairy prints, 17 to 18c.; best tubs, 16 to 16½c.; poor to medium grades, 12 to 15c.; creamery prints, 21 to 22c.; boxes, 19 to 20c.

**CHEESE**—The market is quiet, but as prices at country boards are unchanged, there is nothing new in prices here, the general quotation being 9¾c. for finest cheese.

#### VEGETABLES.

Cabbage, celery and cauliflower are 5 to 10c. cheaper. Butter beans are practically done. There is a good, steady demand.

We quote: Carrots and beets, 20c. per peck; turnips, 15 to 20c. per peck; lettuce, 20 to 30c. per doz.; radishes, 15 to 20c.; watercress, mint and parsley, 20c.; cauliflower, 75c. to \$1; celery, 40 to 60c.; cabbage, 25 to 40c.; corn, 6 to 10c.; cucumbers, short, 10 to 15c.; tomatoes, 10 to 17½c. per basket; dry onions, \$1.25 per bush.; new potatoes, 60 to 75c. per bushel; gherkins, 15 to 20c. per 100; egg plant, 30 to 35c. per basket; sweet potatoes, \$3.50 to \$3.75 per bbl.; apples, \$2.50 to \$3.50 per bbl.

#### FISH.

Oysters are on the market, as are also Digby herring and new season's cod. Trout and white fish are still in chief request among the fresh fish. We quote: Fresh fish—Spanish mackerel, 12½c.; codfish, 6c.; whitefish, 7 to 7½c.; trout, 7½c.; halibut, 15c.; sea salmon, 20 to 25c.; haddock, 6c.; herring, 4c.; perch, 4c.; British Columbian salmon, 20c. Smoked fish—Ciscos, \$1 per basket; Digby herring, 75 to 80c. per bundle. Prepared fish—Dried cod, in 112 lb. bundles, \$4.75 per cwt.; flitch cod, \$5 to \$5.25; boneless cod, in bricks, 5 to 5½c. per lb.; steak cod, 6½c. per lb.; shredded cod (2 doz. in box), \$1.80 per box; boneless fish, loose, in 25-lb. boxes, 4 to 4½c., and 5-lb. boxes, 5c. per lb. Oysters—standards, \$3.75 per small pail or \$1.50 per Imperial gallon; selects, \$2 per Imperial gallon.

#### HIDES, SKINS AND WOOL.

**HIDES**—The market is active, showing an advance of ½c. for all green hides. We quote: Cowhides, No. 1, 8c.; No. 2, 7c.; No. 3, 6c. Steerhides are worth 1c. more. Cured hides are quoted at 8½ to 9c.

**SKINS**—Lambskins and pelts are 10c. higher. The market is active. We quote: No. 1 veal, 8 lb. and up, 9c. per lb.; No. 2, 8c.; dekins, from 55 to 60c.; culls, 20 to 25c.; lambs and pelts, 50c.

**WOOL**—The market is decidedly dull. Our quotations are: Combing fleece, washed, 12 to 12½c., and unwashed, 7½ to 8c.

#### GRAIN, FLOUR AND BREAKFAST FOODS.

**GRAIN**—Manitoba and Ontario wheats are both 3c. per bushel lower. Manitoba No. 1 hard is quoted at 82c. grinding in transit, or 80c. Toronto and west. Ontario wheat is quoted at 67c. at outside points, middle freights. There is a fairly good delivery on the Toronto street markets. We quote: Wheat, white and red, 71 to 73c.; goose, 67 to 69c.; oats, new, 38 to 40c.; rye, 52c.; barley, 49 to 51c.; peas, 68 to 70c.

**FLOUR**—The market is easy on account of the decline in wheat, and the abundance of supplies. We quote on track, Toronto (bags included) as follows: Manitoba patents, \$4.00; Manitoba strong bakers', \$3.60; Ontario patents, \$3.50 to \$3.60; straight roller, \$3.00.

**BREAKFAST FOODS**—Rolled wheat is 10c. lower. Otherwise there is no change. We quote as follows: Standard oatmeal, \$3.70 in bags, and \$3.80 in bbls.; rolled oats, \$3.60 in bags, and \$3.70



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in bbls.; rolled wheat, \$2.35 in 100-lb. bbls.;  
cornmeal, \$2.75; split peas, \$4; pot barley,  
\$4.

**MARKET NOTES.**

Wheat is 3c. per. bush. lower.  
Creamery butter in boxes is 1c. lower  
Beans are now selling at \$2.10 for primes,  
a decline of 5 to 10c.

New candied peels are being sold to  
arrive by local wholesalers.

New season's tapnet figs are being sold  
to arrive at 3¼ to 3½c. per lb.

The cable announced a further decline in  
currants in the primary market.

Jamacia oranges are freely offered at \$4  
to \$4.25 per box and \$6.50 to \$7 per bbl.

Oysters are offering at \$1.50 per Imperial  
gal. for standards and \$2 per gal. for  
selected.

The feature of the tea market is the  
development of firmer prices with Indian  
and Ceylon descriptions.

**QUEBEC MARKETS.**

MONTREAL, September 19, 1901.

**GROCERIES.**

THE visit of their Royal Highnesses to  
the city this week has somewhat  
disturbed business, decorations being  
the chief topic of discussion. In the trade  
chief interest hangs about dried fruits, and  
it is noticeable that merchants are particu-  
larly desirous this year of having their  
goods delivered early. Some Valencia  
raisins are already to hand, a few passing  
into stock this week at rather high figures.  
The first direct steamer will arrive into  
port about the second week in October.  
The currant market has again weakened  
during the past few days and goods have  
been offered at 15s. or 1s. 6d. lower than  
a week ago. Since this point was touched  
there has been a reaction of 6d. and the  
market is now reported firm. Valencia  
raisins are also firm and Montreal merchants  
have bought fairly freely this week for ship-  
ment by the ss. Escalona. Sugars are  
steady at the recent decline, and the raw  
markets have recovered from their severe  
depression. Teas are steady. Patna rice  
is very firm. Canned goods are unchanged  
although fruits show a decided firmness.  
American pork is 50c. higher, while the  
lard market again shows advances on some  
brands.

**SUGAR.**

Since our last report the foreign raw  
sugar market has touched the lowest point  
on record, 7s. 9½d. Since then, however,  
the demand has improved and an advance  
of 2½d. has been scored. The New York  
market is now quoted the same as a week  
ago. Locally the demand for sugars is  
fairly good although buyers are operating  
lightly. Prices for refined sugar are firm  
on account of low stocks in refiners' hands.

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Montréal refiners sell at \$3.55 to \$4.25 for yellows and \$4.40 for granulated.

#### TEAS.

There is a very fair import trade passing in teas at the present price of third crop Japans, but the shipments are no heavier than last year. Probably the feature of the Japan tea trade is the improved demand from the West. The run is on 18 to 20c. teas especially. China greens continue firm.

There are still few signs of trading in Indian and Ceylon teas as the market has been glutted with the cheap sales made from consignments.

#### MOLASSES.

Although there is virtually no business doing, the market continues firm at 28 to 28½c. in 50 puncheon lots and 29c. for small shipments.

#### CANNED GOODS.

There is a fair demand for canned goods, but it is not at all brisk and retailers seem determined not to buy heavily. The market continues firm and without change. Tomatoes are selling from 85 to 90c., corn, 80 to 85 and peas 80 to 85c. We quote fruits: Strawberries, \$1.50; raspberries, \$1.40; gooseberries, \$1.40; pears, \$1.55 for 2's and \$2 for 3's; Lombard plums, \$1.20; greengages, \$1.30; yellow peaches, \$1.90 for 2's and \$2.65 for 3's; sliced pineapple, \$2.30, and \$2.45 for grated; 3 lb. apples, 90c.; red pitted cherries, \$2.00, and whites, \$2.15. There is nothing new to report on salmon, the prices of the standard brands being fully maintained. The best Fraser river sockeye is selling at \$1.45 per dozen and private brands are quoted at \$5 per case. Rivers Inlet sockeye is selling from \$1.25 to \$1.32½.

#### SPICES.

There is a fairly good inquiry reported for spices at steady prices. We quote: Nutmegs, 35 to 65c. per lb., as to size; Penang mace, 45 to 50c. per lb., as to quality; pimento, ground, 12½ to 15c.; cloves, 15 to 25c.; pepper, ground, black, 17 to 20c., according to grade; white, 25 to 27c.; ginger, whole, Cochin, 14 to 16c.; Japan, 10c.; Jamaica, 20c.; ground, Japan, 15c.; Cochin, 16c.; Jamaica, 25c.

#### RICE AND TAPIOCA.

Patna rice is very firm and at present primary quotations it would cost ⅓c. more to lay it down than wholesalers are selling at to-day. We quote in combine district: B rice, in bags, \$3.10; in ½ bags, \$3.15; in ¼ bags, \$3.20; in pockets, \$3.25. In 10-bag lots an allowance of 10c. is made. CC rice, \$3 in bags; \$3.05 in ½ bags; \$3.10 in ¼ bags; and \$3.15 in pockets. In the open territory prices are about 10c. less. Patna rice is worth 4¾c. per lb., and tapioca, 3¾ to 3⅞c.

#### FOREIGN DRIED FRUITS.

VALENCIA RAISINS—Some small early shipments of Valencia raisins of good quality came to hand this week and are selling at 6¼ to 6½c. The first shipments via Liverpool are expected next week, when prices will be put down ¼c. By first direct steamer line off stalk Valentias are quoted at 6 to 6¼c.; selected, 6½ to 6¾c.; and layers, 7 to 7¼c. Since these prices went out the primary market has advanced ⅓c. and it will not be many days before our market will do likewise. The market is very firm. Spot goods continue to be slaughtered.

CURRENTS—Since our last report the currant market has declined another 1s. 6d. to 15s. and has reacted 6d. making the latest quotation 15s. 6d. The tendency is now upward. For delivery in the first half of October fine Filiatras are quoted at 5¾ to 6¼c., and cleaned, 6¼ to 6¾c.; cleaned in 1-lb. cartons, 8c., and finest Vostizza currants, in half cases, 7¾ to 8¼c. The Escalona with currants on board is this week at Denia taking on Valencia raisins.

SULTANA RAISINS—The Sultana raisin market is steady at 9¼ to 10c. for goods to arrive, first half of October.

FIGS—Comadre figs to arrive are worth 3¾ to 3⅞c. in tapnets. Eleme figs will be sold at \$1.05 per 10 lb. XXX box, \$1.95 per 19 lb. XXX box, \$4.30 per 28-lb. XXXXX box, 8c. per 12 oz. box and 12c. per 16 oz. box.

DATES—Are quoted to arrive first half of December at 4¾ to 5¼c.

PRUNES—As yet no authoritative prices are out, but it is likely that smaller sizes will be about ½c. higher than last year and larger sizes about the same.

EVAPORATED FRUITS—Evaporated apples are worth 9c., which the factorymen are asking for new fruit. Prices on new Californian fruits are not yet announced, but, so far as we can judge, apricots will be about 3c. higher than last year, peaches about 1½ to 2c. and pears fully 3c. higher. It is not likely that fixed prices will be announced till the fruit is ready for shipment, about the last of September.

PEELS—English peels for late delivery are quoted at 10 to 11c. for lemon, 10½ to 11½c. for orange and 14½ to 15½c. for citron peel.

#### NUTS.

Pure Mayette walnuts are worth 11 to 12c. to arrive in December. Sicily filberts, 8½ to 9¼c. to arrive in November; Tarragona almonds, 10¾ to 11¾c., and shelled almonds, 26c. to arrive in November also.

#### GREEN FRUITS.

The weather has been rather against movements of fruits, and prices are somewhat lower in peaches. We quote as follows: Californian Valentias, \$5 to \$6 per box; Messina lemons, 300's, \$3.25 to \$4.50; 360's, \$2.75 to \$3.50 per box; Verdill lemons, \$3.75 to \$4.75 per box;

pineapples, 20 to 30c.; Canadian apples, 15 to 25c. per basket; Californian plums, \$1.00 to \$2 per box; peaches, \$1.00 to \$1.25; limes, \$1.50 per box; Ontario peaches, 30 to 50c. per basket; Ontario plums, 30 to 40c.; cocoanuts, \$3.25 per bag of 100; Californian Bartlett pears, \$2.50 to \$3.00 per box; watermelons, 20 to 25c.; bananas, No. 1, \$1.75 to \$2.25, and eight hands, \$1.35 to \$1.50; Canadian pears (baskets), 30 to 40c.; Bartlett pears (bbls.), \$2.00 to \$4.50; Clapp's Favorite (bbls.), \$2.00 to \$3.75; Ontario muskmelons, 25 to 60c. per crate.

#### COUNTRY PRODUCE.

EGGS—The demand for eggs is very satisfactory, and prices are somewhat higher. Sales of round lots of fresh stock have occurred at 13½ to 14c., and in a jobbing way at 14½ to 15c.

HONEY—A fair volume of business has been done in honey at 11 to 11½c., and strained at 7½ to 8c. per lb.

POTATOES—There has been no change in the market for potatoes, which are fairly active at 60c. per bag in carlots and 75c. in a jobbing way.

ASHES—Business is slow, and prices are unchanged. We quote: Firsts, \$4.25; seconds, \$3.85, and pearls, \$6.75 to \$7.25 per 100 lb.

#### FLOUR AND GRAIN.

FLOUR—A fairly active business has been done in all grades of old wheat flour, and as supplies of such are somewhat limited the tone of the market is firm. We quote as follows: Manitoba spring wheat patents, \$4.10 to \$4.15; winter wheat patents, \$3.75 to \$3.90; straight roller, \$3.40 to \$3.50; in bags, \$1.65 to \$1.75 and Manitoba strong bakers', \$3.60 to \$3.90.

GRAIN—We quote: No. 1 spring wheat, 70c. afloat September; peas, 81c.; rye, 58 to 59c.; No. 2 barley, 54c.; oats, 39 to 39½c.; buckwheat, 56½ to 57c.; corn, 59 to 59½c.

OATMEAL—Business in rolled oats continues quiet and chiefly of a jobbing nature, at \$4.10 to \$4.20 per bbl. and \$1.95 to \$2.05 per bag.

FEED—A fair trade was reported in feed and the market was moderately active. Ontario bran is selling at \$15.50, and shorts at \$18 to \$19 per ton, in bulk; Manitoba bran at \$16, and shorts at \$18 per ton.

BALED HAY—The demand for baled hay is good and the market continues active. There is a steady demand for old-crop hay at country points and it is being shipped to Africa as fast as it can be pressed. No. 1 is scarce and commands \$11 to \$11.50 easily, while \$10.50 is paid for No. 2. In new hay the market is quiet at \$9 for No. 2.

#### BUTTER AND CHEESE.

BUTTER—The demand for butter was good, and considerable business transacted. The tone is firmer and prices have an upward tendency, some holders asking 21c. for finest late made creamery. We quote: Finest creamery 20¾ to 21c.; undergrades 19c., Western dairy, 16c.

CHEESE—The cheese market was quiet this morning on spot, but a firm undertone is being maintained. An advance of ⅓c. is reported on last week's level. We quote:



prices are held at about  $2\frac{1}{2}$ c. above opening prices of new goods. In the local market, peas have not advanced. The old goods bought this season are the only goods which show a profit. Canned pears and plums are low, but the sale is light. Blueberries are tending higher. There is a large western and American demand. Salmon is a light stock. There seems no sale for high-grade fish. The cheaper goods seem to give satisfaction. Kipperd herring and haddies are very firm. Sardines are freely received.

**GREEN FRUITS** — Business is active. Apples are coming in freely. There is quite a good crop in Nova Scotia. Prices remain unchanged. Best eating stock is still scarce. In pears, the market is overstocked. Large quantities have been received from Nova Scotia. For really-good stock, quite full figures are asked. Peaches are scarce. Prices are rather higher. Nova Scotian plums have been in large supply, but the quality has been good and the sale large. In oranges and lemons, there is little business. Bananas have been again rather scarce this week. Grapes from Ontario have a good sale, prices tending rather lower. Californian Tokays have a good sale, but the supply is not large. Sweet potatoes are offered freely.

**DRIED FRUITS**—Raisins are the subject of interest. While in Valencias and Malagas prices are reasonable, buyers are backward. They are anxious for prices on Californians. They are the raisins preferred. Things seem mixed on the Coast, but the outlook is for quite full prices though rather below last season. The advance and firm feeling in old fruit, both seeded and loose, in New York, has been a surprise. Seeded are considered good stock at present figures. Prunes are likely to be rather higher than last year. Spot business is light. New evaporated peaches and apricots are expected shortly. Package dates are rather higher. New figs cost less than last year. Evaporated apples are scarce and high. New are not yet quoted.

**DAIRY PRODUCE**—In butter the sale is active at higher prices, and the market is tending upward. Output in New Brunswick will be short. Local output of late cheese is short and local prices are rather higher. There is a fair sale for small cheese. Eggs are lower here than at other points, but there is a fair sale.

**SUGAR** — The new arrangement is working well. St. John merchants find they are selling sugar at points they could before seldom touch. In yellows, but two grades have yet been offered. A difference of 30c. is made. Business will be more satisfactory when a full line is offered.

## A Grocer

wouldn't be safe in closing his eyes, in either buying or selling most groceries—he would in buying or selling

# Clark's Meats

because their quality is always of the best.

60 Varieties.

# EPPS'S

GRATEFUL.  
COMFORTING.

IN  $\frac{1}{4}$ -LB. LABELLED TINS.

14-LB. BOXES.

Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal.

In Nova Scotia, E. D. ADAMS, Halifax.

In Manitoba, BUCHANAN & GORDON, Winnipeg.

THE MOST  
NUTRITIOUS.

# COCOA

W. A. CARSON

J. ERLE CALDWELL

## Belleville Pottery Co.

SUCCESSORS  
TO...



KINDLY WRITE US FOR CATALOGUE AND PRICE LIST.

## PARAFFINE WAX

In "One Pound Cakes" for

## HOUSEHOLD USE

Washing Clothes, Ironing, Sealing Canned Fruit, etc.

QUEEN CITY OIL COMPANY, Limited,  
SAMUEL ROGERS, President.

TORONTO, ONT.

**MOLASSES**—The sale is for Porto Rico, but it is light at present. The country is quite well stocked. Stock in St. John is quite large, and the low prices continue. Arrivals are much larger than last year. In some other lines they have not been as large.

**FISH**—There is but fair business. Little is doing in fresh fish. In dry fish, there is no change. Values are quite low. Smoked herring, new, are still quite firm, but lower figures are expected. Pickled herring are

good and prices lower than last year. There is an improved sale for boneless fish. Shad are particularly scarce this season. Finnan haddies and kippered herring are offered. We quote: Large and medium dry cod, \$3.25 to \$3.50; small, \$2.50 to \$2.60; haddies, 5 to  $5\frac{1}{2}$ c.; smoked herring, 12 to 13c.; fresh haddock and cod,  $2\frac{1}{2}$ c.; boneless fish, 4 to 5c.; pollock, \$1.50 to \$1.60 per 100 lb.; pickled herring, \$1.75 to \$1.85 per half bbl.; Canso herring, \$5 per bbl.; kippered herring, \$1 per box.

# TEAS For the Wholesale Trade

Japans, Congous, Indian, Ceylon, Ootongs, Pingsuey, Gun-powders, China Greens.

WRITE FOR QUOTATIONS.

## S. H. EWING & SONS, 96 King St., MONTREAL

**FLOUR, FEED AND MEAL**—In flour, values are unchanged. There is a fair business. Oats and oatmeal are quite high, though hardly as firm. Feed is particularly scarce. Cornmeal is held at the high prices, being higher than for some years. Beans are going off in price very quickly. The decline at time of writing is about 60c. They are likely to be as low as before the advance. Barley is higher. Peas are higher and scarce. We quote as follows: Manitoba flour, \$4.60 to \$4.70; best Ontario, \$3.90 to \$4.00; medium, \$3.60 to \$3.70; oatmeal, \$4.25 to \$4.30; cornmeal, \$3.00 to \$3.10; middlings, \$2.20 to \$2.30; oats, 48 to 50c.; hand-picked beans, \$2.25 to \$2.50; prime, \$2.20 to \$2.25; yellow eye beans, \$2.80 to \$3.00; split peas, \$4.10 to \$4.15; barley, \$4.10 to \$4.25; hay, \$12 to \$14.

### ST. JOHN NOTES.

C. E. Macmichael is representing The Imperial Extract Co.

Barton Gandy is landing a cargo of Liverpool coarse salt this week.

Northrup & Co. have received a large quantity of particularly nice dulce.

A. F. Randolph & Sons, Fredericton, have received a car of Fairbank's lard.

"Sunlight" soap is having increased sale. The Canadian package is popular.

New gallon apples were received by the trade this week. They were shipped by J. G. Rood & Co., Nova Scotia.

T. H. Estabrooks is in Ontario. Since putting his travellers in that Province in the spring his shipments of tea west have been large.

### HE SOLD THE COFFEE.

A SALESMAN for a coffee house which does a large business in Brooklyn, N.Y., has hit, according to a contemporary, upon a scheme to get orders which has the merit of cleverness. How he works it is best told in the words of a charming young housewife, who lives at what some Manhattanites call "the foolish end of the bridge."

"I saw his wagon stop at the door before the bell rang," said she, "and I knew it was one of those persistent coffee men. I had tried twice before to use their coffee, but it wasn't as good as the coffee my grocer sells. I went to the door myself, prepared to be awfully cross. The man stood with his hat in his hand. He gave me one look and started back a step with his hand on his heart. I thought the poor fellow was going to faint. He recovered himself in a moment, and looked very much embarrassed.

"'Pardon me,' he said, 'but I was so startled. I have recently lost a sister, and you looked so much like her that I thought, as you opened the door, she had come back to life.'

"The man was apparently much affected, and I felt so sorry for him. When he began talking coffee I tried to steel myself against him; but he looked at me so wistfully that I hadn't the heart to be disagreeable. He was evidently so well bred, too, that I couldn't shut the door in his face. Well,

before I realized it I had bought a pound of his coffee.

"I didn't feel so badly about having broken my resolve until next day, when a woman in the apartment across the hall dropped in to tell me how sorry she felt for a poor coffee salesman who nearly fainted when she opened the door, because, as he said, she was the living image of his dead sister."

### THE FRUIT AREA OF ONTARIO.

Professor Macoun, of the Dominion Geological Survey, who has been, during the past four months, examining the flora of the land along the shores of Lakes Erie and Huron, from Niagara to the peninsula between Lake Huron and Georgian Bay, returned to Ottawa last week.

While on the tour, Professor Macoun paid particular attention to the forests of the district through which he passed. As a result of this examination, he is convinced that the fruit area of Ontario can be greatly increased; that, in fact, apples, pears, peaches, plums and cherries can be grown all through the district. Not only are the climatic conditions favorable, but the soil is light enough even for peaches. Professor Macoun declares that there is ample room for millions of trees.

The Peterboro', Ont., council has passed a by-law prohibiting the giving or selling of trading stamps in that city.

*The best selling tea in Canada today is*  
*Blue Ribbon Ceylon*  
*packed and sold by*  
*Blue Ribbon Tea Co.*  
*12 Front St. East - Toronto*



# Save Money

By buying your Paper,  
Paper Bags, Twines,  
etc., etc., from

## Douglas AND Ratcliff,

PAPER DEALERS  
AND IMPORTERS

Phone 1773.

30-34 Church Street

— TORONTO.

### THE WRITING OF AN "AD."

There is a widespread idea that a good advertisement must be one that is very novel, very striking—one that exhibits a good deal of ingenuity in its construction, that contains a flash of wit, an epigrammatic phrase, or a clever word illustrated connection between the article in question and its practical qualities. The advertiser writer that is constantly evolving some of these "cunning" ideas is popularly supposed to be a clever advertisement writer.

Now, these things have their uses, but this idea is overtaxed. Now and then, some epigrammatic phrase, some clever idea or illustration along this line is so good, so happily hits off the idea to be conveyed, that it is a good, a very good advertisement, and serves very successfully, but these successes are the exception, not the rule.

A really-good advertisement, outside of the technical knowledge that may be displayed in the arrangement, contrasts in type, in black and white, etc., is really a very simple thing. It consists in simply making use of the real, the practical, the truly-valuable point or points of the article advertised, the feature or features which make it of plain worth and value to the prospective buyer, and of stating this in a clear, reasonable and logical way, stating where it excels, and then giving the reason why it does, so that the statement bears the stamp of truth, in a way that shows it must be so. This is the underlying principle of a good advertisement.

### LOOK AT HOME.

If retail grocers wish to make a success (especially small dealers), they must get rid of the everlasting jealousies which seem to exist among them, remarks an exchange. Instead of each man trying to build up his trade on strictly business principles, his whole aim seems to be the ruination of his competitors. If Brown puts out a card announcing that he sells eggs for 14c. per doz., Jones, across the street, meets it with a price of 13c. If Brown advertises sugar at 5½c., Jones goes him ¼c. better.

The latter does not stop to consider whether he can afford it, or to take into consideration quality, etc., of the goods offered by his competitor. Consequently at the end of the year when he foots up profit and loss he finds but little reward for his 12 months of hard work. Attend to your own business; keep good goods; teach your customers to have confidence in you, and don't bother about the other man.

### TRADE CHAT.

Fred Smye, of Balfour & Co., grocers, Hamilton, Ont., has gone on a trip to Europe.

George B. Cooney, grocer, Peterboro', Ont., has sold out to Wm. Methers, of the same place.

John Jones, grocer, Sarnia, Ont., spent part of last week at the Pan-American Exposition with his wife and daughter.

### TEAS IN NEW YORK.

Country greens and Pingsueys were in small spot supply, and according to the advices coming to hand there will be no excessive supplies from this season's crop. The market for these grades of teas showed a tendency to harden, and in a quiet way a moderate volume of business was transacted at firm prices. Sales reported for the day were 1,700 packages Pingsuey. Congous also were somewhat firmer, with Sc. in bond being quoted as an inside figure. Business reported was 500 packages Congous. Other teas were unchanged and steady. The line business was reported as fairly active.—N. Y. Journal of Commerce, September 17.

### COMPLICATED PRUNE CONDITIONS.

In connection with prunes The Fruit Grower says: "The association matters are getting more complicated every day, and it is hard to see a favorable outcome. The association has in the neighborhood of 30,000,000 pounds of old prunes carried over from last year, and many think these holdings will not be materially added by this season's crop. The quantity of prunes to be controlled by the association this year depends largely on the actions of the smaller growers' unions, which are at present discussing their future course."

Include with first order from wholesale grocer  
a trial lot of

# H AND H

TRADE MARK

the unequalled cleaner. Steady growth. **seasonable**, well advertised and have letters daily from consumers.  
34 Yonge Street, Toronto.

## A "Busy" Telephone Line

is a Telephone line in use. If you receive many complaints that your line is always "Busy," it shows that while someone is talking to you someone else wants to talk to you—that your correspondence is too much for your Telephone facilities. For details apply to the local manager.

**THE BELL TELEPHONE CO.  
OF CANADA.**

BUY

## Star Brand

## COTTON CLOTHES LINES

— AND —

## COTTON TWINE

Cotton Lines are as cheap as Sisal or Manila and much better.

For sale by all Wholesale Dealers  
See that you get them.

G. B. Elliott, grocer, etc., Galt, Ont., has bought out George Dryborough, grocer, of the same place.

Damage to the extent of about \$140 was done to the premises and stock of R. J. Ryan, fruiterer, Queen street west, Toronto, on Monday by fire.

# BETTER THAN EVER!

The demand for advertising space is already large, and some forms have been sent to press with advertisements in choice positions. Those who want to have careful and leisurely attention given to their advertisements should let us have them early, as, in a week or two, we will be "in a rush" and will have to handle all matters as quickly as we can, and we do not want any of our advertisements to be of the set up in a hurry kind. ❀ ❀ ❀ ❀ ❀

## The Special Autumn Number

of

## The Canadian Grocer

is now in active  
preparation

It combines all the features that go to make up a first-class ADVERTISING MEDIUM—REPUTATION, CIRCULATION, APPEARANCE, Etc.



September 19, 1901.

Goods in large lots and for prompt pay are generally obtainable at lower prices. All quotations for staple products are under the direct control of the Editors, who call daily upon all the leading houses in the principal centres.

## CANNED GOODS

## CANDIED PEELS

## GREEN FRUITS

## SUGAR

## HARDWARE PAINTS AND OILS

## SYRUPS AND MOLASSES

## CANNED MEATS

## FRUITS

## PROVISIONS

|                              |       |       |       |       |       |
|------------------------------|-------|-------|-------|-------|-------|
| Dry Salted Meats—            |       |       |       |       |       |
| Long clear bacon             | 11    | 11½   | 12    |       |       |
| Smoked meats—                |       |       |       |       |       |
| Breakfast bacon              | 15    |       | 15    |       |       |
| Rolls                        | 12    |       | 12½   | 11    | 12    |
| Medium Hams                  | 14    | 13½   | 14    |       | 14    |
| Large Hams                   | 13    | 12½   | 13    |       |       |
| Shoulder hams                | 12    |       | 12    | 8     | 9     |
| Backs                        | 15    |       | 15    |       |       |
| Meats out of pickle 1c. less |       |       |       |       |       |
| Barrel Pork—                 |       |       |       |       |       |
| Canadian heavy mess          | 2 00  |       | 2½ 50 | 19 00 | 19 50 |
| short cut                    | 2 00  |       | 2 00  | 19 00 | 20 50 |
| Plate beef                   | 12 50 | 13 50 | 14 50 | 14 00 | 14 50 |
| Lard, tallow, per lb.        |       | 11½   |       | 11    | 11½   |
| Tubs                         |       | 11½   |       | 11½   | 1 ½   |
| Pails                        |       | 12    | 12    | 1 ¼   | 1 ½   |



# JAMES' "DOME" BLACK LEAD

Gives an instant and lasting polish to stoves,  
Grates, etc., without labour.



# ROWAT'S Pickles and Worcester Sauce.

The most popular in Canada.

**Agents**   **A. G. Snowden,**      **10 Lemoine Street,**      **Montreal.**  
               **"     F. H. Tippet & Co.,**      **10 Water Street,**      **St. John, N.B.**  
               **"     C. E. Jarvis & Co.,**      **Holland Block,**      **Vancouver, B.C.**

[illegible]



## BUSINESS CHANGES.

## DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

JOSEPH TREMBLAY, general merchant, St. Bruno (Chicoutimi) Que., has assigned and V. E. Paradis has been appointed provisional guardian.

H. W. Mockler, general merchant, Durham, Ont., is asking an extension.

Barbara C. Morlock, grocer, Hespeler, Ont., has assigned to Winnifield Brewster.

J. D. Sowerby, general merchant, etc., Oak Point, Ont., is offering to compromise.

A. Dumesnil, general merchant, Cascades Point, Que., is offering 40c. on the dollar.

Mrs. H. Dubois, general merchant, St. Didace, Que., has assigned to Lamarre & Galaiz.

Inness, Hemeon & Co., lobster packers, Liverpool, N.S., are offering 25c. on the dollar.

J. H. Montgomery, grocer, Edmonton, N.W.T., has assigned to Joshua Montgomery.

Jacob Rosen, general merchant, Selkirk West, Man., has assigned to Wm. Watson, Winnipeg.

Wm. MacPherson, general merchant, Williamstown, Ont., has compromised at 25c. on the dollar.

G. A. Labelle, general merchant, Washam Mills, Que., has assigned and F. A. Labelle, Hull, has been appointed provisional guardian.

A meeting of the creditors of Barbara C. Marlock, grocer, Hespeler, Ont., was held yesterday (Thursday).

## PARTNERSHIPS FORMED AND DISSOLVED.

Messier & Freres, grocers, Montreal, have dissolved.

McNeill Bros., grocers, Nelson, B.C., have dissolved. A. McNeill continues.

Moëckel & Course, confectioners and fruiterers, Macgregor, Man., have dissolved.

Demers & Larose have registered partnership as general merchants in Thetford Mines, Que.

## SALES MADE AND PENDING.

Burgess & Smith, grocers, Halifax, have sold out.

Bradford & Hessel, confectioners, etc., London, Ont., are advertising their business for sale.

The stock of James Lyder, grocer, New-castle, N.B., has been sold by sheriff under execution.

The assets of the estate of J. Verret, general merchant, Becancour, Que., have been sold.

The stock of J. C. Gagnon, general merchant, St. Flavie Station, Que., has been sold at 65c. on the dollar.

The stock of the estate of Geo. E. Nugent, general merchant, Hazel Cliffe and Wapella,

N.W.T., has been sold. The Hazel Cliffe stock was bought at 80c. and the Wapella stock at 70c. on the dollar.

The assets of J. H. Sauve, grocer, Montreal, have been sold.

Miss A. Chalifoux, general merchant, Wendover, Ont., has sold out.

Alex. Young, general merchant, Summerville, N.S., is advertising to sell out.

D. Nerrie, general merchant, Springbrook, Ont., is advertising his business for sale.

The stock of J. R. Boyd, general merchant, West Lake Vale, N.S., has been sold by assignee.

## CHANGES.

Anetta Trebilcock, grocer, London, Ont., has sold out to Wm. T. Hall.

Mrs. Arthur Lalonde has registered under the style of A. Lalonde & Co., tobacconists and cigar dealers, Montreal.

Robert Forward, cigar dealer, etc., North Sydney, N.S., has sold out to Charles Ross.

Albert Peart, confectioner, Leamington, Ont., has been succeeded by Peart & Miller.

N. B. & D. Howden, grocers, etc., Watford, Ont., have been succeeded by N. B. Howden & Son.

M. Richardson & Co., general merchants, etc., Flesherton, Ont., have sold out to Boyd, Hickling & Co.

The style of the Creme de la Creme Cigar Co., Limited, has been changed to J. M. Fortier, Limited.

Robert Armstrong, grocer and blacksmith, Makinac, Man., is advertising his blacksmith shop for sale.

Lucius B. Currie has registered as sole proprietor of L. B. Currie & Co., general merchants, La Have, N.S.

W. T. Harris, grocer, Sydney, N.S., has registered consent for his wife, Mamie Harris, to do business in her own name.

The style of Lawry & Son, Limited, pork packers, Hamilton, Ont., has been changed to the Fowlers' Canadian Co., Limited.

Folis & Consentino have bought out Lechtzier & Co., fruiterers, and W. Rodgers & Co., fruiterers and confectioners, Winnipeg.

## FIRES.

A. F. Hawke, general merchant, Grimsby, Ont., has suffered loss by fire.

W. H. Brown, general merchant, Pugwash, N.S., has been burned out; no insurance.

The property of C. W. Stewart, grist miller, St. John, N.B., has been damaged by fire; insurance \$3,000.

## DEATHS.

James Pearson, general merchant, Lytton, B.C., is dead.

Abel C. Robbins, of Parker, Eakins & Co., wholesale grocers, etc., Yarmouth, N.S., is dead.

# Enterprise

RENOVATOR.

The perfect carpet and clothes cleaner.

Grocers: Send for our special offer.

ENTERPRISE SPECIALTY CO.,  
83 Bay Street, TORONTO.

## AN INTRODUCTION

MR. GROCER,

Permit us to introduce to you our

## N. & B. Jelly Powder

We know the acquaintance will prove mutually profitable—

Price, 90c. doz.    Retails 10c. package

A good profit to the merchant.

Satisfaction for the consumer.

If you have never seen the goods write us on your letter paper. We will send you by return mail a sample package **FREE**.

IT'S WORTH TRYING.

NICHOLSON & BROCK,  
TORONTO.

# Ross' Tea

We persist in telling you, that ROSS' High Grade is the only pure Ceylon tea on the market. All others, without exception, are mixed with China and other teas.

The grocer who supplies his trade with good, pure articles, is the one who "gets there."

You say you give your customers what they ask for, that's all right, but when you are recommending a better and purer article than the one they ask for, you are safe in doing it every time.

ROSS' High Grade Ceylon Tea is the best tea that has ever been put up in Canada. Send for samples and prove it for yourself.

5, 10, 25 and 50c. packages.  
The 25c. package contains 10 ounces.  
The 50c. package contains 20 ounces.  
Black, Green or Mixed.

THE ROSS TEA CO., - - TORONTO.



## THE PROVISION TRADE.

The Markets—Provisions in the United States—Miscellaneous Notes.

### PROVISIONS IN THE UNITED STATES.

**P**ROVISIONS are higher than a month ago, when corn was almost 7c., and wheat 6c. higher than at present. The grains have receded and provisions have moved up. The best advances have been in the near-by product, because it has had the help of an excellent cash demand. Hogs are at 7c., the top figure so far. The live animal is above a parity with the manufactured product. The outsider is as much afraid of the present high level of products as he is timid over corn and oats, and he has been in the provision market for 60 days. The packers are generally friendly to the near-by futures, but are divided over the January. There is one large long line of January lard; but the manufacturers generally are disposed ahead of last year for the same two months, but the liquidation is apparently ending. With all the extra hog supply the stocks of lard have decreased. The stocks of meats have not increased on this hog liquidation, but they are considerably larger than they were last year. The position of the fats is substantially stronger than the meats.—National Provisioner.

### BUTTER FROM VEGETABLE MATTER.

Is the cow to be altogether eliminated from the dairy? The British Consul-General at Marseilles hears that "a new fatty substance for consumption in the United Kingdom, to take the place of butter, is being put on the British market. It is called vegetaline, and is nothing else than the oil extracted from coprah (dried cocoanut), refined, and with all smell and taste neutralized by a patented process. It becomes like sweet lard, and is intended to compete with margarine on the breakfast table, as a substitute for butter." A Liverpool firm, we are told, will this year help in an effort to popularize the stuff.

### THE PROPOSED GERMAN TARIFF.

The domestic food conditions of Germany must be very poor and very alarming to call for so drastic a prohibitive tariff as that for 1904, which raises the duty on imported meats, etc., from 50 to 300 per cent., as proposed.

If the internal conditions of Germany improve by the time it is contemplated to put the exclusion tariff in force, there will not be the same howl and demand, in certain quarters for it. If these domestic conditions in the Fatherland do not so

improve there is reason to believe that the oppressed condition of the people will not stand or permit the exclusion of the necessities of life or of their importation at far greater cost and expense to the people of that country.

Tariffs do not breed live stock. They could not encourage the replenishing of the German herds under food conditions which would call for a heavier killing of the home herds.

With a proposed duty of nearly \$4 per head on calves, \$6 per head on cows, \$2 40 per head on hogs and \$75 per ton on meat coming into Germany, it can readily be seen that there is a purely selfish speculative move behind this tariff schedule, and an ulterior concert purpose beyond. After the pockets of those closely in interest is satisfied and the temporary assist to diplomacy has been played to the limit we feel confident that this tariff will either lapse or be very materially modified.—National Provisioner.

### TO MAKE THEIR CUSTOMERS PAY.

The retail butchers and provision dealers of Saginaw, Mich., are uniting to enforce payment of their customers' accounts, and have formed an association. Among the rules adopted are the following:

1. All customers receiving credit to pay accounts in full on each regular pay day.
2. That customers not paying their accounts in full to be reported to the association.
3. That further credit shall be refused them at all markets until such account is settled in full.
4. All butchers having such accounts shall notify the secretary of the association, and the account will be referred to a committee appointed to investigate the same.
5. Any member giving such person credit shall be fined \$2 for first offence, and \$5 for every offence afterward.

Provision dealers throughout Canada might find it good policy to adopt similar means to get payment of their accounts.

### THE EVIL OF FROZEN MEATS.

Refrigerator fresh meat has a decided advantage over frozen meat, says the National Provisioner. It is a singular fact, however, that meat which has been frozen and subjected to a temperature of 50 to 60 degrees F. decomposes much more rapidly than meat which has been subjected to a temperature below the freezing point.

A cut of beef or a leg of mutton which has been frozen loses a very large part of its juices or gravy when cooked. This is due to the structural change in the cells. Refrigerated or fresh meats do not have this evil of insipidness; neither are these meats flabby or ropy. Cold will loosen and extract the albumen from meats, while cooking hardens and seals it in the meat body.

### THE PROVISION MARKETS.

#### TORONTO.

Dressed hogs are 10c. higher. Calves are 50c. dearer. Lambs are ¼c., beef carcasses ½c., and hind quarters 1c. lower. Otherwise there is no change in dressed meats. There is not much doing, as the fall demand has not yet properly opened up. We quote as follows: Dressed hogs, \$9.25 to \$9 60 per cwt.; mutton, \$5 50 to \$6 50 per cwt.; lambs, 7½ to 8½c. per lb.; beef carcasses, \$7.25 per cwt. for best and \$6 to \$7 for mediums; hind quarters, 8c. for best; fore quarters, 4½ to 5½c. for best; calves, \$8 50 for best and \$6 to \$7 for mediums.

The market for all pork products continues stiff, though the only change is an advance of ¼c. in lard in tierces. We quote: Long clear bacon, 11½ to 12c. Smoked meats: Breakfast bacon, 15c.; rolls, 12½c.; small hams, 14c.; medium hams, 14c.; large hams, 13c.; shoulder hams, 12c.; backs, 15c. Barrel pork—Canadian heavy mess, \$20.50; Canadian short cut, \$22. Lard—Tierces, 11½c. tubs, 11¼c.; pails, 12c.

#### ST. JOHN, N. B.

Barrelled pork continues to advance. The local packed is chiefly mess and will be used as far as it goes. Beef is very firm, particularly Boston prices which are usually below Chicago. Ontario beef shows improved sale. Lard is also higher.

## EGGS, BUTTER, CHEESE, ETC.

CONSIGNMENTS SOLICITED.

Write us when you have Eggs and Butter to offer. Cases supplied.

The J. A. McLean Produce Co., Limited,  
77 Colborne St., TORONTO.

Established 1873.

Pork Packers, Commission Merchants,  
Buyers and Exporters of

Eggs, Butter,  
Cheese, Poultry.

D. GUNN, BROTHERS & CO.  
76-78-80 Front St. E. - TORONTO.



**Buy...**

**REGISTERED**  
*Bow Park*  
**BRANDS**

**PICKLES** for your  
best trade.

PREPARED BY

**Shuttleworth & Harris,**  
BRANTFORD, ONT.

The demand for

**REGISTERED**  
*Bow Park*  
**BRAND**  
**HAMS**

is growing every day, and we think it will pay you to handle them.

Your customers will enjoy them and you will be pleased to sell them, as they are the best in any line of goods.

**The Brantford Packing Co.**  
LIMITED  
BRANTFORD, ONT.

**HAMS**

**Sugar Cured  
Bright  
Juicy  
Well Flavored**

There are no better Hams made than Fearman's "Star Brand." If you have not proved this, send us a sample order.

**F. W. FEARMAN CO.**

Limited

Pork Packers and Lard Refiners,  
Hamilton, Ont.

**THE CANADIAN PACKING CO.**  
LONDON, ONT.



GUARANTEED CHOICE AND PURE.  
**GOLD MEDAL, PARIS 1900.**  
Please order goods through your wholesale house.

### THE BEET-SUGAR INDUSTRY.

At a well-attended meeting of farmers who live in the vicinity of Galt, Ont., a suggestion to establish a large beet-sugar factory was favorably considered, and a deputation was sent to Michigan to inquire into the conditions of the sugar-making industry in that State. It is stated that American capitalists have offered to furnish \$40,000 capital if an \$80,000 factory is erected.

The board of directors of the Warton Beet Sugar Manufacturing Company has awarded the contract for the erection of buildings and plant for next fall. The buildings and part of the plant are to be of 700 tons of beets capacity per day, the mean capacity being 350 tons. It is understood the contract price is almost \$350,000. The following officers were reelected at a meeting of the shareholders of this company last week: President, B. B. Freeman; vice-president, J. Flett; directors, J. C. Siemon, J. Young and J. A. Simmers.

The Ontario Beet Root Sugar Co., Limited, Toronto, have been incorporated with a capital stock of \$1,000,000, and the following provisional directors: Hugh Blain, Robert Jaffray, M. J. Hay, M. McLaughlin, H. M. Pellatt, Arch. Campbell, Jas. Fowler, W. J. Gage, John Flett, S. F. McKinnon, S. H. Janes and N. B. Gash, all of Toronto; and Wm. Henry, of Hamilton; F. J. Denison, Dunnville, and John Brown, Dunnville. It is probable that this concern will erect a factory at Dunnville, Ont.

### CORDIALTY.

Turn to your Webster and you find that "cordiality" means "sincere affection and kindness; warmth of regard; heartiness." Cordiality, therefore, would seem a mighty handy quality to mix with one's business, says New York Merchants' Review.

How often is one rebuffed or repelled by coldness, stiffness, gruffness, surliness, brusqueness or simple absence of politeness, and then just when one is almost ready to register a solemn oath that one will never enter the store again, one meets a cordial glance, a cordial manner and a cordial inquiry, and the ill-humor evaporates, the natural irritation is allayed and a customer is preserved to the business who may continue as a constant patron for many years.

A really cordial manner is worth going some distance to meet. He that has it as a birthright is born with a gold spoon in his mouth, and yet it is a simple matter to acquire it, it costs nothing, but in the retail store it is more precious than rubies, more fragrant than spikenard.

Cultivate a cordial reception of customers, esteemed readers, and the price at which you sell will have less power to make or mar your prospects.

# COWAN'S

## FINE SWEET COATINGS

Beaver, Ebony,  
Maple Leaf,  
Empress, etc.

**UNSWEETENED** Gem, Superior, Ruby, Amber,  
Hero, Golden and Extra Golden.

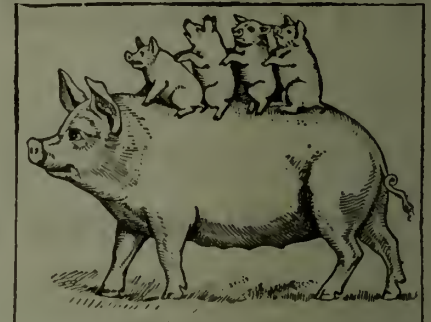
COWAN'S fine Cocoa for Soda Fountains, in 5-lb. tins.  
The best and purest.

## THE COWAN CO., Limited, TORONTO

## THE FARMERS' CO-OPERATIVE PACKING CO. OF BRANTFORD, LIMITED.

**Absolutely  
Pure**

# LARD



Is indispensable in the kitchen, therefore an absolute necessity on the Grocer's shelves.

**WE GUARANTEE OUR LARD TO BE ABSOLUTELY PURE.**

*Lard in Tierces, in 50-lb. Tubs, in 20-lb. Pails,  
in 5-lb. Tins, in 3-lb. Tins.*

A trial order will convince you of its high quality and purity.

## Our Brands Give Satisfaction.

**SUGAR-CURED HAMs,  
BONELESS BREAKFAST BACON,  
ROLL BACON, PURE LARD**

## Hot Weather Specials

**READY FOR LUNCHEON:**

**BOILED PORK HAMs,  
LUNCH BEEF,  
BOLOGNA SAUSAGE,**

**BOILED BEEF HAMs,  
HAM, CHICKEN and TONGUE  
SAUSAGE.**

## The Park, Blackwell Co., Limited

**Packers and Exporters.** **TORONTO, CANADA.**

London Agents: Messrs. Miller Bros.  
16 Tooley St.

Liverpool Agents: Messrs. W. P. Sinclair & Co.  
12 North John St.



Subscribers wanting goods or special quotations on anything anywhere in Canada at any time, can get them by mail or wire by corresponding with **THE CANADIAN GROCER**, Toronto or Montreal.

IT doesn't matter whether it is a case of being **TOO FAT** or **TOO THIN**  
Bread, Cakes, etc., made from

## "SUPERIOR GLUTEN FLOUR"

Will restore nature to its normal condition.

Samples and prices on application to

**E. A. SHOEBOOTHAM**

CANADIAN AGENT,

St. James' Park, LONDON, Canada.



ESTABLISHED 1869

## Geo. Stanway & Co.

Brokers and  
General Commission Merchants

Teas, Sugars, Molasses, 46 Front St. East,  
Canned Goods TORONTO

Correspondence Solicited.

## ROCK SALT FOR HORSES and CATTLE.



TORONTO SALT WORKS, Toronto, Ont.

## ... GOYERS ... MAPLE BLEND SYRUP

A good seller. Every can  
guaranteed. No loss.

## WARREN BROS. & CO.

TORONTO.

## QUICKMAID RENNET TABLETS



Make delicious desserts in ten minutes.

A book of recipes goes with each package.

The most reliable Rennet Tablets on the market. For sale by all wholesalers.

Retails at \_\_\_\_\_  
10 Tablets for 10 Cents.

## SLEE, SLEE & CO.,

Limited

Tower Bridge Brewery,  
LONDON, ENG.

## FOR English Malt Vinegars.

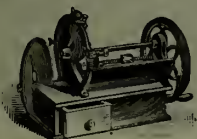
Ontario Agents

John W. Bickle & Greening.

HAMILTON AND TORONTO.

From whom Samples and Prices can be obtained.

Rotary  
Smoked Beef Shaver  
with Patented  
Self-Sharpening Device



No. 125, 2 Blades, \$18.00  
No. 129, 1 Blade, 18.00

Self-Priming and  
Measuring Pump



No. 97, \$5.50

Auger for above Pump



No. 97, 60 cents

## "ENTERPRISE"

### Rapid Grinding and Pulverizing Mill

Fitted with General Electric Co's. 1/2 H.P. Motor

The Machine is self-contained and is ready for connection to feed wire as shipped from factory

Will be furnished with Motor suitable for all conditions as to Current, Voltage, etc.

### GRINDING CAPACITY

#### FAST SPEED

Granulating 3 pounds of Coffee per minute

#### SLOW SPEED

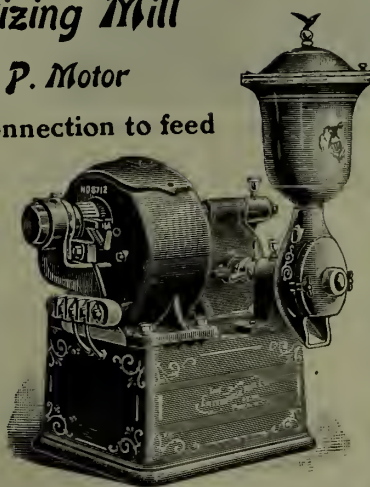
Granulating 2 pounds of Coffee per minute

Pulverizing 1-2 pound of Coffee per minute

Can be regulated for Fine or Coarse Grinding while Mill is running

Pulverizing Grinders furnished only when so ordered

Illustrated Catalogue Mailed FREE. Order from your Jobber



No. 8712

Height, 30 inches. Width, 18 inches.  
Length, 22 inches. Weight, 250 lbs.

Capacity of Iron Hopper  
4 lbs. of Coffee

PRICE ON APPLICATION

The Enterprise Manufacturing Co. of Pa.

Philadelphia, Pa., U. S. A.

# New Officers of the Maritime Board of Trade



**W. A. Black, President, Halifax, N.S.**

Mr. Black is a member of the well-known firm of Pickford & Black, whose steamers run regularly between Canada and the West Indies. He was one time a member of the Nova Scotia Legislature.



**G. D. Longworth, Vice-President for P.E.I.**

Mr. Longworth is senior member of the firm of G. D. Longworth & Co., lobster packers, Charlottetown, P.E.I.



**W. S. Fisher, St. John, Vice-President for N.B.**

Mr. Fisher is a member of the firm of Emerson & Fisher, wholesale hardware, St. John, and of the Enterprise Stove Co., Sackville. He is financially interested in other industries besides, and is president of the New Brunswick Tourist Association.



**Charles M. Creed, Secretary.**

Mr. Creed has for a number of years been secretary of the Halifax Board of Trade, and he has, during the seven years of the Maritime Board of Trade's existence, been thrice elected its secretary.

Elected at the Annual Meeting in Chatham, N.B., August 22 and 23.



# CEYLON AND INDIA TEA

## BLACK

The merit of the **Black Teas** has established them high in popular estimation. They are drunk wherever the English language is spoken. They follow the flag and drive out less meritorious growths.

OR

But some consumers are wedded to light drawing kinds, with pale liquor and without the full body and richness of the black kinds.

## GREEN

The **Green Teas** of Ceylon and India are made expressly for this trade. In Make, Quality and Price they challenge comparison with other growths.

They are grown, prepared and packed with the same skill by the British Planters who have revolutionized the black tea trade.

They have caught on in Canada and are no longer in the experimental stage. Try them.

## THE DRUMMER'S CIGAR.

"O H, old Jones is an easy mark," said one drummer to another, as they sat talking in the hotel office. By this he meant that it an easy thing to sell goods to Jones. Happening to overhear the remark, and being acquainted with the speaker, I asked him to tell me why he considered Jones an easy customer to sell to. He replied that Jones bought a good many things that he did not really need, and that he seemed to have a mania for buying. "Why," said he, "I have sold Jones goods enough of one kind to do him two years, when he had no possible use for more than enough to do him for three months." Not long after this conversation occurred, Jones failed in business, and his creditors said the reason for the failure was "overstocked in unseasonable goods." The fact was that Jones invested his money in goods he did not need, and when he needed the money to buy other goods with, or to pay other bills, he could not realize it from his foolish purchases. There are lots of Joneses in business yet, and in time they will fail, unless they quit buying goods they do not need. It will be as bad with them if they buy more than a reasonable quantity of anything, no matter how saleable it is.

"That cigar will be worth \$100 to me," said another drummer, as he bought a 15c. cigar of the newsboy at the hotel. The next time I met the man I asked him to explain how a single cigar would be worth \$100. "That is easy enough," he replied. It's this way: Smith is partial to that particular make of cigars, and when I give him one of them he invariably orders more goods of me than he would without the cigar. When I get him in a buying humor, it is no trick at all to sell him an extra \$100 worth of goods." "But do you consider it honest to impose on him in that way?" I asked. "Of course it is honest, if Smith is fool enough to bite at such bait," the man replied.

"If Smith is fool enough"—that tells the whole story. The man is on the road to sell goods, and he does not scruple about selling a dealer an overstock, or about selling him goods that he will find hard to dispose of. If the dealer refuses to buy more than he needs, the salesman tells his neighbors that he is a hard buyer. If he buys too much, he is known as an easy mark. If he has prejudices that the salesman can impose upon, or if he has weaknesses that can be taken advantage of, the salesman is very likely to offer him innocent bribes.

A dealer in our town has a weakness for good dinners. A certain salesman knows

it, and makes a habit of inviting the merchant to take dinner with him whenever he is in town. The dinner costs the salesman 50c. It sells \$50 worth of goods for him. For the salesman it is a good investment; for the merchant it is an expensive dinner, when he calculates how many dollars' worth of goods he has bought that he would not have bought without the dinner. Usually, he does not need the extra goods, and they are hard to dispose of.

Occasionally, a salesman is unfair to his customer, but, as a general rule, he will not impose on a customer who knows what he needs, who buys nothing he does not need, and who will not accept or be influenced by cigars, treats, dinners, theatre tickets, free rides or other bribes. All these things are bribes—offered to the man for his own trade. They are usually expensive for the man who accepts them. If you want a hotel dinner it is cheaper to go and buy it for 50c. than it is to pay the salesman the profit on \$100 worth of goods you do not want nor need.

Have you ever taken time to think of these matters? If you have not done so, now is a good time to sit down alone and carefully calculate how very costly a drummer's cigar may be for you.—"Yours Truly," in Merchants Journal.

## CLOTH AND CARPET CLEANER.

How many times has the storekeeper been asked for some article good for cleaning carpets on the floor, or for removing stains and soils from clothing? The Enterprise Specialty Co., of 83 Bay street,

Toronto, has solved the problem of a long-felt want, by giving to the public a preparation named "Enterprise Renovator," which is guaranteed to fill a variety of requirements in this respect. The makers claim for it that it will clean carpets, rugs, etc., restoring the colors; will make lace curtains white and save wear from rubbing; will improve the appearance of the general wash; will clean and remove stains from clothing, including silks and dress goods of the finest material. In addition to these attainments, "Enterprise Renovator" is useful for polishing glass, oilcloth, etc. It is guaranteed not to injure the finest fabrics, and is also said to be a preventative of moths. The Renovator has met with a large sale wherever introduced, and it has now come to be that enterprising grocers and "Enterprise Renovator" go hand in hand.

## INQUIRIES REGARDING CANADIAN TRADE.

The following were among the recent inquiries relating to Canadian trade received at the High Commissioner's Office in London, Eng.:

1. An Antwerp importer asks for names of British Columbian packers of canned salmon.
2. The agency for one or two large packers in Canada of canned goods is required by a London firm who are prepared to push the sale of these goods.
3. The engineer and surveyor of an important district in London makes inquiry respecting the suitability of Canadian woods for paving purposes.

[The names of the firms making the above inquiries, can be obtained on application to the editor of THE CANADIAN GROCER.]

POPULARITY

is the proof of merit, and no brand has ever achieved popularity so quickly as

"BOBS"

CHEWING TOBACCO

In 5 and 10c. Plugs.

BOBS costs you only 36 cents, and pays a good profit.

BOBS is well advertised.

BOBS is selling well in almost every store from the Atlantic to the Pacific.

BOBS is A BIG PLUG FOR LITTLE MONEY

Made by

THE EMPIRE TOBACCO CO.,  
LIMITED  
MONTREAL, QUE.



CANADIAN ADVERTISING is best done by THE  
E. DESBARATS ADVERTISING AGENCY  
MONTREAL

Mediterranean Fruits  
Granulated and Raw Sugars  
molasses and Syrups, Glucose, Etc.

Excelsior Macaroni  
White Castile Soap

C. A. CHOUILLOU & CIE.  
14 Place Royale  
(Customs House Sq.) MONTREAL.

**"Chief Keokuk"**

Pickles and Condiments.

**"Montrose"**

Tomatoes, Peas and Vegetables.

SOLD ON THEIR MERITS.

**KEOKUK PICKLE CO.**

KEOKUK, IOWA, U.S.A.



**CLOTHES  
PINS...**

Selected and full count, in  
packages of 4 doz.—6 doz.  
—12 each to a case.

This makes a very attractive  
shelf display line. Also in  
cases of 5 gross, large and  
small sizes. Ask for quotations.

**BOECKH BROS. & COMPANY,  
TORONTO.**

Manufactured by  
**WM. CANE & SONS MFG. CO**  
Limited,  
NEWMARKET.

**KEEP COOL!**

**Georgia Watermelons**

First car of the season just arrived.

*Extra Fancy Bananas, Pineapples, Oranges, Lemons.*

**CANADIAN** Tomatoes, Raspberries, Cherries, Currants, etc.,  
arriving 3 to 5 times daily per express.

Telephone or Mail your orders. Will make prices right. Quality Right.

**Hugh Walker & Son,** Wholesale Fruit Importers, **Guelph, Ont.**

**GRIMBLE'S** English Malt  
Six GOLD Medals **VINEGAR**

**GRIMBLE & CO., Limited, London, N.W., Eng.**



**"CAPSTAN" BRAND**

Package and Bulk **MINCE MEAT.**

**PACKAGES**— $\frac{1}{4}$  gross in case.

**BULK**— $\frac{1}{4}$  pails, 6 in. crate.

60 lb. **TUBS**

100 lb. "

25 lb. **PAILS**

75 lb. **TUBS**

500 lb. **BARRELS.**

Sold by all wholesale grocers.

Sole Manufacturers—

**The Capstan Mfg. Co., - Toronto.**



**Almost Sold**

—What with our advertising, our free cook  
books, our show cards, and the handsome  
appearance of our packages, you can know  
that there is no better seller than

**Dwight's Cow Brand Soda**

Don't let your stock run too low!

**JOHN DWIGHT & CO.,**

34 Yonge St., **TORONTO.**

Agencies in all leading centres.



**LICORICE..**

We manufacture everything in the Licorice line carried by the Gro-  
cery, Drug and Confectionery trades. We might mention—Y. & S. Stick  
Licorice, plain and corrugated; Acme Licorice Pellets; Y. & S. Licorice  
Lozenges, in cans or glass jars; A B C Blocks; Purity & Dulce Brand one  
cent sticks; Bundled Licorice Root; Small Cigars, 300 to box, etc. In PLI-  
ABLE LICORICE, Triple Tunnel Tubes, Mint Puff-Straps, Navy Plugs and  
Golf-Sticks 100 to box; Blow Pipes 200 and 300 to box; Manhattan  
Wafers, 2  $\frac{1}{2}$  lb. boxes; Curved Stem Pipes, 200 to box. Write for illustrated  
catalogue.

**YOUNG & SMYLLIE**

Established 1845.

BROOKLYN, N.Y.



Reliable goods bring you new customers.

# Southwell's Pure Fruit Jams

Are always reliable.

They stand at the head.  
Send for reduced price list.



## FRANK MAGOR & CO.

AGENTS FOR CANADA.

16 St. John St., MONTREAL.

# WILSON'S SCALES

ARE AS GOOD AS A GOVERNMENT BOND.

The grocer can get a Tea Scale that will turn with a postage stamp, or a Computing Scale that will count the money and show the weight of goods at the same time.



Easy terms of payment.

Highest Medal at Chicago, and Paris, France.

## C. WILSON & SON

69 Esplanade St. East, - Toronto, Ont.

GET PRICES.

## Current Market Quotations for Proprietary Articles

September 19, 1901.

Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy. The editors do not supervise them. If a change is made, either an advance or decline, it is referred to in the market reports, as a matter of news, whether manufacturers request it or not.

### BAKING POWDER.

| Cook's Friend—                          |         |  |
|-----------------------------------------|---------|--|
| Size 1, in 2 and 4 doz. boxes.....      | \$ 2 40 |  |
| " 10, in 4 doz. boxes.....              | 2 10    |  |
| " 2, in 6 ".....                        | 80      |  |
| " 12, in 6 ".....                       | 70      |  |
| " 3, in 4 ".....                        | 45      |  |
| Pound tins, 3 doz. in case.....         | 3 00    |  |
| 12oz. tins, 8 ".....                    | 2 40    |  |
| 9oz. tins, 4 ".....                     | 1 10    |  |
| 5lb. tins, 1/2 ".....                   | 4 00    |  |
| Diamond—                                |         |  |
| 1 lb. tins, 2 doz. in case.....per doz. | 2 00    |  |
| 1/2 lb. tins, 5 ".....                  | 1 25    |  |
| 1/4 lb. tins, 4 ".....                  | 0 75    |  |

### IMPERIAL BAKING POWDER.

| Cases Contain. | Sizes of Cans. | Per Doz. |
|----------------|----------------|----------|
| 4 doz.         | 10c.           | \$0 85   |
| 3 " "          | 6-oz.          | 1 75     |
| 2 and 3 doz.   | 12-oz.         | 3 40     |
| 2 and 1 3 doz. | 16-oz.         | 4 35     |
| 1 doz.         | 2 1/2-lb.      | 10 40    |
| 1/2 and 1 doz. | 5-lb.          | 19 50    |

### MAGIC BAKING POWDER.

| Contain. | Sizes of Cans. | Per Doz. |
|----------|----------------|----------|
| 4 doz.   | 4-oz.          | \$0 65   |
| 4 " "    | 6-oz.          | 0 80     |
| 4 " "    | 8-oz.          | 1 00     |
| 4 " "    | 12-oz.         | 1 50     |
| 4 " "    | 16-oz.         | 1 80     |
| 1 " "    | 2 1/2-lb.      | 4 50     |
| 1 " "    | 5-lb.          | 7 75     |

### JERSEY CREAM BAKING POWDER.

|                               |      |
|-------------------------------|------|
| 1/2 size, 5 doz. in case..... | 40   |
| 1/4 size, 4 doz. in case..... | 75   |
| 1/2 " 3 " ".....              | 1 25 |
| 1 " 2 " ".....                | 2 25 |

### BLACKING.

#### SHOE POLISH.

HENRI JONAS & Co. Per gross.

|                        |        |
|------------------------|--------|
| Jonas'.....            | \$9 00 |
| Froment's.....         | 7 50   |
| Military dressing..... | 24 00  |

#### BLUE.

|                                                                                               |        |
|-----------------------------------------------------------------------------------------------|--------|
| Keen's Oxford, per lb.....                                                                    | \$0 17 |
| In 10 box lots or case.....                                                                   | 0 16   |
| Reckitt's Square Blue 12-lb. box.....                                                         | 0 17   |
| Reckitt's Square Blue, 5 box lots.....                                                        | 0 16   |
| Nixey's "Cervus" in squares, 1 oz., in bags, 1/2 and 1 oz., and in pepper boxes, 20. and 100. |        |
| Cooney's Royal Windsor, per gross.....                                                        | 4 80   |
| Universal, bag, per gross.....                                                                | 4 80   |

#### BLACK LEAD.

|                                                                            |      |
|----------------------------------------------------------------------------|------|
| Reckitt's per box.....                                                     | 1 15 |
| Box contains either 1 gro., 1 oz. size: 1/2 gro., 2 oz. or 1/4 gro., 4 oz. |      |
| Nixey's Refined 1d. 2d. and 1a. pkts.                                      |      |
| " Silver Moonlight 5 and 1 1/2 pkts.                                       |      |
| " Nixelene Paste 1d. 2 1/2d. 5d. size.                                     |      |
| Nixey's Jubilee, round in 1 and 2 oz. blocks.                              |      |
| Cooney's Universal, per gross.....                                         | 4 80 |

#### CORN BROOMS

BORCKH BROS & COMPANY doz. net

|                                   |      |
|-----------------------------------|------|
| Bamboo Handles, A, 4 strings..... | 4 35 |
| " " B, 4 strings.....             | 4 10 |
| " " C, 3 strings.....             | 3 85 |
| " " D, 3 strings.....             | 3 60 |
| " " F, 3 strings.....             | 3 35 |
| " " G, 3 strings.....             | 3 10 |
| " " I, 3 strings.....             | 2 85 |

#### BISCUITS.

CARR & CO., LIMITED.

Frank Magor & Co., Agents.

|                                                                                |          |
|--------------------------------------------------------------------------------|----------|
| Cafe Noir.....                                                                 | 0 15     |
| Ensign.....                                                                    | 0 12 1/2 |
| Metropolitan mixed.....                                                        | 0 09     |
| Special price list of Fancy Tins for Xmas trade and other lines on application |          |

#### CANNED GOODS.

##### MUSHROOMS.

|                           |         |
|---------------------------|---------|
| HENRI JONAS & Co.         |         |
| Mushrooms, Rionel.....    | \$15 50 |
| " 1st choice Duthell..... | 18 50   |
| " 1st choice Lenoir.....  | 19 50   |
| " extra Lenoir.....       | 22 00   |
| Per case, 100 tins.       |         |

#### FRENCH PEAS—DELOREY'S

HENRI JONAS & Co.

|                      |        |
|----------------------|--------|
| Moyen's No. 2.....   | \$9 00 |
| 1/4 Fins. No. 1..... | 10 50  |
| 1/4 Fins.....        | 12 50  |
| Tres fins.....       | 14 00  |
| Extra fins.....      | 15 00  |
| Sur extra fins.....  | 16 50  |
|                      | 18 00  |

#### FRENCH SARDINES.

HENRI JONAS & Co.

|                       |        |
|-----------------------|--------|
| 1/4 Trefavennes.....  | \$9 50 |
| 1/4 Rolland.....      | 9 50   |
| 1/4 Delory.....       | 10 50  |
| 1/4 Club Alpines..... | 12 50  |

#### CHOCOLATES & COCOAS.

|                                            |          |
|--------------------------------------------|----------|
| Epps's cocoa, case of 14 lbs., per lb..... | 0 35     |
| Smaller quantities.....                    | 0 37 1/2 |

#### CADBURRY'S.

|                                          |          |
|------------------------------------------|----------|
| Frank Magor & Co., Agents per doz.       |          |
| Cocoa essence, 3oz. packages.....        | \$1 65   |
| Mexican chocolate, 1/4 and 1/2 lb. pkgs. | 0 40     |
| Rock Chocolate, loose.....               | 0 40     |
| " 1-lb. tins.....                        | 0 42     |
| Nibs, 11-lb. tins.....                   | 0 35 1/2 |

#### Chocolate—FRY'S.

|                                             |      |
|---------------------------------------------|------|
| Caramels, 1/4's, 5-lb. boxes.....           | 0 42 |
| Vanilla, 1/4's.....                         | 0 42 |
| "Gold Medal" Sweet, 1/4's, 5 lb. boxes..... | 0 29 |
| Pure, unsweetened, 1/4's, 5 lb. boxes.....  | 0 42 |
| Fry's "Diamond", 1/4's, 14 lb. boxes.....   | 0 24 |
| Fry's "Monogram", 1/4's, 14 lb. boxes.....  | 0 24 |

#### Cocoa—

|                                        |      |
|----------------------------------------|------|
| Concentrated, 1/4's 1 doz. in box..... | 2 40 |
| " 1/4's.....                           | 4 50 |
| " 1 lb. ".....                         | 8 25 |
| Homoeopathic, 1/4's 14 lb. boxes.....  |      |
| " 1/4's 12 lb. boxes.....              |      |

#### JOHN P. MOTT & CO.'S.

|                                       |      |
|---------------------------------------|------|
| E. S. McIndoe, Agent, Toronto.        |      |
| Mott's Broma.....                     | 0 80 |
| Mott's Prepared Cocoa.....            | 0 28 |
| Mott's Homeopathic Cocoa (1/4's)..... | 0 32 |
| Mott's Breakfast Cocoa (in tins)..... | 0 40 |
| Mott's No. 1 Chocolate.....           | 0 80 |
| Mott's Breakfast Chocolate.....       | 0 28 |
| Mott's Caramels Chocolate.....        | 0 40 |
| Mott's Diamond Chocolate.....         | 0 23 |
| Mott's French-Can. Chocolate.....     | 0 18 |
| Mott's Navy or Cooking Chocolate..... | 0 28 |
| Mott's Cocoa Nibs.....                | 0 35 |

|                                          |      |
|------------------------------------------|------|
| Mott's Cocoa Shells.....                 | 0 05 |
| Vanilla Sticks, per gross.....           | 0 90 |
| Mott's Confectionery Chocolate 3 31..... | 0 43 |
| Mott's Sweet Chocolate Liquors 0 19..... | 0 30 |

#### THE COWAN CO., LIMITED.

|                                                                                |         |
|--------------------------------------------------------------------------------|---------|
| Cocoa—                                                                         |         |
| Hygienic, 1-lb. tins, per doz.....                                             | \$7 25  |
| " 1/2-lb. tins ".....                                                          | 3 75    |
| " 1/4-lb. tins ".....                                                          | 2 25    |
| " fancy tins ".....                                                            | 0 90    |
| Hygienic, 5-lb. tins, for soda water fountains, 1c. taurants, etc. per lb..... | 0 55    |
| P. refection, 1/2-lb. tins, per doz.....                                       | 3 00    |
| Cocoa Essence, sweet, 1/2-lb. tins, per doz.....                               | 2 25    |
| Chocolate—                                                                     | per lb. |
| Queen's Dessert, 1/4's and 1/2's.....                                          | \$0 40  |
| " 6's.....                                                                     | 0 42    |
| Mexican Vanilla, 1/4's and 1/2's.....                                          | 0 35    |
| Royal Navy Rock ".....                                                         | 0 30    |
| Diamond ".....                                                                 | 0 25    |
| " 8's.....                                                                     | 0 23    |

#### CHEESE.

|                                        |        |
|----------------------------------------|--------|
| Imperial—Large size jars, per doz..... | \$8 25 |
| Medium size jars.....                  | 4 50   |
| Small size jars.....                   | 2 40   |
| Individual size jars.....              | 1 00   |
| Imperial Holder—Large size.....        | 15 00  |
| Medium size.....                       | 12 00  |
| Small size.....                        | 2 40   |
| Roquefort—Large size, per doz.....     | 1 40   |
| Small size.....                        | 8 25   |
| Paragon—Large size, per doz.....       | 4 50   |
| Medium size.....                       | 2 40   |
| Small size.....                        | 1 00   |
| Individual size.....                   |        |

#### COFFEE

|                            |          |
|----------------------------|----------|
| JAMES TURNER & CO. per lb. |          |
| Mocca.....                 | 0 32     |
| Damascus.....              | 0 28     |
| Calro.....                 | 0 20     |
| Sirdar.....                | 0 17     |
| Old Dutch Eto.....         | 0 12 1/2 |

#### CLOTHES PINS

|                                                           |      |
|-----------------------------------------------------------|------|
| BORCKH BROS. & CO.                                        |      |
| Clothes Pins (full count), 5 gross in case, per case..... | 0 55 |
| 4 doz. packages (12 to a case).....                       | 0 70 |
| 6 doz. packages (12 to a case).....                       | 0 90 |



# Edwardsburg Silver Gloss Starch.

Your idea may be that all starch is starch and that your customers won't detect even a slight difference in quality. You may think that because there is a cent or two extra profit on "Mushroom" brands (that come and go), you can retain the confidence of your trade—it doesn't pay to trifle with the confidence that a customer has in you and your goods.

Edwardsburg Silver Gloss Starch is as staple as flour. In the name there is the fame of nearly half a century. In the making there is the skill of long experience combined with honesty of purpose and unequalled manufacturing facilities. Edwardsburg Silver Gloss Starch represents the highest type of perfection there is or can be in starch. Kegs of 100-lbs.—handsome enamelled horse-shoe tins holding 6-lbs.—handsome 1-lb. packages that give a touch of life and color and "go" to a grocer's shelves.

## Edwardsburg Starch Co'y, Limited

Established 1858.

164 St. James Street,  
Montreal.

Works,  
Cardinal, Ont.

53 Front Street East,  
Toronto.

# DUNN'S PURE MUSTARDS

GIVE UNBOUNDED SATISFACTION.

The reason is—They are profitable to dealers and satisfying to consumers.

### COUPON BOOKS—ALLISON'S.

| \$2, \$3, \$5, \$10 and \$20 books.    | Un-<br>sorted | Covers and<br>num-<br>bered. | Coupons<br>numbered. |
|----------------------------------------|---------------|------------------------------|----------------------|
| 50 books, one kind or assorted.....    | \$1 50        | \$1 75                       |                      |
| 100 books, one kind or assorted.....   | 2 50          | 3 00                         |                      |
| 500 books, one kind or assorted.....   | 11 50         | 14 00                        |                      |
| 1,000 books, one kind or assorted..... | 20 00         | 25 00                        |                      |

### A lison's Coupon Pass Book.

|                    |               |
|--------------------|---------------|
| \$ 1 00 books..... | 2 cents each  |
| 2 00 books.....    | 2 cents each  |
| 3 00 books.....    | 2 cents each  |
| 5 00 books.....    | 2½ cents each |
| 10 00 books.....   | 3 cents each  |
| 15 00 books.....   | 3½ cents each |
| 20 00 books.....   | 4 cents each  |
| 25 00 books.....   | 5 cents each  |
| 30 00 books.....   | 8 cents each  |

### EXTRACTS.

#### HENRI JONAS & Co. Per gross.

|                                  |        |
|----------------------------------|--------|
| 1 oz. London Extracts.....       | \$6 00 |
| 1 oz. " " (no corkscrews).....   | 5 50   |
| 2 oz. " ".....                   | 9 00   |
| 2 oz. Spruce essence.....        | 8 00   |
| 2 oz. " ".....                   | 9 00   |
| 2 oz. Anchor extracts.....       | 12 00  |
| 4 oz. " ".....                   | 21 00  |
| 8 oz. " ".....                   | 36 00  |
| 1 lb. " ".....                   | 70 00  |
| 1 lb. Flat.....                  | 9 00   |
| 1 oz. Flat, bottle extracts..... | 18 00  |
| 2 oz. Square.....                | 21 00  |
| 4 oz. " " (corked).....          | 36 00  |
| 8 oz. " ".....                   | 72 00  |

|                                 |      |
|---------------------------------|------|
| 8 oz. " glass stop extracts.... | 3 50 |
| 8 oz. " ".....                  | 7 00 |

|                                    |      |
|------------------------------------|------|
| 2½ oz. Round quintessence extracts | 2 00 |
| 4 oz. Jockey decanters " "         | 3 50 |

### FOOD.

|                                     |      |
|-------------------------------------|------|
| Robinson's Patent Barley ¼ lb. tins | 1 25 |
| " " 1 lb. tins                      | 2 25 |
| " " Groats, ¼ lb. tins              | 1 25 |
| " " 1 lb. tins                      | 2 25 |

### GILLET'S POWDERED LYE.

|                     |        |
|---------------------|--------|
| 4 doz. in case..... | \$3 60 |
|---------------------|--------|

### JAMS AND JELLIES

#### SOUTHWELL'S GOODS. per doz.

|                            |      |
|----------------------------|------|
| Orange Marmalade.....      | 1 50 |
| Clear Jelly Marmalade..... | 1 80 |
| Strawberry W. F. Jam.....  | 2 00 |
| Raspberry " ".....         | 2 00 |
| Apricot " ".....           | 1 75 |
| Black Currant " ".....     | 1 85 |
| Other Jams, W. F. ....     | 1 55 |
| Red Currant Jelly.....     | 2 75 |

|                                           |                |
|-------------------------------------------|----------------|
| Jams—                                     | T. UPTON & CO. |
| 1-lb. glass jars 2 doz. in case, per doz  | \$1 00         |
| 5-lb. tin pails, 8 pails in crate, per lb | 0 06¾          |
| 7-lb. wood pails, 6 " "                   | 0 06¾          |
| 14-lb. wood pails, per lb                 | 0 06¾          |
| 30-lb " " " "                             | 0 06½          |
| Jellies—                                  |                |
| 1-lb. glass jars, per doz.....            | \$1 00         |
| 7-lb. wood pails, per lb.....             | 0 06¾          |
| 14-lb. " " " "                            | 0 06¾          |
| 30-lb. " " " "                            | 0 06½          |

### KNIFE POLISH.

|                                              |  |
|----------------------------------------------|--|
| Nixey's "Cervus" 6d. and 1s. tins            |  |
| For price list and sliding scale apply W. G. |  |
| Nixey 12 Soho Sq. London, Eng.               |  |

### LICORICE.

#### YOUNG & SMYLYE'S LIST.

|                                         |        |
|-----------------------------------------|--------|
| 5-lb. boxes, wood or paper, per lb ..   | \$0 40 |
| Fancy boxes (35 or 50 sticks) per box   | 1 25   |
| "Ringed" 5 lb. boxes, per lb.....       | 0 40   |
| "Acme" Pellets, 5 lb. cans, per can..   | 2 00   |
| "Acme" Pellets, fancy boxes (40)        |        |
| per box.....                            | 1 50   |
| Tar, Licorice and Tolu Wafers, 5 lb.    |        |
| cans, per can.....                      | 2 00   |
| Licorice Lozenges, 5 lb. glass jars.... | 1 75   |
| " " 20 5 lb. cans.....                  | 1 50   |
| "Purley" Licorice 10 sticks.....        | 1 45   |
| " " 100 sticks.....                     | 0 75   |
| Dulce, large cent sticks, 100 lb. box.  |        |

### MUSTARD.

#### COOLMAN'S OR KEEN'S.

|                                    |        |
|------------------------------------|--------|
| D. S. F., ¼ lb. tins, per doz..... | \$1 40 |
| " ½ lb. tins, ".....               | 2 50   |
| " 1 lb. tins, ".....               | 5 00   |
| Durham, 4 lb. jars, per jar.....   | 0 75   |
| " 1 lb. ".....                     | 0 25   |
| F. D., ¼ lb. tins, per doz.....    | 0 85   |
| " ½ lb. tins.....                  | 1 45   |

### JONAS' FRENCH MUSTARDS

#### HENRI JONAS & Co. Per gross,

|                       |        |
|-----------------------|--------|
| Pony size.....        | \$7 50 |
| Imperial, medium..... | 9 00   |
| Imperial, large.....  | 12 00  |
| Tumblers.....         | 12 00  |

### Per gross.

|                 |       |
|-----------------|-------|
| Mugs.....       | 13 20 |
| Plnt jars.....  | 18 00 |
| Quart jars..... | 24 00 |

### MATCHES.

|                                    |        |
|------------------------------------|--------|
| Eddy's Telegraph, 5-case lots..... | \$1 00 |
| " single cases.....                | 4 20   |
| Telephone, 5-case lots.....        | 3 90   |
| " single cases.....                | 4 10   |
| Eagle Parlors, 200s, 5-case lots   | 1 60   |
| " single cases.....                | 1 70   |
| " 100s, 5-case lots                | 1 80   |
| " single cases.....                | 1 90   |
| Victoria Parlors, 5-case lots      | 2 90   |
| " single cases.....                | 3 00   |

### MINCE MEAT.

|                                    |         |
|------------------------------------|---------|
| Wetley's Condensed, per gross, net | \$12 00 |
| " per case of doz., net.....       | 3 00    |

### ORANGE MARMALADE.

#### T. UPTON & CO.

|                                      |                        |        |
|--------------------------------------|------------------------|--------|
| 1-lb. glass                          | 2 doz. case, per doz.. | \$1 00 |
| 7-lb. pails and 5 and 7 lb. tins.... |                        | 0 07   |

### PICKLES.

#### STEPHENS'.

|                                       |      |
|---------------------------------------|------|
| A. P. Tippet & Co., Agents.           |      |
| Patent stoppers (pints), per doz..... | 2 30 |
| Corked pints, " "                     | 1 90 |



## SODA.—COW BRAND



Case of 1 lbs. (con-  
taining 60 pkgs.,  
per box, \$3.00  
Case of ½ lbs. (con-  
taining 120 pkgs.,  
per box, \$3.00.  
Case of 1 lb. and ½  
lbs. (containing 30  
1 lbs. and 60 ½ lb.  
packages) per box, \$3.00.  
Case of 50. pkgs (containing 98 pkgs) per  
box \$3.00.

## SOAP



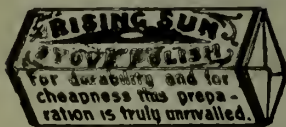
Gloriola Soap, per gross..... 12 00  
Straw Hat Polish, per gross..... 10 20

A. P. TIPPET & CO.,  
AGENTS  
Maypole Soap, colors  
per grs. \$10.20.  
Maypole Soap, black  
per grs. \$15.30.  
Oriole Soap, per gross  
\$10.20

## STOVE POLISH.



No. 4-3 dozen in case, per gross . 4 80  
" 6-3 dozen in case " " " 8 40



For durability and for  
cheapness this prepa-  
ration is truly unrivalled.

Per gross  
Rising Sun 6-oz. cakes, ½-gross box \$8 50  
Rising Sun, 3-oz. cakes, gross box . 4 50  
Sun Paste, 100. size, ½ gross boxes.. 10 00  
Sun Paste, 50. size, ½ gross boxes .. 5 00



## STARCH.

EDWARDSBURG STARCH CO., LTD.

| Laundry Starches—                    |       | per lb. |
|--------------------------------------|-------|---------|
| No. 1 White or Blue, 4-lb. cartons   | No. 1 | 0 05½   |
| " " " " 3-lb.                        | "     | 0 05½   |
| Canada Laundry .....                 | "     | 0 04½   |
| Silver Gloss, 6-lb. draw-lid boxes   | "     | 0 07½   |
| Silver Gloss, 6-lb. tin canisters..  | "     | 0 07½   |
| Edwardsburg Silver Gloss, 1-lb. pkg. | "     | 0 07½   |
| Kegs Silver Gloss, large crystal     | "     | 0 07½   |
| Benson's Satin, 1-lb. cartons....    | "     | 0 08    |
| No. 1 White, bbls. and kegs .....    | "     | 0 05    |
| Benson's Enamel, per box.....        | "     | \$ 10   |
| Culinary Starch—                     |       |         |
| Benson & Co.'s Prep. Corn.....       | "     | 0 06½   |
| Canada Pure Corn.....                | "     | 0 05    |
| Rice Starch—                         |       |         |
| Edwardsburg No. 1 white, 1-lb. cart  | "     | 0 09½   |
| Edwardsburg No. 1 White or           | "     |         |
| Blue, 4-lb. lumps.....               | "     | 0 08    |

## KINGSFORD'S OSWEGO STARCH



|        |                              |       |
|--------|------------------------------|-------|
| SILVER | 40-lb. boxes, 1-lb. pkgs.    | 0 02½ |
| GLOSS  | 6-lb. boxes, sliding cover   |       |
|        | (12-lb. boxes each orates)   | 0 08  |
| PURE   | 40-lb. boxes 1-lb. pack....  | 0 07  |
|        | 48-lb. " 16 3-lb. boxes      |       |
|        | For puddings, onstards, etc. |       |

|             |                         |       |
|-------------|-------------------------|-------|
| OSWEGO      | 40-lb. boxes, 1-lb.     |       |
| CORN STARCH | packages .....          | 0 07½ |
| ONTARIO     | 38-lb. to 45-lb. boxes, |       |
| STARCH      | 5 bundles .....         | 0 06  |
| STARCH IN   | Silver Gloss .....      | 0 07½ |
| BARRELS     | Pure .....              | 0 06½ |

| BEE STARCH.                 |   |        |
|-----------------------------|---|--------|
| Cases, 64 pkgs. 48's.....   | " | \$5.00 |
| ½ Cases, 32 pkgs. 24's..... | " | 2.50   |
| Packages 10c. each.         | " |        |

## BRANTFORD STARCH WORKS, LIMITED.

Ontario and Quebec.

| Laundry Starches—                  |   |         |
|------------------------------------|---|---------|
| Canada Laundry, boxes of 40 lbs.   | " | \$0 C4½ |
| Acme Gloss Starch—                 |   |         |
| 1-lb. cartons, boxes of 40 lbs.... | " | 0 05½   |
| Finest Quality White Laundry—      |   |         |
| 3-lb. Canisters, cases of 48 lbs.. | " | 0 05½   |
| 4-lb. " " " " " " " " " "          | " | 0 05½   |
| Barrels, 175 lbs. ....             | " | 0 05    |
| Kegs, 100 lbs. ....                | " | 0 05    |
| Lily White Gloss—                  |   |         |
| 1-lb. fancy cartons, cases 30 lbs. | " | 0 07½   |
| 6-lb. toy trunks, 3 in case 0 07   | " | 0 07½   |
| 6-lb. enameled tin canisters,      | " |         |
| 8 in case .....                    | " | 0 07½   |
| Kegs, ex. large crystals, 100 lbs. | " | 0 C6½   |
| Brantford Gloss—                   |   |         |
| 1-lb. fancy boxes, cases 36 lbs... | " | 0 08    |
| Canadian Electric Starch—          |   |         |
| Boxes of 40 fancy pkgs, per case   | " | 3 00    |
| Celluloid Starch—                  |   |         |
| Boxes of 45 cartons, per case ..   | " | 3 50    |
| Culinary Starches—                 |   |         |
| Challenge Prepared Corn—           |   |         |
| 1-lb. packages, boxes 40 lbs....   | " | 0 05    |
| No. 1 Brantford Prepared Corn—     |   |         |
| 1-lb. packages, boxes 40 lbs....   | " | 0 C6½   |
| Crystal Maize Corn—                |   |         |
| 1-lb. packages, boxes 40 lbs....   | " | 0 06½   |



## TEAS.

SALADA CEYLON.

Wholesale. Retail

|                               |      |      |
|-------------------------------|------|------|
| Brown Label, 1's .....        | 0 20 | 0 25 |
| " " " " " " " " " "           | 0 21 | 0 26 |
| Green Label, 1's and ½'s..... | 0 22 | 0 30 |
| Blue Label, 1's and ½'s.....  | 0 22 | 0 30 |
| Red Label, 1's and ½'s.....   | 0 36 | 0 50 |
| Gold Label ½'s.....           | 0 44 | 0 60 |



Ceylon Tea, in  
1 and ½ lb. lead  
packages, black  
or mixed.

|                                       |      |
|---------------------------------------|------|
| Black Label, 1-lb., retail at 250.... | 0 19 |
| " " " " " " " " " "                   | 0 20 |
| Blue Label, retail at 300.....        | 0 22 |
| Green Label, " 400.....               | 0 28 |
| Red Label, " 500.....                 | 0 35 |
| Orange Label, retail at 600.....      | 0 42 |
| Gold Label, " 800.....                | 0 55 |

## CROWN BRAND

Wholesale Retail.

|                                |      |      |
|--------------------------------|------|------|
| Red Label, 1-lb. and ½'s.....  | 0 35 | 0 50 |
| Blue Label, 1-lb. and ½'s..... | 0 28 | 0 40 |
| Green Label, 1-lb. ....        | 0 19 | 0 25 |
| Green Label, ½'s.....          | 0 20 | 0 25 |
| Japan, 1's.....                | 0 19 | 0 25 |

## "SNELLINGS PATENT"



English Break-  
fast Hopped Tea,  
29c.; retail, 40c.  
A. Waddell & Co.  
agents, Toronto.  
Samples on appli-  
cation.



|                          |      |
|--------------------------|------|
| Cases each 80 1-lb. .... | 0 35 |
| " " " 60 ½-lb. ....      | 0 35 |
| " " " 30 1-lb. ....      | 0 35 |
| " " " 120 ¼-lb. ....     | 0 36 |



LUDELLA CEYLON, 1's  
AND ½'s PKGS.

|                                |       |      |
|--------------------------------|-------|------|
| Blue Label, " .....            | 0 18½ | 0 25 |
| Blue Label, ½'s .....          | 0 19  | 0 25 |
| Orange Label, 1's and ½'s..... | 0 21  | 0 30 |
| Brown Label, 1's and ½'s.....  | 0 28  | 0 40 |
| Brown Label, ½'s.....          | 0 30  | 0 40 |
| Green Label, 1's and ½'s.....  | 0 35  | 0 50 |
| Red Label, ½'s.....            | 0 40  | 0 60 |

## TOBACCO.

THE EMPIRE TOBACCO CO., LIMITED

|                                     |      |
|-------------------------------------|------|
| Smoking—Empire, 3/4's, 5s and 10s.. | 0 39 |
| Royal Oak, 2 x 3, Solace, 8s .....  | 0 52 |
| Something Good, 7s.....             | 0 48 |
| Chewing—Bohs, 5s and 10s .....      | 0 36 |
| Currency, 13½ oz. bars, spaced 9s.. | 0 39 |
| Currency, 6s and 10s .....          | 0 39 |
| Old Fox, Narrow 10s .....           | 0 40 |
| Snowshoe, 10½ oz. bars, spaced 8s   | 0 44 |
| Snowshoe, pound bars, spaced 6s..   | 0 44 |
| Snowshoe, 2½, 6s.....               | 0 44 |
| Pay roll, 6s .....                  | 0 44 |

## WOODENWARE

BROOKH BROS. &amp; COMPANY.

|                              |      |
|------------------------------|------|
| Washboards Leader Globe..... | 1 55 |
| " Improved Globe.....        | 1 65 |
| " Standard Globe.....        | 1 80 |
| " Solid Back Globe.....      | 1 90 |
| " Jubilee (perforated).....  | 2 10 |
| " Crown .....                | 1 45 |

F.o.b. Toronto.

|                                       |      |
|---------------------------------------|------|
| Matchboxes, Kodak, per case (200's) 9 |      |
| boxes to packages, 40 packages to     |      |
| case.....                             | 3 30 |

## YEAST.

Royal yeast, 3 doz. 5c.-pkgs. in case.. 1 00

## We are always glad

to receive orders for the insertion of ad-  
vertisements. But will those who send us "Con-  
densed" or "Want" advertisements please  
bear in mind that they can only be inserted  
when cash or stamps accompany the order.  
The rate is 2c. per word each insertion, num-  
bers and contractions counting as words.

MACLEAN PUB. Co., Limited

Montreal.

Toronto.

## WE STOCK

NO. 197

## SYRUP PUMP

AND MEASURE.

Highly commended by those who  
KNOW. (Ask for circular).

WALTER WOODS &amp; CO.

HAMILTON.

## Soap

"IMPERIAL" and

"SNOW"

Twin Cakes.

NOW IN STORE.

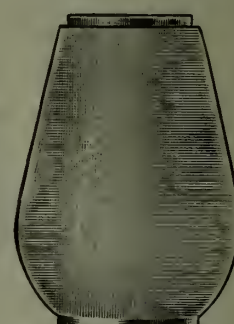
Perkins, Ince &amp; Co., - Toronto.



ASK FOR

MOTT'S

## ARE YOU USING OUR



Cold Blast  
or Jubilee  
Globes

Aetna or  
Quaker Flint  
Chimneys?

Give them a Trial.

THE SYDENHAM GLASS CO.,

of WALLACEBURG, Limited

## Shredded Whole Wheat Biscuit

For sale by all  
Wholesale Grocers.

J. HEWITT, Agent

61 Front St. E., TORONTO.



# The Auer Gas Lamp

Money-Back Style.

No. 5

IT will make your store or home as bright as day without costing you as much to run as your oil lamps or electric lights.

THERE is no smell from it and it does not flicker.

IT shows the true colors of your goods which oil and electricity do not.



SATISFACTION GUARANTEED OR YOUR MONEY REFUNDED.

SEND FOR CATALOG AND TRADE DISCOUNTS.

AUER LIGHT CO., 1682 Notre Dame St., MONTREAL.

Manufacturers and Importers of

MANTLES—SHADES—CHIMNEYS—BURNERS—ETC.

# MOLASSES

.....P.Q., May 9th, 1901

THE DOMINION MOLASSES CO.,

Halifax, N.S.

Dear Sirs,—I beg to advise receipt of the car Molasses, which came to hand in good order and condition, and, as a proof I am satisfied with the quality, now offer same figures for two cars same grade.

This is an extract from a letter received a few days ago referring to a carload of Barbadoes shipped to one of the largest cities in the Province of Quebec.

We have some more of this grade to offer, and the price is low.

The Dominion Molasses Co.,

Limited

MOLASSES AND SYRUPS.

HALIFAX, N.S.

## POTATOES and OATS

IN CAR LOTS.

If open to buy or sell, wire

R. W. HANNAH

Board of Trade, TORONTO

## THE "GLENER"

KINGSTON, JAMAICA, B.W.I.

The Newspaper with the Largest Circulation in Jamaica and the West Indies.

Canadian manufacturers, merchants, etc., desiring to do business with this country and introduce their goods in this market, should put an advertisement in "THE GLENER."

Write for scale of charges, etc., to

THE GLENER CO.,

Limited

"Gleaner" Office, KINGSTON, JA.

## Jamaica Oranges Sweet Potatoes

The season is now beginning for the above. Prices are reasonable.

Send name and address for weekly price list.

Bananas, Figs, Dates, Nuts, Spanish Onions, etc. 1,000 tubs of choicest June Butter in storage.

WHITE & CO., 64 Front East, TORONTO

COX'S GELATINE Always Trustworthy ESTABLISHED 1725.

Agents for Canada:

C. E. COLSON & SON, Montreal.

D. MASSON & CO., Montreal.

ARTHUR P. TIPPET & CO.,

Toronto, St. John, N.B., and Montreal

## BUSINESS NEWS

of any kind that is of value to business men supplied by our Bureau. We can give you market quotations from any town in Canada, reports from the city markets, stock quotations, etc. You can get commercial news from any Canadian paper through us.

Write us, giving us particulars of what you want and where you want it from, and we will quote you prices by return.

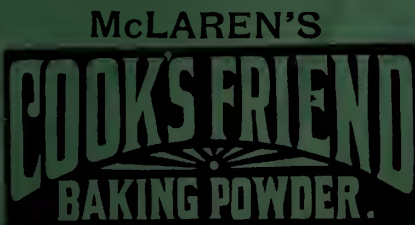
"Clippings from any Canadian paper on any subject."

CANADIAN PRESS CLIPPING BUREAU,

282 McGill Street, MONTREAL, QUE. Telephone Main 1255.

10 Front St. East, Toronto. Telephone 2148.

Is Honest Goods and just the Thing on Which to Make or Extend a Business.



The Best Grocers make a point of Keeping it always in Stock.



## Lamps AND Lamp Goods.

If you are in need of anything in above lines, entrust your order to us or write for prices.

Order a quarter or half dozen sample lot of our new lummer, the "Duke of York" Lamp complete at \$12.00 per dozen. A tall stand lamp with best finished brass-plated base and spinnings, tinted ball cylinder and glass fount, fitted with burner, chimney, and tinted No. 7 shade on which is printed a nicely colored portrait of the Duke and Duchess of York. You will want more but try a sample lot.



## HERE IS

an opportunity for you to make friends and money during this Fall and Winter. Order a supply of that famous and popular

## Wethey's Condensed Mince Meat

and make up a novel display of it on your shelves or in the window. It is certain to attract the attention of your customers, for they all want Mince Meat these days, and "WETHEY'S" pleases every time.

SOLD BY ALL WHOLESALE  
AND MANUFACTURED BY

## GOWANS, KENT & CO.

TORONTO and WINNIPEG.

## J. H. WETHEY,

ST. CATHARINES, ONT.

# CROSSE & BLACKWELL'S New Season's Candied Peels

LEMON, ORANGE, CITRON, MIXED (O. L. and C.)

In 7-lb. Tins, 7-lb. or 10-lb. Wood Boxes, and 1-lb. Cartons.

## C. E. COLSON & SON,

## MONTREAL

CHAS. F. CLARK, President.

JARED CHITTENDEN, Treasurer.

...ESTABLISHED 1849..

## BRADSTREET'S

Capital and Surplus, \$1,500,000.

Offices Throughout the Civilized World.

Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants by the merchants, for the merchants. In procuring, verifying and promulgating information, no effort is spared and no reasonable expense considered too great, that the results may justify its claim to an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

Subscriptions are based on the service furnished, and are available only by regular wholesale, jobbing and manufacturing concerns, and by responsible and worthy financial fiduciary and business corporations. Specific terms may be obtained by addressing the Company at any of its offices. Correspondence invited.

### OFFICES IN CANADA

HALIFAX, N.S.  
OTTAWA, ONT.  
VANCOUVER, B.C.

AMHERST, QUE.  
QUEBEC, QUE.  
VICTORIA, B.C.

LONDON, ONT.  
ST. JOHN, N.B.  
WINNIPEG, MAN.

MONTREAL, QUE.  
TORONTO, ONT.

THOS. C. IRVING, Gen. Man. Western Canada, Toronto. JOHN A. FULTON, Gen. Man. Eastern Canada, Montreal.

## OAKEY'S

The original and best  
preparation for  
6d. and 12d. tins.

## 'WELLINGTON' KNIFE POLISH

## JOHN OAKEY & SONS, LIMITED

MANUFACTURERS OF

Emery, Black Lead, Emery, Glass and  
Flint Cloths and Papers, etc.  
Wellington Mills, London, England.

Agent:

JOHN FORMAN, 644 Craig Street  
MONTREAL



PUBLISHED EVERY  
FRIDAYCIRCULATES IN  
EVERY PROVINCE

# THE CANADIAN GROCER

AND  
GENERAL  
STOREKEEPER

**SELL  
ONLY  
THE  
BEST!**

In Competition with the World  
we have received the

**Highest Awards  
Made . . .**

These substantiate our claim  
that : : : : :

# Colman's Mustard

**IS THE BEST IN THE WORLD**

## CARR & CO'S

CELEBRATED

# CAFE NOIR BISCUIT

(The Original and Genuine)



We carry it in stock and we can Sample your trade. Send in a list of customers.

## FRANK MAGOR & CO.,

Agents for the Dominion.

16 St. John Street, MONTREAL

C. E. JARVIS & CO., Vancouver, Agents for B.C.



## AN IMPORTANT QUESTION IS :

Are you selling as large a quantity of cheese as you should? **IF NOT**, then your competitor must be getting the share to which you are entitled. **IF** you sell a commendable and profitable cheese like

## MILLAR'S PARAGON CHEESE

people will have no reason for going elsewhere for something better—none better is made. We aim to manufacture a cheese that will prove popular with the people and profitable to the dealer. Our endeavors have met with great success.

Manufactured by

**THE T. D. MILLAR PARAGON CHEESE CO.,**  
INGERSOLL, ONT.

AGENTS—W. H. Dunn & Co., Montreal. A. E. Richards & Co., Hamilton. Joseph Carman, Winnipeg. Martin & Robertson, Vancouver and Victoria, B.C.

# OUR CANS CANS CANS

CAN not be surpassed in point of  
workmanship, material, quality.

We are the largest manufacturers in Canada of Key-Opening Fruit Cans, Vegetable Cans, Meat Cans, Spice Cans, Syrup Cans. What are your requirements? Write for quotations to

## THE ACME CAN WORKS

Office and Factory: Ontario St. and Jeanne D'Arc Avenue.

Jas B. Campbell.

MONTREAL.

William Pratt.

## Symington's

# "Edinburgh" Coffee Essence

Is the Purest and therefore Best and Cheapest!

Refuse imitations said to be "just as good" as Symington's, and recollect that the careful process by which Symington's Essence is made eliminates all unpleasant properties.

ANYONE CAN DRINK IT.

**THOS. SYMINGTON & CO.,**

EDINBURGH and LONDON.

Agents, **W. B. Bayley & Co.,** Toronto

## A Two Cent Mistake

Don't amount to much in any business, but the sticking point is that a clerk is just as liable to make a mistake of \$2.00 as he is of two cents, and a few mistakes like this would pay for enough of Allison's Coupon Books to last a year or more. With these books mistakes are impossible.



## If a Man Wants Credit

for \$10, give him a \$10 Allison Coupon Book, charge him with \$10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. **NO PASS BOOK; NO WRITING; NO TIME LOST; NO KICKING.** There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

For Sale in  
Canada by

The Eby Blain Co., Limited, Toronto.  
C. A. Beauchemin & Fils, Montreal.

**ALLISON COUPON CO.,** Manufacturers,  
Indianapolis, Indiana.



# Goods That Are "On The Square"

## Moir, Wilson's Canned Fish.

Fresh Herrings,  
Herrings and  
Tomato Sauce,  
Kippered Herrings and Preserved  
Bloaters. Selected with greatest care  
and of the highest quality always.  
Rich and delicate flavor. Always "on  
the square."

## Stephens' Fine Pickles.

Preserved in ab-  
solutely pure  
Malt Vinegar, brewed by the Messrs.  
Stephens. Handsome, showy labels  
on the bottles. Fine pickles at a  
moderate price. Always "on the  
square."

## Cox's Gelatine

The "household  
Gelatine," and so known throughout  
the civilized world. Absolutely un-  
varying in its high quality. The orig-  
inal Cox Gelatine that made the name  
"Cox" famous. "On the square" at  
the start, and "on the square" ever  
since.

## MacUrquahrt's Worcester Sauce.

A rich, "full-  
bodied" table  
sauce that gives zest to appetite and  
to business also. Not thin and  
watery like so many imitations of  
"the best." Economical, because of  
its great strength. Always "on the  
square."

*Sold by Leading Wholesalers.*

ARTHUR P. TIPPET & CO., AGENTS,

8 Place Royale, Montreal.

23 Scott St., Toronto.

When a  
Woman is  
WOODED  
WON and  
WEDDED



SHE  
THEN  
RISES  
SUPREME



She takes the reins of household affairs into her hands—she controls the family purse-strings. Whatever is purchased for the kitchen is bought by her or at her dictation. Consequently, it is the aim of the energetic and enterprising grocer to play for the woman's patronage. Think of the value a woman places upon flavoring extracts!—for upon their richness, strength and purity depends the success of her efforts to produce delicious cooking.

## JONAS' FLAVORING EXTRACTS

Can be honestly recommended as extracts that can be fully depended upon to yield a rich, natural flavor, that is true to the fruits, flowers and spices they represent. You can tell her that she can place the utmost confidence in them, and she will never be disappointed. Jonas' Flavoring Extracts attract and maintain the trade of the spender and buyer—the woman.

Before placing your next order for

**OLIVES** send to us for quotations. We are agents for R. Aguilar, Seville, Spain, whose goods need no introduction to the Canadian trade. We also solicit your order for French Peas, String Beans and Sardines, and any other line of grocery sundries you may require.

---

# HENRI JONAS & CO.

MONTREAL.



## Rich

If you do not sell Cigars as a "side line" you are skipping the little profits that make the great, big whole. It's the little things that count and make us "rich."

My "Pharaoh" 10-cent and "Pebble" 5-cent cigars are standards of highest quality. They will hold your Cigar trade fast and sure. They show you better profits than any other lines you can find at the prices I make to you. Write in for samples and figures.

**J. Bruce Payne, Mfr.,**  
Granby, Que.

## "Sterling" Brand Pickles

None better—none that please customers so well—none that give such complete satisfaction to the trade. Made in Canada—of best grown Canadian Vegetables.

**T. A. LYTTLE & CO.,**  
LIMITED,

124-128 Richmond St. West,

**TORONTO**

**"Sterling"  
Brand Pickles**

## A Good Story

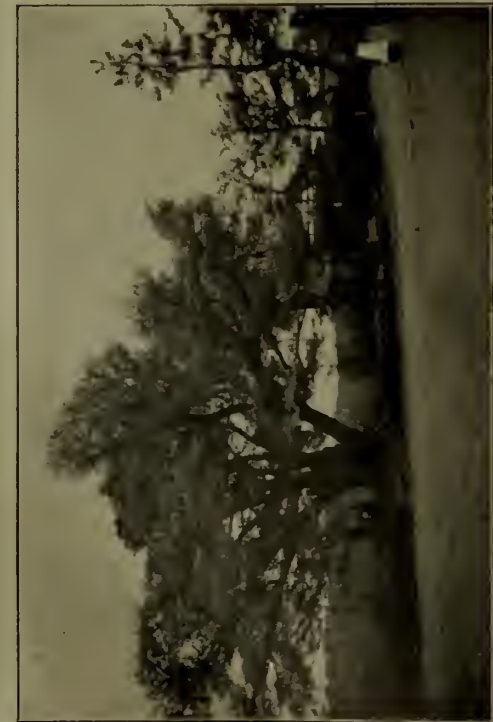
We haven't any funny yarn to spin, but we think there is a pretty good story for every grocer to know about Tillson's Pan-Dried Rolled Oats. They are at present sold in bulk only, and any grocer can build up a trade on bulk sales, which he can secure no other way and make more money, too, *if he will*.

It cannot be done by substituting some other kind and trying to palm them off as Tillson's, or "just as good."

It is possible for an enterprising grocer to make his store famous as the place in his town at which good cereals can always be procured.

Are you not yet convinced that Tillson's "PAN DRIED" ROLLED OATS are in a class by themselves? Let us submit some evidence—there is more to this story—it will be continued.

**THE TILLSON CO., Limited, Tilsonburg, Ont.**



FAMOUS CHERRY TREE IN FULL BLOOM IN JAPAN.



MT. KUNOH, NEAR TEA-PRODUCING DISTRICT, JAPAN.

HIGH QUALITY has won POPULARITY for

# JAPAN TEA

and it will continue to retain its popularity with the general public, because "high quality" will always be maintained. Endeavors are being made to displace Japan Tea, but in spite of these efforts it still grows in favor with the grocer and consumer, because no other country in the world can produce such pure, wholesome, invigorating Tea as Japan. The grocer who wants to buy and sell Tea that gives entire satisfaction in every respect, and which pays the largest profit, will stick to the old "stand-by,"

# JAPAN TEA.

*Book to bank office  
4-10-01*



*JUN 16 1902*  
*to E. W. Gillett*

**MAGIC**



**BAKING POWDER**

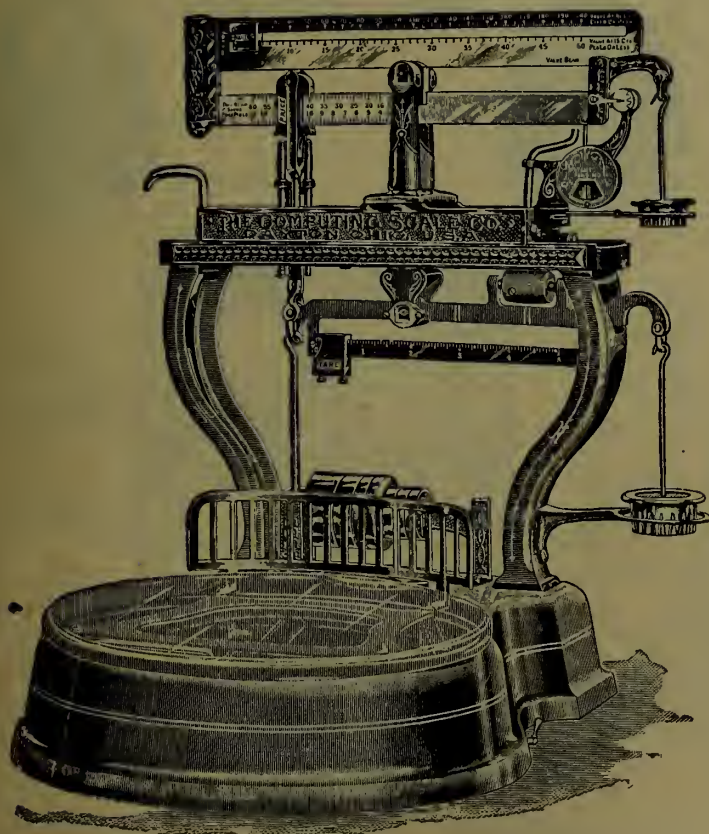
PURE AND WHOLESOME.  
ONE POUND CAN 25 ¢  
LONDON, ENG. **E.W. GILLETT**, CHICAGO, ILL.  
TORONTO, ONT.

## IVORY GLOSS STARCH

is daily becoming more popular with house-keepers because it gives best results. Hence, if you are after their trade you will do well to give it special prominence. There's good profit in selling

## IVORY GLOSS STARCH.

Manufactured by  
**THE ST. LAWRENCE STARCH CO.,**  
Limited,  
PORT CREDIT, ONT.



## THE NEW MAJESTIC.

The finest scale ever made for a merchant. Beautifully finished. Agate bearings throughout. Furnished with bevel edge glass platform. Revolving swivel base hidden beneath the platform, enabling you to use the scale from either side of the counter. Patent near-weight device or over-weight detector (not shown in this illustration) which alone is worth the price of the scale. Solid brass weights and new patent lifting device. Send for full particulars.

Our scales are sold on easy monthly payments.

**The Computing Scale Company**  
DAYTON, OHIO.

Money-Weight Scale Co., No. 47 State St., Chicago, Ill.  
E. E. Meeker, No. 52 Franklin St., New York, N. Y.  
J. B. Poirier, Dist. Agent, No. 1662 Notre Dame Street,  
Montreal, Que., Canada.  
L. A. Davidson, Dist. Agent, No. 104 King St. West, Toronto,  
Ont., Canada.  
White & Ecclestone, Dist. Selling Agents, Vancouver, B. C.

# Finest Selected Valencias

## In Prime Condition

While the sale of these during the past week or so has been exceptionally rapid, have still a fair stock left, which will go at the same low price. Order now while they last.

W. H. GILLARD & CO., Wholesale Grocers, HAMILTON



THE DOMINION BREWERY CO., LIMITED

Brewers and Maltsters

TORONTO

Manufacturers of the Celebrated

## WHITE LABEL ALE

ASK FOR IT AND SEE THAT OUR  
BRAND IS ON EVERY CORK.

Our Ales and Porters have been examined by the best Analysts, and they have declared them Pure and Free from any Deleterious Ingredients.

WM. ROSS, Manager.



HIGH  
LOW

QUALITY.  
PRICE.

*The unanimous verdict  
of users of*

## Paterson's Sauce.



Rose & Laflamme,

Agents,

MONTREAL



Batty & Co.

ESTABLISHED 1874

LONDON.



OLIVES  
AND  
PURE  
OLIVE  
OILS.



Makers of High-class

INDIAN  
CURRIES  
AND  
CHUTNIES.

PICKLES  
OF  
ALL KINDS.



SAUCES  
OF  
ALL KINDS.



# Buying, Handling and Selling Coffees.

ONE OF THE PRIZE ESSAYS.

By JAMES H. CONNALL Peterboro', Ont.

THE coffee department of our business has always been one of interest to me as there is so much to learn in the study of coffee. There are always new points unfolding themselves to our view as we go along, as it cannot be all known at once. I believe a person might spend a lifetime on the study of coffee, and then not know all about it.

## THE BUYING OF COFFEE.

The question is whether it is better to buy our green coffee and roast it ourselves, or get someone else to do it for us, or to buy all our coffee roasted. In buying our coffee roasted it will take us very much longer to get a thorough knowledge of the coffee business, and then, too, after the bean is roasted it is very hard to tell what kind it is, as there are so many kinds that look alike when roasted, and at the same time a great difference in the quality. We are just as liable to pay 30 cents a pound for a coffee not worth more than from 20 to 23 cents as we are to get the actual value. You might say: How do you make that out? Well; it is just this way. There are quite a number of the lower-grade coffees with a very good flavor that are, when roasted, almost identical in appearance to coffees worth 10 cents a pound more.

I might instance the much-abused Java coffee. There is not enough of this coffee grown to supply the world with the quantity that is used as Java, and I believe I am within the limit when I say that two-thirds of the coffee sold as Java never saw Java. Of course, the coffees substituted fill the bill all right in a good many instances, but very often are much inferior in comparison. To handle coffee profitably to ourselves we need to make a study of it, so as to know what kinds will suit the tastes of our customers, and how to blend the better and cheaper kinds so as to produce the most satisfactory results. The coffee houses blend all their coffees. Why should not the retailer do likewise? To do this successfully it is necessary to

## UNDERSTAND BUYING GREEN COFFEE,

and this takes time and experience. But we will be amply repaid for the trouble and attention given along this line. There are a great range of coffees on the market and the best thing to do is to find out what are the best kinds suited to our trade.

## THE BEST KINDS OF COFFEE.

Mocha, Java, Plantation Ceylon, Ceylon, Jamaica, and Maracaibo coffee are amongst the best qualities, and would be classed high-grade coffees, particularly the first four named. True, Mocha coffee is not easy to get as there are a number of coffees that closely resemble it in the green bean that are substituted for it, making it difficult to know whether you have the true one or not. It is only by drawing it after being roasted that it can be detected, and then only a man of a good deal of experience could tell the difference. Java coffee is often imitated and in buying the green bean great care must be taken, as very often inferior South-American coffees are doctored up to look like the real thing. Sometimes they are steamed and bleached, and, then again, they may be dyed to imitate the color of the natural Java. But these will always show in roasting, as the heat brings out their true character,

and on drawing them we will find the flavor rank to what a Java would be.

There are a good many South-American coffees that look very much like Plantation Ceylon, and also the Ceylon, and are often sold as such, but after being roasted the flavor will be found to be wanting in quality.

## THE PLANTATION CEYLON COFFEE

is one of the best high-grade coffees on the market for flavor and strength, but it is hard to get, and as the price is high, it is not used a great deal. The Ceylon bean is very similar in appearance to the Plantation, but is a lighter green in color. When roasted they look very much alike, but the Ceylon is a little lighter in flavor than the former.

## FINE GUATEMALA COFFEE

is very similar in appearance to the Ceylon, and when roasted, too, looks very like it but is lacking in body, but the flavor is good. It costs a good deal less than the Ceylon. One trouble with this coffee is that it is hard to duplicate when you get a good one.

## MARACAIBO

is, I believe, the best all-round coffee in the market in the cheaper grades; that is the better class of them. They are very hard to distinguish from Java when roasted, as the bean has much the same general appearance as the former. This is the coffee that comprises the greater part of the coffee sold as Java. It is a good-flavored coffee, and costs much less than the former and therefore is profitable to handle. It makes a very fine coffee to blend with higher-grade coffees, and for that matter with any grade, and alone, if you get a fine one, the flavor is good in the cup. It is the best quality at a low price in the market.

## JAMAICA COFFEES,

if you get them good, are very useful for blending purposes, as the flavor is one that will go well with nearly any other. It costs more than Maracaibo, and good ones are harder to get, and for roasting do not, as a general thing, turn out any better than the former. Rios, Santos, Bogotas and Mexican coffees are the better low-priced kinds.

## RIO COFFEE

is very extensively used by the German trade who buy a good deal green, and do their own roasting at home. This coffee has a flavor peculiar to itself, and unless freshly roasted the taste is not very palatable, although, at the same time, it suits a great many people. It is a great deal used in blends to reduce the cost, but its place is amongst the cheaper grades. The last three-named coffees are much better in flavor and retain their flavor better. They are nice looking coffees when roasted, and can be made very useful in reducing the cost of good blends without destroying the flavor of the others with which they are mixed. In fact, they will help very materially some of the finer-flavored coffees that lack body.

Some adopt the plan of buying their coffee green and getting some reliable house to roast it for them, getting them to store it and have it roasted as required. This is

## A FIRST RATE PLAN,

as in this way you can tell what you are getting and know that it is right. We can thus have more confidence in taking it up and thus increase our trade. We can also regulate the



Our packages are larger and more attractive in style than any others.

The quality of our goods is superior to anything else on the market.

**MORSE BROS., Proprietors, Canton, Mass.**

For sale by all Wholesale Grocers; also the McClary Mfg. Co., London, Montreal, Winnipeg, Vancouver and Toronto.

blending of our coffee to suit our own particular trade. We also know by this way of doing that everyone else has not the same as we have.

#### CUP QUALITY.

We find that it is a great help to try the cup quality of our different coffees, as by this means, when changing a blend, we can form a better idea what flavors will go best together, as without this knowledge we might get kinds together that would work one against the other, instead of improving the others all round.

#### BLENDING.

In blending, it is our customer's taste that is to be considered. As some like the light liquoring coffees, while others like the heavier ones. At the same time we must see that our margin of profit is a respectable one. Our experience in the handling of coffee has extended over a number of years. Having always bought the green bean and done our own roasting, we believe it is the most satisfactory way to handle coffee, both for profit and for the satisfaction in knowing you have coffee roasted to suit your trade.

#### THE ROASTING PROCESS

is a very interesting one, and there is a great deal to learn about it. Great care has to be taken to avoid burning, as the loss of a batch in this way would be rather costly, and it takes very little to do that at the latter part of the roasting, particularly with a hot fire. Some coffees roast very much easier than others, and some are very hard to get roasted evenly, owing to the uneven sizes of the beans. The average shrinkage is about 15 per cent. The extent or height to which a coffee is to be roasted depends largely on the tastes of your customers, as some want it dark in color, while others like it light. As soon as a batch has reached the desired color and crispness it should be dumped into a box with a heavy wire bottom or spread out to cool as quickly as possible, and as soon as cool should be put in the air-tight cans to preserve the flavor.

#### THE HIGHER ROASTED COFFEES

appear to be gaining favor, as I believe they will retain the flavor longer than the lighter roasted ones, and we think the drinking quality is better also. In the sale of coffee it should be kept in air-tight cans, and too great care cannot be taken in keeping it away from the air, as if it is exposed to the air it will soon get flat and the flavor will leave it.

#### THE USE OF CHICORY

in moderation in making up of coffee mixtures is a great help to improve the profit on it, and not used to excess will improve the flavor of the blend. Some customers do not like it put in at all, so we have to govern ourselves accordingly. Coffee cannot be ground too fresh, as the fresher it is when it reaches the customers the better they will be suited. If careful in this respect we are bound to increase our trade.

#### BRAZILIAN COFFEE.

The Brazilian Review, a commercial paper published in Rio Janeiro, says: "We venture to predict that there will be no alteration of the tariff in favor of United States flour this year. If the States want to put a duty on coffee, which they do not, such a concession would not prevent them doing so, and a duty on coffee would hurt American consumers much more than our producers. The United States cannot and probably never will do without Brazilian coffee, which constitutes three-quarters of the whole world's production, and is the cheapest in the world. In no country in the world except Brazil is a yield of from 80 to 150 arrobas for 1,000 trees obtainable, and against that neither Mexico, with all the Antilles thrown in, nor Venezuela, can ever compete."

#### SHINE BY THE TON.

To measure a shine by the ton would seem to be an impossible task. But it is done. One day recently Messrs. Morse Brothers, of Canton, Mass., received orders for more than ninety tons of Rising Sun stove polish and Sun Paste stove polish. It is almost impossible to calculate the thousands upon thousands of stoves upon which this polish is used when but a single day's sales of this celebrated shiner figure up to nearly one hundred tons.

#### A MONTREAL MAN IN SWITZERLAND.

Editor CANADIAN GROCER,—I am very much obliged to "A Captious Clerk" for his correction re the alleged author of the expression, "When I am dead the word 'Calais' will be found on my heart." "A Captious Clerk" is right, and I was wrong.

THE WRITER OF THE ARTICLE.

Montreal, Sept. 7.

#### LOBSTERS IN NOVA SCOTIA.

Our own correspondent writes as follows from Barrington Passage, under date of Sept 10: "An abundance of canned lobsters are reported to be stored at the various outports between here and Yarmouth, awaiting the orders of Yarmouth brokers to whom they have been sold for delivery, but the packers do not receive payment until delivery is taken, and are complaining at slow movement and low prices. One firm (Parker, Eakins & Co., Yarmouth) are said to have 1,500 cases at Wood's Harbor alone. Buyers from Roberts, Simpson & Co. (London and Halifax) and DeLong, Seaman & Co. (Boston), have lately been through this section."—Fishing Gazette.



## THEY SPEAK FOR THEMSELVES.

|                  |                      |                |
|------------------|----------------------|----------------|
| Empire Salmon    | Empire Coffee        | Empire Mustard |
| Empire Extracts  | Empire Tea           | Empire Brooms  |
| Empire B. Powder | Empire Tomatoes      | Imperial Soap  |
| Imperial Vinegar | Diamond Crystal Salt |                |

**LUCAS, STEELE & BRISTOL,** Wholesale Grocers, Hamilton, Ontario

### *A TIP ABOUT CHEESE*

Do you know that your customers think it a treat to get really first-class Cheese? They will not object to paying two or three cents more for something exceptionally fine. Why not give it to them? We are now buying **EXPORT** quality direct from the cheese boards. You ought to see them. They are beauties, and the market is advancing.

**JOHN SLOAN & CO., - - TORONTO.**

## James Turner & Co.

Wholesale Grocers

— HAMILTON, ONT.

EMPFEHLEN PRIMA

SAUER KRAUT

*Eingemacht Van Deutschen*

*Fabrikanten.*

# The season has now commenced for **FISH.**

WE CAN SUPPLY YOUR WANTS.

Boneless in 25-lb. Boxes. Quail on Toast, 1-lb. Packages, 24-lb. Boxes.  
Cod Steak, 1-lb. Packages, 24-lb. Boxes.  
Skinless in 100-lb. Cases, Quintals and Half-Quintals.  
Labrador Herrings in Barrels and Half-Barrels.

JUST ARRIVED: New Season's Peel—Best Brands, Lowest Prices.

## Thos. Kinnear & Co., Wholesale Grocers, 49 Front St. East, Toronto.

### BUSINESS CHANGES.

#### DIFFICULTIES ASSIGNMENTS COMPROMISES.

**V**E. PARADIS has been appointed curator of Mrs. Octave Beaudet, general merchant, St. Pierre les Becquets, Que., and of T. H. Cummins, general merchant, St. Prime, Que.

E. C. Gooden & Co., general merchants, Baie Verte, N.B., have assigned.

Ross McLeod, general merchant, Innerkip, Ont., has assigned to W. J. Smith.

Merritt Bros. & Co., wholesale grocers, St. John, N.B., have suspended payment.

George H. Walker, grocer, Sault Ste. Marie, Ont., has assigned to R. S. Broxham.

John Burke & Co., general merchants, Langan, N.S., have assigned to Hugh Ross.

V. E. Paradis has been appointed curator of Joseph Harvey, general merchant, Lanse au Foin, Que.

Wm. Renaud and Alex. Desmarteau have been appointed curators of Joseph Lafrance, baker, Montreal.

Dionne & Co., general merchants, St. Moise, Que., are offering to compromise at 40c. on the dollar.

A meeting of the creditors of Mrs. S. Dubois, general merchant, St. Didace, Que., will be held on September 30.

Jeremie Dion, grocer, Montreal, has

assigned, and a meeting of his creditors has been called for September 27. Among his creditors are: Mrs. Leon Gougeon, \$1,000; Leger & Frere, \$500; Hudon, Hebert & Cie, \$450; Jean F. Cote, \$210, and Madame E. W. Carrignan, \$240.

Frechette & Frere, general merchants, East Angus, Que., have assigned.

Puddington & Merritt, grocers, St. John, N.B., have suspended payment.

Assignment has been demanded of B. Levesque, general merchant, Chicoutimi, Que.

A meeting of the creditors of John Burke & Co., lobster packers, Langan, N.S., has been held.

Taylor, Dockrill & Co., wholesale and retail cigar dealers, St. John, N.B., are offering 12½c. on the dollar.

Morris Bros., dealers in dairy products, Sydney, N.S., have assigned to Hugh Bros., and a meeting of their creditors has been called for to day (Friday).

George W. Walker, grocer, Sault Ste. Marie, Ont., has assigned to J. C. Richardson, Sault Ste. Marie, and a meeting of his creditors will be held on September 30.

L. W. Goodall, grocer, Sault Ste. Marie, Ont., has assigned to Basingthwaighe & Stone, Sault Ste. Marie, Ont., and a meet-

ing of his creditors will be held to-morrow (Saturday).

#### PARTNERSHIPS FORMED AND DISSOLVED.

Mireau & Bouvier, fruiterers, Montreal, have dissolved.

Boucher & Lamontagne, grocers, St. Charles (Bellechasse), Que., have dissolved.

J. J. O'Brien, confectioner, Stratford, Ont., has admitted Martin Kennedy under the style of O'Brien & Kennedy. The new firm have added groceries to their business.

#### SALES MADE AND PENDING.

Frank Clark, general merchant, Elora, Ont., has sold out.

A. J. Miller, baker and confectioner, Renfrew, Ont., has sold out.

Robert Y. Blyth, grocer, etc., Belwood, Ont., is advertising his business for sale.

The assets of J. A. Laboeuf, grocer, Valleyfield, Que., are to be sold on October 3.

The assets of A. Dumesnil, general merchant, Cascade's Point, Que., were sold on September 25.

The bailiff's sale of The George E. Martin Co., Limited, pork-packers, etc., Toronto, is advertised.

The stock of the estate of The Leduc Mercantile Co., general merchants, Leduc, N.W.T., is advertised for sale by tender.



## For Fall Shipment.

We are now booking orders for Roquefort (Societe), Gorgonzola, Gruyere (Swiss), Edam, Pineapple, Limburger, English Stiltons, etc.

Correspondence solicited.

Our prices will be of interest to you.





# IN STORE NEW SEASON'S FRUITS.

## SEE OUR TRAVELLERS.

# THE DAVIDSON & HAY, LIMITED

36 YONGE STREET - - TORONTO.

The stock, etc., of the estate of A. Cowan, general merchant, Kingsville, Ont., is advertised for sale by auction to-day (Friday).

### CHANGES.

Gagnon & Tunstall have registered as grocers in Montreal.

Moses Leeson, grocer, Aylmer, Ont., has sold out to E. Hilborne.

G. W. Lee, general merchant, Toledo, Ont., is removing to Lyndhurst.

C. N. Murphy, grocer, Burlington, Ont., has been succeeded by Wm. Sharp.

W. J. Wray, grocer, etc., London, Ont., has been succeeded by A. B. Laing.

H. H. Lamont, grocer, etc., Newcastle, N.B., has sold out to Wm. Corbitt, jr.

John Rogers, general merchant, Petrolea, Ont., has sold out to Robert S. Hessey.

Herbert F. Elliott has registered as sole proprietor of Elliott & Co., general merchants, Pugwash, N.S.

T. O. Davis, general merchant, Prince Albert, N.W.T., has been succeeded by The Prince Albert Trading Co.

N. B. Fader, general mercant, Bayside, N.S., has registered consent for his wife, Kate P. Fader, to do business in her own name.

The stock of Alphonse Bertrand, general merchant, and that of The J. W. Hall Mill-

ing Co., gristmillers, Edmundston, N.B., have been sold to The Van Buren Lumber Co., Limited.

E. Durand, fruiterer, Que., has closed his premises.

Henry P. Breay, tobacconist, etc., Hamilton, Ont., has sold out to Emil Engel.

N. G. Wilson, grocer, etc., Walsh, Ont., has been succeeded by Jones & Taylor.

W. W. Montague, grocer, etc., Dunnville, Ont., has sold out to H. C. Killins.

M. A. C. Payette has registered as proprietor of S. Payette, fruiterer, etc., Montreal.

Mrs. John P. Moss has registered under the style of M. C. Moss, fruiterer, etc., St. Johns, Que.

J. C. McKeggie & Co., bankers and grain dealers, Elmvale, Ont., are opening a branch at Fenelon Falls.

E. Soucy, baker and grocer, Rimouski, Que., has sold his stock at 50c. on the dollar to F. Poulin, Trinity Bay, Que.

Isaac Hord & Co., general merchants, Mitchell and Monkton, Ont., have sold their Monkton branch to John C. Wilson.

### FIRES.

H. E. Vosburg, grocer, etc., Grimsby, Ont., has suffered loss by fire.

Frederick Harrison, baker, etc., Leamington, Ont., has been burned out.

J. B. Pharand, grocer, etc., South Durham, Que., has been burned out.

A. L. Caisse and L. J. Giroux, grocers, and A. A. Laferriere & Co., general merchants, Berthierville, Que., have been burned out.

A. Ross & Son, general merchants, Port Perry, Ont., have been burned out; insured. E. H. Purdy, grocer, etc., of the same place, also suffered loss by the fire.

### DEATHS.

J. B. Pearson, grocer, etc., Acton, Ont., is dead.

### M. K. RICHARDSON, M.P., SELLS OUT.

M. K. Richardson, M.P., has sold his general business in Flesherton, Ont., to J. A. and W. J. Boyd and F. H. W. Hickling, who will continue the business under the style of Boyd, Hickling & Co. Mr. Richardson started this business in a small way in 1865, but it steadily grew, forcing him to enlarge his premises three times. Early in 1899, Mr. Richardson opened a branch at Dundalk, Ont. This has not been sold, and will be continued by him.

The Petrolea, Ont., Creamery Co., are fitting up their plant, and expect to start operations by October 1.



**MERIT IS OUR WATCHWORD.**  
**UPTON'S**  
**Jams, Jellies and Marmalade**

like every standard article, sell on their merits.  
Others may be cheaper, but none can be better.

A. F. MacLAREN IMPERIAL CHEESE CO., Limited.



#### SERIOUS BLUNDER.

A good story is told of a Pittsfield grocery clerk, who by a slight mistake interfered seriously with the feast at a wedding in that city not long ago. It was a very natural though somewhat embarrassing error for the clerk to make, and but for its timely discovery, even more annoyance would have resulted than actually did occur. It was on the programme to have a sizable wedding cake and one of the family was despatched to the grocery house for a certain quantity of cinnamon with which to flavor the cake and also some of the other things incident to the affair. The clerk who took the order readily put up the package and it was taken home, the contents being used in the preparation of the viands. It occurred to one of the members of the family on the morning of the happy event, after the cake and other articles had been prepared, that it would be a good idea to make a test of the articles to see how toothsome and delicious they were. The test was timely, for it was then discovered that a great mistake had been made. The taster screamed with pain and surprise, hurriedly called for water and then the situation became apparent. Instead of the cinnamon the not very careful clerk had gotten hold of the wrong can and substituted red pepper which resembles the cassia and sent that to the house instead. The pepper had found its way, not only into the cake but other articles, and for a time the atmosphere towards the clerk was about as warm as the mouth of the taster. There was a hurried conference, another grocery house was visited and by dint of hard work the wedding feast was supplied with the proper articles. Care was taken that all the condiments were duly sampled before being placed in the food where intended. The clerk is now wondering why his employer has lost a good customer and he may be put in the rounds for another situation.—New England Grocer.

If this ever happened, and I have my doubts if it did, the clerk must have been "off his trolley." Any man in the grocery business who would put up cayenne pepper for ground cinnamon has certainly mistaken his vocation. Let him try carrying bricks or shovelling coal, but perhaps he would get them mixed.

#### A QUESTION OF CUSTOMERS.

"J.C.M." writes: Which do you consider the best customers, the wealthy or the poor?

Give me the respectable middle class, the artisans. When wages are good, they buy freely, are not fastidious and pay promptly. The wealthy vacate for a long season during the summer, and, as a rule, object to short accounts. True, they use a class of goods on which there is a good margin of profit, but which, on the other hand, is more likely to spoil or waste. They seem to think the grocer under a great obligation for their patronage; that he must be very humble to retain the custom of these people, who by chance or circumstance have become wealthy. The poor or cheap class of trade is undesirable. No man ever made much money out of this class. He must do a large amount of work for a small return in profits. But give me the mechanic before the aristocrat every

time. There are no frills about his buying. He uses a good class of goods, and pays for them promptly without ostentation. The sales are easily made to him and his good wife, and they are a pleasure to serve. The clerk has his duty to perform, and that is to adapt himself to the customer. There are people you can tell by a glance what quality of goods they are likely to buy. Some you must serve with great deference, while others you feel perfectly free to talk familiarly with regarding your goods, though you may have met them only once. This is one of the fine points about salesmanship—the art of judging your customers' needs.

#### THE WIFE IN THE STORE.

"S.S." writes: Should the wife of a grocer work in the store?

This is a question for the grocer and his wife to settle. It depends upon the wife. There are women who are a great help to their husbands engaged in the grocery business. They take an interest in the business, and have business ability which they use for the advancement of the business. Speaking generally, I do not approve of the wife of a merchant assisting in the store, unless the business is so small it will not pay for a clerk; but there are women of such exceptional business ability assisting their husbands in grocery stores that one wonders what would happen the business if they withdrew, for they are the chief support. There is a growing tendency among grocers to employ female help because they work cheaper than men. To my mind this is a mistake. I have no objection to girls having charge of a candy counter, but I think they are out of place selling general groceries. To me this always appeared the work of a man, who should be trained for his business.

#### BUSINESS DURING "FAIR WEEK"

"W.B.C.": We are having a "fall fair" next week, what should we do for more business?

In the village fair there is an excellent opportunity to advertise your business. Have your windows well trimmed for the occasion. Place more goods to the front (seasonable requirements), and clean up the store. Use price tickets. Have some nice cards printed advertising your store. It is wonderful how at fair times people appreciate these things. Take time to say

"Good day" or "How are you, Mr. and Mrs. ——" to people you have not seen for some time. That kind of advertising pays. It is remarkable how a little attention will please most people. Be prepared with holiday goods. Have fruits of all kinds, including bananas, oranges, etc. Basket grapes sell well, peanuts, candy, etc. It is a special time to educate your customers regarding your store and your goods. Try and give them as favorable an impression as possible. Have plenty of help in your store. See that people are promptly served. May you have a very successful business. Let me know how you get along.

#### SEASONABLE WINDOW DISPLAYS.

"F.W." asks: What goods are now seasonable to make a window display?

This is pickling and preserving time. People are buying vinegars, gem jars and fruits. New canned goods are commencing to come in. It is easy to put in a seasonable window, only one has to change it often, as the heat and flies are not yet things of the past. I saw a nice tea window a few days ago announcing the arrival of new Japan tea. So many new goods are coming in now there is no difficulty in arranging an attractive window. Nothing adds to the effectiveness like well-written cards and price tickets. These are the essentials, as goods only cause the customer to inquire about the price, or they may have the bad impression they are dearer than they really are. Always have price tickets, because it is often the price that sells the goods.

#### THE PRICE OF PEACHES.

"Chas. B." writes of the high price of good peaches this season.

Yes, they have been high in price, but, then, plums have been exceptionally low. Consequently there have been sold more plums and less peaches. Pears are a good crop and cheap, so that people will, after all that has been said about the scarcity of fruit, be well supplied. It appears to me the demand for fruit is becoming greater each season. Families in humble circumstances are putting down, for their own use, six, eight and ten baskets, who, a few years ago, would have been satisfied if they had two baskets of fruit preserved for winter use. Every season, among one's own customers, this increase in the use of fruit is noted. There can be no question about its healthfulness and economy as a food.

Henry Wilson, grocer, Oakville, Ont., has built a new store, into which he expects to move next week.



# "Imperial" White Wine Vinegar

*Is the highest quality vinegar manufactured in Canada. A single package order will amply verify this statement.*

*Every gallon of this vinegar sent out is absolutely guaranteed by the manufacturers.*

*PRICE—Just the same as that of any other standard vinegars. Ask your wholesale house for "IMPERIAL" It will increase your trade and profits.*

THE **THISTLE** BRAND  
 ARE **GUARANTEED** High-grade  
**SECOND TO NONE.** Tomatoes,  
 Corn,  
 Peas, etc.  
**Brighton Canning Co.**

## You Have it in Your Power

largely to educate your trade, for in most cases the customer will take the goods that are **recommended** by the merchant. It will pay you then to introduce and push the goods you have confidence in. After the first sale the good goods recommend themselves. "Kent" Baked Beans will back up your statements and increase your sales in that line.



**THE KENT CANNING CO., LIMITED, CHATHAM, ONT.**

## TRADE IN COUNTRIES OTHER THAN OUR OWN.

THE Indian tea crop is believed, from statistics privately compiled, to have been 10,000,000 lb. less than last year at the end of July, and the probabilities point to a still further deficiency.

## CALIFORNIAN CANNED FRUITS

A press despatch from San Francisco says: The canned fruit market continues very strong, with light stocks generally reported. Some canners are holding cling-stone peaches and plums at an advance on account of the growing scarcity. The tomato pack will be good unless frost comes. It is now believed that the fruit pack will be larger than last year. No buying from England is reported.

## THE MALAGA JORDAN-ALMOND CROP.

The United States consul at Malaga, Spain, writing under date of August 21, says: "The first sales of Jordan almonds of this year's crop have just been effected in Malaga at prices ranging from 27 to 32s. (\$6.56 to \$7 80) per arroba of 25 lb.

"Few almonds were offered, and these were only of the smallest to medium sizes. The purchasers were local merchants, who will hold the almonds for export. Some of the exporters have issued circulars announcing that there is an unusually small crop of Jordans, and predicting even higher prices than the unusually high ones of last year. Those who are in the best position to know, however, state that the crop is as good as, if not better than, that of last year. This would mean from 80,000 to 85,000 boxes of 25 to 28 lb. each. Unfortunately, there is always great difficulty in knowing anything positive about the crop of Jordan almonds, because the growers—who are, in the main, peasants, living on the hills and in valleys—refuse to give correct information. One thing is sure: However abundant the crop may be, they are certain to shrug their shoulders and say it is the opposite.

"Last year, there was a valid reason for the high prices paid for Jordan almonds. All over Europe the almond crop failed, and dealers everywhere felt the necessity of buying the much-sought Jordans quickly. Hence the unusual prices. This year, there is an extraordinarily-large crop of almonds throughout Europe, and particularly in the famous Bari district of Italy, which is the principal seat of the European almond market. None the less, the Jordan almonds—which, as a matter of fact, do not exist outside the provinces of Malaga, Granada and Almeria, and are exported only from Malaga—are being marketed at opening prices even a little higher than the pre-

viously-unheard-of rates of last year. It would seem, then, that these almonds must be considered as something apart from all others. It remains to be seen whether or not the demand, which comes almost exclusively from England and the United States, will be sufficiently active to keep up the remarkably high opening prices."

## BROOM CORN ADVANCING.

Broom corn has been advancing rapidly of late at the growing centres, owing to competition among speculative buyers. Many, if not all, the large manufacturers, both in the United States and Canada, have secured their supplies of broom corn, but there is still a good demand from buyers who intend holding the product for a raise in price, which they anticipate on account of crop shortages, the general report being that the yield this year will be fully one-third under the average.

"Will the advance in broom corn affect the price of brooms here?" asked THE CANADIAN GROCER of E. C. Boeckh, of Boeckh Bros. & Co., Toronto.

"Not at present, anyway," was the reply. "As we secured our supplies of corn before the advance, we will not need to put up our prices for some time to come. It is possible that an advance may be caused before the next crop is harvested, though."

## PERSONAL MENTION.

Mr. Wm. Dobie, manager of E. W. Gillett's Canadian branch, Toronto, left that city on Tuesday on a business trip to Chicago, Denver and San Francisco. He will return via Victoria, Vancouver and Winnipeg.

Lieut.-Col. John Bayne MacLean, president of the MacLean Publishing Co., Limited, and commander of the Duke of York's Royal Canadian Hussars, Montreal, has returned to Toronto after a two weeks' absence furnishing escorts to their Highnesses the Duke and Duchess of York and His Excellency the Governor-General.

## A SERIOUS SUSPENSION.

One of the most serious financial troubles of the year is reported from St. John, N.B. Merritt Bros. & Co., wholesale grocers, of that city, have suspended, owing to unsatisfactory returns from outside investments. The liabilities are said to be very heavy, and it is feared other firms, especially retailers and others having accounts on their books may

be affected. Three firms, Puddington & Merritt and H. Hoyt, retail grocers, and F. C. Colwell & Co., manufacturing confectioners, St. John, have already suspended.

General surprise, as well as sympathy, is expressed by the trade, as Merritt Bros. & Co. were considered one of the shrewdest and most solid concerns in St. John.

## SHIPPING SALMON VIA VANCOUVER.

According to The Vancouver World, the port of Vancouver seems to be taking great strides these days. Of late, there has been competition between the different trans-continental lines having terminal ports on the Pacific for the salmon-carrying business.

Vancouver and the C.P.R. have always proved themselves capable of looking after the business naturally belonging to them, and, of late, have been reaching out for even more than this, and have been quite successful in their efforts. Within one week, fully 15,000 cases of salmon, which had been shipped from Alaska to San Francisco, was reshipped from the latter port to Vancouver, from which place it was sent east on the C.P.R.

## B.C. HALIBUT FOR TASMANIA.

Steamer New England, arrived at Vancouver, on September 19 from the halibut fishing grounds with 75,000 lb. of fish. Mr. Morton, the curator of the museum of Tasmania, who is in Vancouver, is much interested with the manner of the halibut fishing and the size and appearance of the fish itself, and will take back with him to Tasmania some specimens of this product of the sea which is obtained off the British Columbian coast.

## TEA ROSE DRIP SYRUP.

Encouraged by the success which met their maple syrup, the Imperial Maple Syrup Co., Montreal, are pushing a new table syrup called the Tea Rose drips. It is put up in handsome gilded tins and prepared in such a careful way that it is claimed to be the very perfection of a syrup for table use. It is warranted to please the customer or the money refunded. The wholesalers sell it at \$3.30 a case of six-gallon tins, \$3.80 per case of 12 halves and \$4.30 a case of 24 quarts.

Among the exports from Canada to the United States last week were 27,000 lb. of "Salada" Ceylon tea. This quantity was made up in shipments to Boston, Rochester and Detroit.



# NEW FRUITS

CURRENTS--CLEANED and STEMLLESS

VALENCIA RAISINS--FINE OFF-STALK  
SELECTED

SULTANA RAISINS--FINE BRIGHT FRUIT

BE SURE TO GET OUR QUOTATIONS, EITHER FOR PRESENT OR FUTURE DELIVERY.

THE **EBY, BLAIN CO.,** LIMITED

WHOLESALE GROCERS, ETC.

**TORONTO.**

SOLE AGENTS FOR THE FAMOUS "KIN-HEE" COFFEE.

## HINTS TO BUYERS.

Contributors are requested to send news only not puffs of goods they handle, or the arrival of standard goods that everyone has in stock, or that they are offering goods at close figures, or that they have had an unusually large sale this season.

**H** P. ECKARDT & CO. are offering new fine Filiatra currants for prompt shipment.

John Sloan & Co. offer some particularly fine cheese.

T. Kinnear & Co. are offering oldselected raisins at low figures.

Buyers of jars will do well to communicate with H. P. Eckardt & Co.

Lucas, Steele & Bristol's "Empire" goods make a pretty window display.

The Goodwillie choice fruits offering by Lucas, Steele & Bristol are all packed in glass.

John Sloan & Co. have a car of 90 100 prunes, 50-lb. boxes, which they offer at a special price.

"Sea Island" is the name of a fancy twine offered to the trade by Lucas, Steele & Bristol.

The late potato crop is reported to be good in some sections, though in others considerable "rot" is found.

Lucas, Steele & Bristol offer choice new season Young Hyson points, also snaps in Japan and Ceylon tea dusts.

Fresh currants are expected by Laporte, Martin & Cie. about October 1. Orders should be placed at once. They were the first to get new crop fruits.

J. S. Bennett, Toronto, who is making a specialty of grocery cabinets, has received quite a number of new orders during the past week, and some of them are "repeats."

Laporte, Martin & Cie. are quoting very low prices for Valencia and Malaga raisins, almonds (shelled and unshelled), Grenoble walnuts and filberts to arrive October 15.

Laporte, Martin & Cie. are expecting, about the middle of October, a nice lot of candied peels which they quote very low. They also have a few boxes of last year's, which can be had at a bargain.

John W. Bickle & Greening, Hamilton, have been appointed general agents for Canada for Goyer's "Maple Blend" syrup. It can be procured through all the wholesale houses.

Laporte, Martin & Cie will receive, about the middle of next month, fresh figs in mats and boxes. Order at once, as the next consignment will come some time later.

The trade should inquire of Laporte, Martin & Cie about prices for canned goods to arrive in September or October. They have an unusually large assortment, which has been bought at the lowest market price, and they are prepared to quote low for delivery on arrival of goods.

## WEST INDIA EXHIBIT.

**S**PEAKING of the West Indian exhibit at the Nova Scotia Provincial Exhibition at Halifax, collected by Pickford & Black, The Maritime Merchant says: "From the Island of Antigua there are grocery yellow crystals, and grocery white crystals made directly from cane juice. There are also a 96 per cent. crystal for refiners' use and a refiners' molasses sugar and vaccum pan molasses for use in making alcohol or cattle food. Samples too, have been sent of Muscovado sugar for grocery purposes, concentrated lime juice, and Muscovado molasses. The exhibit of jams, jellies, syrups, and preserved fruits is also very interesting.

"From Dominica there is an assortment of tropical fruits such as limes, lemons, citrons, oranges, etc., put up in various ways; also the cocanaut and its products, nutmegs, mace, ginger, cocoa, coffee, starches, jellies, and preserved fruits. At the close of the Halifax Exhibition the Dominica exhibit will probably be sent to The Canadian Manufacturers' Association at Toronto.

"There are no less than 16 cases of assorted exhibits from the Islands of Trinidad and Tobago, including many specimens of tropical productions not hitherto exhibited in this country. We trust the effort made to enlighten our people with regard to the natural resources of the British West Indies will not prove barren of results. By becoming better acquainted with the products of these islands our trade relations will eventually be extended."



## Imperial Brand MAPLE SYRUP

is the very kind your customers want. All who have tried it pronounce it to be without equal. Since first this brand was placed on the market it has met with wonderful success. Money refunded if not satisfactory.

PUT UP BY

**Imperial Maple Syrup Co., Limited**

88 Grey Nun Street,

**MONTREAL**

# Great oaks from little acorns grow.

## "Condor" Japan Tea

In Half-Chests, at 19c. to 40c.  
In 30-lb. boxes, at 20c.  
In lead packets, at 19c. and 27½c.

## "Condor" Vinegar

Pure distilled, 100 grains, at 27½c.

## "Condor" Mustard

The only pure, the best in the world.  
¼-lb. tins, 35c. per lb.  
½-lb. tins, 33c. per lb.  
1-lb. tins, 32½c. per lb.

## Madam Huot's Coffee

The gem of all Coffees. A true  
Parisian blend—pure, delicious.  
1-lb. at 31c. per lb.  
2-lb. at 30c. per lb.

From a small beginning, in modest quarters, to my present well-equipped establishment, only 21 months have elapsed, and it is with pardonable pride that I attribute this increase in my business to my earnest efforts to please my customers, to my endeavors to give them, at all times, the best value in the market, and to the high quality of the goods under my registered brands.

## "Old Crow"

Blend of Choice Black Teas in bronze tins.  
At 17½, 20, 25, 30 and 35c. per lb.

## "Old Crow" Vinegar

Pure distilled, 75 grains, at 20c.

## "Old Crow" Mustard

High-Grade Mustard.  
¼-lb. tins, 25c. per lb.  
½-lb. tins, 23c. per lb.  
1-lb. tins, 22½c. per lb.

## "Nectar" Tea.

The perfection of all black teas in lead packets.  
At 20, 26, 38 and 45c.

On the way from Japan and Vancouver—ex Strs. "Tartar," "Empress of China" and "Athenian"

50 Boxes, Qui Chee, New Season's Imperial Gun Powder, at 15c.

96 Half-Chests, 60 lbs. each, "Condor L" Japan tea, in lead packets, at 19c.

35 1-lb, 50 ½-lb, a beauty, to retail at 25c.

50 Matts, 8 5-lb. boxes each, Japan tea, bright, strong liquor, good leaf, at 18½c.

100 30-lb. boxes, Japan tea, good leaf, at 17½c.

65 Half Chests, "Condor" Siftings, in 1-lb. and 5 lb. paper packages, at 8c. and 8½c.

Packed in Japan. Choice liquor, fine leaf.


50 Half-Chests, large fannings (winnowings), choicest May liquor, at 9½c.

The finest and the best obtainable.

411 Packages—making a total of 2,623 packages imported direct since June 1st of this year.

Samples and prices sent with pleasure—I only want a chance to show my values. Specialty of high-grade Teas, Coffees, Spices and Vinegars—wholesale.

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### A CHAIN OF ADVANCES.

FOR some weeks market reports have told of the coming light crop of corn and now as the harvesting season is upon us, and the worst fears are realized, we are brought face to face with several consequent advances in prices. Corn itself is quoted almost 20c. higher than it was this time last year, and latest Chicago reports say "strong and active."

First and foremost comes the rise in the price of hog products. For some months the supply of lard and pork has been light and prices have been steadily advancing. Now it is feared that the scarcity will be strongly accentuated by the higher prices of corn and the market is in a feverish state of excitement. Last week lard was selling on the Montreal market at \$2.35 to \$2.40 a pail; now, although we have heard of one dealer who is willing to supply his regular customers at \$2.45, the market price is \$2.50 to \$2.55. One holder who let his stock go at \$2.50 is sorry as he is

confident that he could have obtained \$2.60.

Last week we reported a 50 cent. rise in the price of Chicago barrel pork; this has been followed by a further rise of \$1 this week. Medium clear mess pork is now worth \$24.50 in Montreal and heavy, 30 to 40 pieces, \$25.

Dealers report great difficulty in securing supplies from the Canadian packers. The monthly statistics compiled by the Chicago Board of Trade when published on October 1 will be found very interesting; it is expected that they will show a still further decrease in the world's stock of available supplies.

In sympathy with the strong market for kettle lard are the advances in compound lard. Both Montreal makers have raised their prices this week, Fairbank's quotations taking two jumps, the first  $\frac{1}{4}$ c. per lb., and the second  $\frac{1}{2}$ c. In small lots, wholesalers now quote \$2.01 per pail on "Boar's Head" brand of refined lard compound. We understand that business at lower figures is strictly and absolutely refused.

Some days ago, brooms were changed, in conformity with the higher price of broom corn. Two-string brooms that sold at \$1.65 are now worth \$1.80, and others that were \$1.80 are now \$2; three-strings that sold at \$2.20 are now \$2.45, and four-strings that were worth \$2.40 are now quoted at \$2.65.

"Perfection" corn syrup has advanced  $\frac{1}{4}$ c. per lb. for the same reason. In barrels, it is now quoted at  $3\frac{1}{4}$ c.; in half-barrels at  $3\frac{3}{4}$ c., and in quarter-barrels at  $3\frac{1}{2}$ c.; 38  $\frac{1}{2}$ -lb. pails bring \$1.50, and 25-lb. pails \$1.10. The price was already comparatively high, and dealers think that this latest advance will tend to increase the consumption of molasses.

As a conclusion to this list of the week's advances caused by the high price of corn, we will mention a rise of  $\frac{1}{4}$ c. per lb. in all laundry, culinary and rice starches. New lists have just been issued to this effect.

The capitalists who have gone in for the tinning of ants will not, it is to be hoped, encourage others to go in for the tinning of mothers-in-law.

### SHORT RUN OF FISH.

SOMETIMES THE CANADIAN GROCER indulges in a fish yarn and we will not endanger our reputation should we indulge in one just now as the season for pickled fish is opening and dealers are wondering whether they have too much or too little canned fish to run them through the winter.

Herring is a short catch and will be scarce. A week ago it was feared that packers of canned herring would not be able to fill 25 per cent. of their orders, but the latest news from Nova Scotia is that there has been a late run of herring and that there is a chance that half the orders taken may be filled. There has been an extraordinary demand for kippered herring during the past few weeks and that there is a late run is cheerful news. Although wholesalers are paying about 20c. per case for their fish more than they did last year, we understand they are still selling at the old figures, \$4.00 per case.

Pickled herring are going to be scarce and dear. This is the latest news from Halifax. Montreal dealers are now selling at \$5.00 to \$5.50 per barrel, and \$2.75 to \$3.00 per halves for Scotias, and \$5.25 to \$5.75 for Labrador fish.

Canned lobsters are much better stock than they were last year and sales are heavier. Prices range about the same, \$11.00 to \$14.00 per case. Canned haddies are about a three-quarter pack. While sardines are coming forward slowly, we understand the pack is up to the mark; Canadian sardines are worth \$3.75 to \$4.00 per case. Dealers were looking forward with some eagerness to the tunny fish that The Thistle Canning Co. were to put up, but none of these fish have put in an appearance this year. There is also no butterfish.

Green cod are very scarce and the price is advancing. Wholesalers now ask \$5.00 to \$5.50 per barrel, and are firm in their views. New British Columbian salmon will be on the local markets in a few days; barrels will be worth \$11.00, and \$6.00 for half-barrels.

The little cool weather we have had lately has stimulated quite a good demand for fish and if the supply were only greater dealers would anticipate a good trade.

## CALLING FOR THE TEA COMMISSIONER'S HEAD.

THE CANADIAN GROCER is in receipt of a marked copy of The Ceylon Standard, of August 19, containing an editorial calling for the dismissal of Mr. William Mackenzie, the Ceylon tea commissioner, who, through his frequent visits to Canada, is well known to the trade in this country. The article is a lengthy one, and from it we glean a few extracts:

"Mr. Mackenzie has not," it says, "been a success, and the results are the proof of this. \* \* \* The appointment we consider from a pure business standpoint unsatisfactory \* \* \* It would have been far better in the beginning if the commissioner had been a shrewd American man of business."

The sentence quoted give the gist of the article, which also contains some criticisms of a letter from Mr. P. C. Larkin, which appears in the same issue of the paper in defence of Mr. Mackenzie. With that part of the article we do not, however, need to deal.

We cannot say whether Mr. Mackenzie is the best man in the world for the position he holds, simply because we do not know. Possibly The Standard may have someone in its eye who may be better, although it does not give any intimation of such. What it wants is an American.

Candidly speaking, we do not think The Standard has made out a good case. It declares that results show that Mr. Mackenzie has not been a success. But by what process of logical reasoning it arrives at that conclusion we are at some loss to understand.

The quantity of Ceylon tea taken by North America during 1900 did not, it is true, increase at as great a ratio as during some of the preceding years, but when we come to consider that it was 110 per cent. larger than five years before, the conclusion must be that there has been a measure of success quite respectable. The following table, compiled from a report issued in May last by Gow, Wilson & Stanton, of London, England, shows the quantity of Ceylon tea taken by North America during the past five years:

## CEYLON TEA TAKEN BY NORTH AMERICA.

|           | Quantity in lb. |
|-----------|-----------------|
| 1900..... | 9,173,824       |
| 1899..... | 8,289,376       |
| 1898..... | 7,636,995       |
| 1897..... | 5,698,596       |
| 1896..... | 4,364,510       |

A report recently issued shows that the quantity taken during the first six months of the present year compares well with that of last year, for, although less came direct than during the same period of 1900, the loss was more than made up by what came by Great Britain.

Turning to the official trade statistics of the Dominion we cannot find anything, as far as Canadian trade is concerned, that would indicate that Mr. Mackenzie has been the failure The Standard appears to think he has been. The figures therein given bring us up to June 30, 1901, and they show that within the last four years our imports of Ceylon tea, direct, and via Great Britain and other countries have nearly doubled. This will be gathered from a glance at the following table:

## IMPORTS OF CEYLON TEA INTO CANADA.

|                         | 1901.       | 1898.       |
|-------------------------|-------------|-------------|
| From Great Britain..... | \$2,454,394 | \$1,414,934 |
| " Ceylon district.....  | 3,521,860   | 1,891,758   |
| " Other countries.....  | 274,709     | .....       |
|                         | \$6,250,963 | \$3,306,692 |

The poor prices which have ruled during the last few years on low-grade Ceylon teas, our contemporary surely does not charge against Mr. Mackenzie. Over-production is the root of that evil.

Peradventure, The Standard is not satisfied because Japan teas have not been driven from this continent. But if Japan teas are arriving in undiminished quantities the same cannot be said of China black teas. And as far as Canada alone is concerned the latter have been so displaced by the Ceylon-grown article that they are no longer a factor in the market.

We fear that The Standard's case is of the kind that judges usually refuse to allow to go to the jury.

## FALL EXPORTATIONS OF EGGS.

Egg exporters have commenced to take their eggs out of pickle and all packers are unanimous in the conviction that the goods never turned out in better condition. They were packed in cool weather last spring, a fact which accounts for their good quality

now. This year there ought to be none of last year's complaints about poor eggs from the British markets, for the eggs will certainly leave Canada in the best state of preservation.

The demand for eggs, which has been good all season, slackened a little this week, but, while the Englishmen write gloomy accounts of their market, they continue to buy, paying 7s. 4d. for fresh goods and making large contracts at 6s. 10d. for pickled stock.

## THE BEST ALWAYS PAYS.

A merchant cannot expect to hold his customers unless his merchandise is good; nor can an employe expect to hold his position unless he renders good service. It always pays in the long run to sell good goods and to render good service.

## CANNED SALMON TRADE WITH WEST INDIES.

BRITISH Columbian exchanges to hand announce that there is still quite a run of sockeye salmon on the Fraser river, and that the few canneries that have not closed down are busy supplementing the already good pack put up. Quite a large quantity of salmon is also being frozen.

It will be remembered that up to two or weeks ago the pack on the Fraser was 876,000 cases, the largest on record.

With the increase in the output of canned salmon it will be necessary for Canada to cultivate more vigorously than ever the export trade in this commodity. The bulk of the pack, as everyone knows, goes to Great Britain, but there are other countries which consume quite a little canned salmon whose trade no special effort is made to secure. In the West Indies, for example, there is quite a consumption of canned salmon, and a gentleman who is well acquainted with that part of the world informs us that a good business in that particular product is possible if special efforts were made to push it.

Already, in fact, the thin end of the wedge has been inserted, for, in 1900, Canada exported 2,922 lb. of canned salmon to the British West Indies, and a little hammering would doubtless drive the wedge further home.



## THE BRITISH TEA DUTY AND ITS HISTORY.

WE are glad to find, remarks Home and Colonial Mail, that the question of the tea duty is not allowed to slumber. The increased duty was a blow to the industry which there have been attempts to minimize, but no apathy on the subject or acceptance of the inevitable can alter the fact that an act of injustice has been committed against the tea grower. In a letter to *The Financial Times*, "Kar Guzar" deals with this duty question, and he protests against this burden on the producer. He says: "Messrs. Finlay & Co., in their circular addressed to the shareholders in their companies, and published in your issue of the 10th instant, rightly stated that the sudden increase of 50 per cent. to the duty previously levied on tea has prejudicially affected the industry. They place the amount of their losses by it at £60,000, and at the rate of 2½d. per lb. The lower the tea produced is classed the greater is its producer's loss. The quality of tea depending upon the lay of the land, the altitude at which it is grown and the qualities contained in the soil, it is not in the producer's power to vary its quality at pleasure; he may pick finer or coarser, he may improve the appearance of the tea, but its chemical qualities will remain the same to the end of the chapter. We are told that the average price of Indian tea before the levying of the surcharge was 8d. without duty. To get an average of 8d. per lb. much tea must have been sold at 4d. per lb., some at 1s., but we must not think because one producer received 12d. a lb. for his tea and another received only 4d., that the one was intrinsically worth three times the price of the other. The difference in price is not regulated by its intrinsic properties—the prices the consumers pay the merchant are regulated by the relative intrinsic values of the teas—but the price the merchant pays producers by the amount of duty plus the price he can afford to pay to equalize its cup value to the consumer."

The inequality of the impost is pointed out. "The duty falls unequally on teas of different qualities, and it forces merchants to buy the higher-classed teas to the neglect of the others. A rate of duty which produces a revenue equal to 75 per cent. of the whole value of the industry, a rate of duty varying from 50 per cent. to 150 per cent., is out of all proportion to its value. The price to be paid to the producer will be reduced by every penny that the merchant will not be able to recover from the consumer. If the merchant wishes to sell two teas to the consumer, the one at double the price of the other, it will be necessary for him to pur-

chase the lower-classed one at a third of the price of the other—hence we may conclude that every 2d. added to the duty takes a penny per lb. off the prices received for all teas below a certain value. When the duty stood at 4d. low-classed teas were handicapped 2d. per lb., and the average, or 8d. teas by 1d. Now that the duty has been raised to 6d., low-classed teas are handicapped 3d. on the pound of tea, and average teas 1½d., as against the higher-classed teas. The duty as it is now levied acts as a direct tax on the majority of us producers. The amount levied from me as a war tax I estimate at £2,000 per annum. It would have been less had the merchants not succeeded in passing so much free of increased duty and would have been greater had my teas not been in some request for outside markets. It is, I think, much to be regretted that Messrs. Finlay & Co. limited their statement to a bare chronicle of results, and did not boldly state in what manner and why the duty has borne, and is still bearing, hardly on our industry. The Chancellor of the Exchequer, when introducing his Budget, stated his reasons for having selected tea as a fit article for increased taxation (a) because it was not an article of manufacture in this country; (b) it is largely consumed, and (c) at the time of the Crimean War the duty on tea stood at 1s. 6d. per lb., and that it was promptly raised 3d. with practically no objection from any body concerned. He then went on to state that even with the addition of 2d. per lb. tea would still cost the consumer 2d. per lb. less than it cost the consumer in 1889, before the duty was reduced from 6d. to 4d. per lb., and wound up by saying that he did not think the population at large will have any very fair ground for complaint at the amount which they will be called upon to bear towards the cost of what the vast majority of them believe to be a necessary war. It is very evident from what fell from the Chancellor's lips, as from the tenor of the debate in Parliament, that the Chancellor and also Parliament intended that the tax should be levied from the tea-consuming public, and not from the producers. I am one of the vast majority who deem the war to have been a necessary war, but I deem it wrong to attempt to levy any special portion of its cost under a special tax from the persons we made war to protect. If we are to be taxed, by all means tax us, but levy the tax in such a manner that it will not act unequally in its incidence. Had the duty fallen to the lot of the consumer to pay, as it was intended it should have done, the reproach that it added to the poor man's burden would have been a just one. Why

an article produced and manufactured by a large number of His Majesty's subjects residing in His Majesty's colony, as also in a dependency of the British Crown, should be taxed, and articles manufactured within the United Kingdom should be exempted, we can leave those who talk so glibly of consolidating our Empire to inquire into; the principle therein propounded found favor with Parliament, and with the rest we have no concern, and it is most certainly largely consumed."

The objections to the tax are urged. "At the time of the Crimean War the duty certainly stood at 1s. 6d., and was promptly raised 3d. per lb., but in 1850 it stood at 2s. 1d., was reduced in 1853 to 1s. 10d., and again in 1854 to 1s. 6d. per lb. Thus, when it was raised 3d. it still stood at 1d. per lb. less than it had previously done. A duty levied on trade will fall either on the consumer or the producer—in no instance on the merchant, and in some instances, as in the present instance, it may act to his direct advantage. In 1854-55 the consumers, acknowledging the necessity of levying a duty to meet war expenditure, could not fairly object to having the rate of duty raised, more particularly as the duty and surcharge together left them a penny better off than they had been in the habit of paying. Producers could not object, as the article taxed was of foreign origin, and they had no cause to object, as they had possession of the markets of the world. What they could not sell to us they could sell elsewhere; our Customs or our values did not rule their prices. Our case at the present day is wholly different. The major portion of the tea brought for sale to the English market is of British production, owned by British subjects. It is not an article that can be increased or decreased at will, and it is an article which spoils after a time in keeping. Our home market was, until recent times, our sole market, and is still our principal market; its prices regulate the prices for all; whatever we make must come forward, and we must accept the prices offered or not sell at all. When it was suggested in Parliament to substitute an ad valorem duty for a duty on weight, the Chancellor vetoed the suggestion mainly on the ground that it had been tried and found wanting—I presume on the ground that it left openings to the quick-witted merchant to pass his goods through the Customs house at lower values than he should do. I cannot help thinking that where there is the will the way will be found, and that an industry which yields a revenue of several millions sterling is worth trying to do justice to, and for my own sake and for the sake of others, I sincerely hope the Chancellor of the Exchequer will see his way to perfecting one. For my own part, I believe a duty of 4½d. on all teas valued at 6d. and under and an ad valorem duty of 75 per cent. on all teas from 6d. to 10d. (all teas over 10d. paying 7½d.) would more than make good the loss the revenue might incur from the acts of the quick-witted merchants, and if the Customs house officials find difficulty in assessing duty on the fractions of a penny, fractions of a penny might count as one."

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# MARKETS AND MARKET NOTES

## INFORMATION FOR BUYERS.

If any reader wishes to know where any article can be purchased in Canada or abroad, a letter to the Editor will probably place him in communication with the seller.

## ONTARIO MARKETS.

Toronto, September 26, 1901.

### GROCERIES.

**A** FAIRLY-GOOD trade is to be reported this week in staple goods. Sugars are not as active as they were. Although the retailers are still buying fairly well, there is an indisposition to anticipate wants on account of the weak condition of the raw markets. The feature of the canned-goods trade is the withdrawal of association prices on canned tomatoes, and the packers will not accept orders for futures, except at open figures. Generally speaking, the canned-goods trade is not active. Some shipments of new-pack canned salmon have come to hand this week, and have been shipped out to the retail trade. Invoices of further shipments are to hand. There is a fairly good trade being done in coffees, although the outside markets are a little irregular at the moment. The firmness in Ceylon teas noted last week has been fully maintained, and this week's advices note higher prices in Japans and China greens and China blacks. Spices are meeting with a fair request and prices are firm, as a rule. Neither syrups nor molasses have improved much as far as the demand is concerned, but corn syrups are  $\frac{1}{4}$ c. dearer. Starch is also  $\frac{1}{4}$ c. per lb. dearer. Currants are slightly firmer in the primary market, while Valencias are easier. Shipments of new currants via New York are on this market. Comadre figs are slightly easier in the primary market.

### CANNED GOODS.

The feature of the canned-goods trade is the withdrawal of prices on tomatoes by the syndicate, and the brokers have been instructed to accept no further orders for futures, except at open figures. As there is no disposition to buy under such conditions very little business is being done. Reports which have been received from the packers state that the pack of tomatoes is quite light, and that higher prices are probable. Although the ruling price for new pack tomatoes now on the market is 85c. to the

retail trade; there are still some lots of old goods which are being offered at 80c., and the little business that is being done is chiefly in last season's goods at the figures named. New season's corn is also being delivered this week, the ruling quotation for which is 80c. Peas run at from 80c. upwards. There is very little being done in canned fruits, and in canned meats the demand is seasonably light. A few brands of new season's canned salmon have been received on the market during the last few days, but at the time of writing they have practically been distributed among the retail trade. Invoices of further shipments are, however, to hand, and the goods are naturally expected to arrive within the next few days. Quotations are: Fraser River sock-eyes, \$1.42½ for 5-case lots and over, and \$1.45 for less quantities; Northern sockeye, \$1.25 to \$1.30; pink salmon, 95c. to \$1; cohoes, \$1.05 to \$1.10.

### COFFEE.

A fairly-good business is being done on the local market in both green and ground coffees. We still quote green Rio coffees as

See pages 31 and 32 for  
Toronto, Montreal, and St.  
John prices current.

follows: No. 7, 7½c. per lb.; No. 6, 8c.; No. 5, 8½c.; No. 4, 9¼c. The outside markets are, at the time of writing, somewhat irregular, due—in part, at least—to a fall in the rate of exchange.

### SYRUPS AND MOLASSES.

The feature of the syrup market is an advance of  $\frac{1}{4}$ c. per lb. in the price of the corn description. We now quote: Barrels, 3¼c.; half-barrels, 3¾c.; kegs, 3½c.; 3-gal. pails, \$1.50, and 2 gal. pails, \$1.10. In molasses, there is very little business being done, but the market in New Orleans is decidedly firm. It is estimated that the crop of low-grade molasses to be marketed is only 20,000 bbls.

### STARCH.

On account of the increased cost of corn the starch manufacturers have been compelled to advance their prices  $\frac{1}{4}$ c. per lb. Laundry starches which were formerly quoted at 4¼c. are now 5c., and so on.

### SPICES.

There is a good trade being done in all kinds of spices, and prices rule firm. This

latter remark applies, perhaps, more particularly to pepper than to any other line.

### NUTS.

According to advices to hand this week shelled walnuts are slightly easier in Bordeaux. A little business on importation account is being done in Grenoble and Marbot walnuts. The price of nuts, generally, promises to rule much lower this season than last.

### SUGAR.

Very little sugar is being bought this week by the wholesale trade, there being an expectation, in view of the weak condition of the raw markets, that there will be a reduction here shortly in the refined article. They are, therefore, only buying for immediate requirements. The retail demand, while not as large as it was, is still keeping up fairly well. At the time of writing, prices here are unchanged at last week's quotations. The meltings in the United States last week were 32,000 tons and the receipts 37,451 tons. At the end of last week the stocks in Europe and America were 845,181 tons, against 498,066 tons last year at the same time. The beet-root sugar market has made another record, as far as low prices are concerned, the quotation now being 7s. 6d., the lowest yet touched. The demand for refined sugar in the United States is light, and the refiners there are catching up with their orders, which they were hitherto somewhat late in filling.

### CANDIED PEELS.

Shipments of these are to hand, and are being distributed among the trade. We quote: Lemon peel, 11 to 12½c.; orange, 12½ to 13c.; citron, 16 to 18c.

### TEAS.

The situation in teas shows further improvement. Fine Japan teas have been firm all the way through and a good many orders have recently been taken, but some of the houses here have been notified that the shippers will not be able to fill any more orders at the same price. They were also informed that orders for low-grade teas could not be filled except at an advance of 1c. per lb. Local Wholesale houses report a fairly good demand for Japan teas on retail account. There has been some business doing in Ceylon teas for importation, and the firmness in prices noted last week has evidently become more pronounced. A cable received on Tuesday from Calcutta stated that the market there was strong with



an upward tendency, especially in regard to low-grade teas. A cable received this week from China stated that green teas there were  $\frac{1}{2}$  to 1c. higher on the cheap and fine grades respectively. China blacks are also firm and much dearer than they were a year ago.

#### FOREIGN DRIED FRUITS.

**CURRENTS**—The feature of this market, locally, is the arrival of a small shipment of new season's fruits. The demand for these is fair. They came via New York, and are quoted at  $7\frac{1}{2}$  to 8c. for fine Filiatras, and  $8\frac{1}{4}$  to 9c. for Patras. Wholesalers are booking quite a few orders to arrive in October at  $6\frac{1}{2}$  to 7c. for fine Filiatras, and  $5\frac{3}{4}$  to  $6\frac{1}{2}$ c. to arrive in November. Vostizzas, to arrive later, are quoted at 8 to 9c. The market in Greece is strong, and on Monday last, the cable announced an advance of 6d.

**VALENCIA RAISINS**—The Valencia market is still somewhat unsettled. Although there has been no material drop in prices, importers, after the experience of the last year, are inclined to hold off. A few boxes of new fruit arrived on this market this week. With the near approach of the regular shipments of fruit, the price of old gradually recedes. The nominal quotations are 4c. for fine off-stalk and 4 to  $4\frac{1}{2}$ c. for selected, but purchases can be made at even lower figures, and there have been sales this week of old selected fruit as low as \$1 per box. Fine off-stalk to arrive by an early steamer is quoted at  $6\frac{1}{2}$  to 7c. Selected raisins to arrive by direct steamer are quoted at  $6\frac{1}{2}$ c., and fine off-stalk at 6 to  $6\frac{1}{2}$ c.

**FIGS**—Cable advices received this week report a little easier market for Comadre figs. Orders are still being booked for tapnet figs at  $3\frac{1}{4}$  to  $3\frac{1}{2}$ c.

**PRUNES**—Practically nothing is being done in prunes, and prices in California are unsettled. Californian prunes are quoted at the following: 30-40's, 8 to  $8\frac{1}{2}$ c.; 40-50's,  $7\frac{1}{2}$  to 8c.; 50-60's, 7 to  $7\frac{1}{2}$ c.; 60-70's,  $6\frac{1}{2}$  to 7c.; 70-80's, 6 to  $6\frac{1}{2}$ c.; 80-90's,  $5\frac{1}{2}$  to 6c.; 90-100's, 5 to  $5\frac{1}{2}$ c. French prunes,  $3\frac{1}{2}$  to 4c.

#### GREEN FRUITS.

The receipts of native fruits are steadily diminishing. Pears are about done, the only kind left being preserving pears, which are in good demand. Grapes and peaches are still coming in fairly well, as are also canteloupes, tomatoes and sweet potatoes. Cranberries were offered at \$8 per bbl., the first of the season. A few pineapples are on sale at \$3.50 per case. There is no change in the price of oranges, lemons or bananas. We quote: Pears, 20 to 40c. per basket; peaches, Crawfords, 50c. to \$1.25; plums, 20 to 60c.; apples, 15 to 35c.; egg plant, 20 to 25c.; tomatoes, 15 to 18c.; cucumbers, 10 to 15c.; gherkins, 40 to 65c.; peppers, 25 to 50c.; grapes, in 10 lb. baskets, 15 to 50c. for Champions and 20 to 25c. for Delawares; quinces, 30 to 40c. per basket; muskmelons, 25 to 35c. per crate of 12; watermelons, 15 to 25c. each; bananas, \$1.75 for 1st and 75c. to \$1 for eight-hands. New Verdill lemons are offering at \$3.75 to \$4.25 per box, and Jamaica oranges at \$6 per bbl. or \$4 to \$4.25 per box; cranberries, \$8 per bbl.; pineapples, \$3.50 per case.

#### COUNTRY PRODUCE.

**EGGS**—Receipts continue light. As the cool weather has improved the demand, and as the stock arriving is of excellent quality, the market has stiffened up greatly. As high as 16c. is asked by some houses, while 15c. seems to be the general quotation.

**BEANS**—The market keeps steady since last week's decline, which brought the market to \$2.10 for prime beans. New beans are expected to sell at about these figures.

**HONEY**—A good, brisk demand is reported, and prices are well maintained. We quote: 9 to 10c. for extracted clover and \$1.75 to \$2 for No. 1 clover comb.

**DRIED APPLES**—There is practically nothing doing yet in dried apples. A small quantity of last year's evaporated apples are offering at 8c., but there is little demand.

**POTATOES**—A few cars have been sold this week at 50 to 55c. per bushel, on track, Toronto. There is a good movement of small lots at from 60 to 70c. per bushel, according to quality.

**DRESSED POULTRY**—The cool weather has improved the demand and the conditions for shipping. Consequently the increased receipts are readily absorbed. Turkeys are now offering. We quote: Chickens, 45 to 50c. per pair; hens, 45 to 50c. per pair; ducks, 60 to 70c. per pair; turkeys, 10 to 11c. per lb.

**LIVE POULTRY**—The Canadian Produce Co., 36 and 38 Esplanade east, Toronto, will pay until October 10, for spring chickens, not less than two lb. each, 6c. per lb. For ducklings, not less than four lb. each, 4c. per lb. For hens (including last year's birds) 4c. per lb. These prices are for live weight on arrival. Crates shipped free and express paid up to 50c. per 100 lb. of chickens.

#### BUTTER AND CHEESE.

**BUTTER**—There is a good demand for the best dairy grades, but the great bulk of what is offering is not of the best quality, showing evidence of being held for some time, and is consequently in decidedly poor request. Prices are unchanged. We quote as follows: Dairy prints, 17 to 18c.; best tubs, 16 to  $16\frac{1}{2}$ c.; poor to medium grades, 12 to 15c.; creamery prints, 21 to 22c.; boxes, 19 to 20c.

**CHEESE**—Owing to speculative competition, the price at country boards has been forced up  $\frac{1}{4}$  to  $\frac{1}{2}$ c. Consequently, there is a better feeling here, and 10 to  $10\frac{1}{4}$ c. is asked for all makes.

#### FISH.

The demand for oysters and smoked fish has improved sufficiently to absorb the increased receipts. Fresh fish are steady and unchanged. We quote as follows: Fresh fish—Spanish mackerel,  $12\frac{1}{2}$ c.; codfish, 6c.; whitefish, 7 to  $7\frac{1}{2}$ c.; trout,  $7\frac{1}{2}$ c.; halibut, 15c.; sea salmon, 20 to 25c.; haddock, 6c.; herring, 4c.; perch, 4c.; British Columbian salmon, 20c. Smoked fish—Ciscos, \$1 per basket; Digby herring, 75 to 80c. per bundle. Prepared fish—Dried cod, in 112-lb. bundles, \$4.75 per cwt.; flitched cod, \$5 to \$5.25; boneless cod, in bricks, 5 to  $5\frac{1}{4}$ c. per lb.; steak cod,  $6\frac{1}{2}$ c. per lb.; shredded cod (2 doz. in box), \$1.80 per box; boneless fish, loose,

in 25-lb. boxes, 4 to  $4\frac{1}{4}$ c., and 5-lb. boxes, 5c. per lb. Oysters—Standards, \$3.75 per small pail or \$1.50 per Imperial gallon; selects, \$2 per Imperial gallon.

#### VEGETABLES.

Gherkins, radishes and tomatoes are less plentiful than a week ago. Squashes, citrons, etc., are now offering. A good demand is noted for all lines. We quote as follows: Carrots and beets, 20c. per peck; turnips, 15 to 20c. per peck; lettuce, 20 to 30c. per doz.; radishes, 30 to 40c.; watercress, mint and parsley, 20c.; cauliflower, \$1.00 to \$1.25; celery, 40 to 60c.; cabbage, 25 to 50c.; corn, 6 to 10c.; cucumbers, short, 10 to 15c.; tomatoes, 15 to 25c. per basket; dry onions, \$1.00 per bush.; potatoes, 60 to 70c. per bushel; gherkins, 15 to 25c. per 100; egg plant, 30 to 35c. per basket; sweet potatoes, \$3.00 to \$3.50 per bbl.; apples, \$2.50 to \$3.50 per bbl.

#### GRAIN, FLOUR AND BREAKFAST FOODS.

**GRAIN**—There have been some fluctuations during the week, but there is practically no change in the price of Manitoba and Ontario wheat. Manitoba No. 1 hard is quoted at 82c. grinding in transit, or 80c. Toronto and west. Ontario wheat is quoted at 67c. at outside points, middle freights. Owing to the difference in qualities, there is a bigger range than usual in the price of wheat, barley and peas coming to the local street markets. We quote: Wheat, white and red, 68 to  $73\frac{1}{2}$ c.; goose,  $65\frac{1}{2}$  to 67c.; oats, new, 38 to 40c.; rye, 54c.; barley, 48 to 55c.; peas, 65 to 70c.

**FLOUR**—There is a good trade, though some buyers are only placing hand-to-mouth orders. Prices are steady. We quote on track, Toronto (bags included) as follows: Manitoba patents, \$4; Manitoba strong bakers', \$3.60; Ontario patents, \$3.50 to \$3.60; straight roller, \$3.

**BREAKFAST FOODS**—There is a steady improvement in the demand. Prices are unchanged. We quote as follows: Standard oatmeal, \$3.70 in bags, and \$3.80 in bbls.; rolled oats, \$3.60 in bags, and \$3.70 in bbls.; rolled wheat, \$2.35 in 100-lb. bbls.; cornmeal, \$2.75; split peas, \$4; pot barley, \$4.

#### HIDES, SKINS AND WOOL.

**HIDES**—The market continues active, with prices firm. We quote: Cowhides, No. 1, 8c.; No. 2, 7c.; No. 3, 6c. Steerhides are worth 1c. more. Cured hides are quoted at  $8\frac{1}{2}$  to 9c.

**SKINS**—There is a good movement. Prices are unchanged. We quote: No. 1 veal, 8 lb. and up, 9c. per lb.; No. 2, 8c.; dekins, from 55 to 60c.; culls, 20 to 25c.; lambs and pelts, 50c.

**WOOL**—The market is not brisk, though some shipments have been made. Our quotations are: Combining fleece, washed, 12 to  $12\frac{1}{2}$ c., and unwashed,  $7\frac{1}{2}$  to 8c.

#### MARKET NOTES.

Currants are 6d. dearer in Greece.

Starch and corn syrups are  $\frac{1}{4}$ c. dearer.

Owing to the exceptionally fine weather the rice harvest promises to be 20,000,000 bushels above the average.

Ceylon teas are firm and a cable from Calcutta reports that the market there is 1c. higher, particularly on low-grade teas.



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**TORONTO**

**QUEBEC MARKETS.**

**MONTREAL September 26, 1901.**

**GROCERIES.**

**T**HE market has not shown such a cheery appearance for some time. There is more animation to it and dealers are quite busy. The feature of the week is the withdrawal of all quotations on tomatoes on the part of the syndicate, while we understand that corn is virtually in the same position. This act is being interpreted in different ways by different people; meanwhile prices are unchanged. The foreign raw sugar market is weaker and quotations are considerably lower, establishing another record. Corn syrup has been advanced  $\frac{1}{4}$  c. per lb., as also has corn and other starches. Brooms are from 20 to 25c. higher. In dried fruits there is not much change this week. Valencia raisins were firmer but dropped back again to the old position. Currants declined 6d., but recovered. Tarragona almonds are a little easier. Sultana raisins are gradually coming down. Lard and pork are higher, as will be seen in another column. New canned blueberries are now on the market. All cereals are high; oatmeal, pot barley and rolled oats having scored advances this week. Honey is up 2c. per lb. China green teas advanced 5 per cent. according to a late cable; Japans are cabled steady and firm. Ceylon black teas are also climbing.

**SUGAR.**

The refined sugar market may be described as steady, but the foreign markets for raw beet are decidedly weak, London being cabled at 7s. 6 $\frac{1}{2}$ d., a decline of 5 $\frac{1}{4}$ d. on the week. This is a new record. New York is reported steady at the moment. Locally, the demand is fairly good, but dealers still persist in buying in dribs and drabs. Granulated is selling at \$4.40 per 100 lb., and yellows at \$3.55 to \$4.25.

**TEAS.**

A cable received on Wednesday from Shanghai turned down a full offer and announced an advance of 5 per cent. on gunpowders. The Chinese market has been firm all season and importers were not surprised at this latest advice. It is said that teamen are sanguine holders. Dealers are now asking 16 to 22c. for pea-leaf gunpowders, 25 to 33c. for pinheads, and 11 to 14c. for cheap gunpowders. Young Hysons are also very strong. Pin-sueys now being worth 11 $\frac{1}{2}$  to 12 $\frac{1}{2}$ c. out of wholesalers' hands. Total settlements of China greens to date show a decline of over 40,000 half-chests on last year's figures. Exports are little more than half of what they were last year.

The Japan tea market has begun to recover from its weakness of the past few weeks. Importers have bought freely at the lower prices and the better demand has strengthened the market. The latest cable says: "Firm and steady."

In a jobbing way Ceylon blacks are something over 2c. higher than they were two months ago on the local market. The tendency is upward.

**SYRUPS**

Corn syrup has been advanced  $\frac{1}{4}$  c. per lb. this week, dealers now quoting 3 $\frac{1}{4}$  c. in bbls., 3 $\frac{3}{4}$  c. in half bbls., 3 $\frac{1}{2}$  c. in quarter bbls., \$1.50 in pails of 38 $\frac{1}{2}$  lb., and \$1.10 in 25-lb. pails. There is a little demand this week.

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## CANNED GOODS.

The Dominion syndicate has withdrawn all quotations on canned tomatoes and it is understood that the same step has been taken in regard to corn, although the announcement has not been made yet. Apparently this has been caused by the short pack, but holders of canned goods in this city are still well supplied with last year's pack and have not changed their quotations. Tomatoes continue to sell at 85 to 90c., corn at 80c. and peas at 77½ to 95c. We quote fruits: Strawberries, \$1.50; raspberries, \$1.40; gooseberries, \$1.40; pears, \$1.55 for 2's, and \$2 for 3's; Lombard plums, \$1.20; green-gages, \$1.30; yellow peaches, \$1.90 for 2's and \$2.65 for 3's; sliced pineapple, \$2.30, and \$2.15 for grated; 3-lb. apples, 90c.; red pitted cherries, \$2, and whites, \$2.15. New pack Eagle blueberries are now being offered at 77½ to 80c.

It had been thought that it would be impossible to supply any of the demand for Canadian kippered herring, but now that the run of fish has improved there is a chance that 50 per cent. of the orders may be filled. The demand has been extraordinary this fall. The price is \$4 a case. New Fraser river salmon is coming to hand and selling at \$1.45 per dozen of standard goods and \$5 per case for private brands. Rivers Inlet sock-eye is worth \$1.25 to \$1.30. There is a very fair demand for lobsters at \$11 to \$11 a case.

## SPICES.

A very fair trade is being done in all lines of spices. Prices are without change. We quote: Nutmegs, 35 to 65c. per lb., as to size; Penang mace, 45 to 50c. per lb., as to quality; pimento, ground, 12½ to 15c.; cloves, 15 to 25c.; pepper, ground, black, 17 to 20c., according to grade; white, 25 to 27c.; ginger, whole, Cochin, 11 to 16c.; Japan, 10c.; Jamaica, 20c.; ground, Japan, 15c.; Cochin, 16c.; Jamaica, 25c.

## RICE AND TAPIOCA

There have been no developments in the rice situation this week, but the market remains very firm. We quote in combine district: B rice, in bags, \$3.10; in half bags, \$3.15; in ¼ bags, \$3.20; in pockets, \$3.25. In 10-bag lots an allowance of 10c. is made. CC rice, \$3 in bags; \$3.05 in ½ bags; \$3.10 in ¼ bags; and \$3.15 in pockets. In the open territory prices are about 10c. less. Patna rice is worth 12c. per lb., and tapioca, 3¼ to 3½c.

## FOREIGN DRIED FRUITS.

VALENCIA RAISINS.—Since our last report the market has advanced 1s. and reacted, winding up in the same position as last week. The Liverpool boat brought quite a quantity of new raisins to the market this week; they show much better quality than did last year's and are selling at 5¼ to 6c. for fine off-stalk, 6¼ to 7c. for selected, and 7 to 7½c. for 1 crown layers.

CURRENTS.—Currants declined slightly during the week, going as low as 11s. 6d., but recovered again to 15s., where they are at present. Free buying has been indulged in at this figure, although quite a few purchases were made from 17 to 20s. For delivery in the first half of October fine Filiatras are quoted at 5¼ to 6¼c., and cleaned, 6¼ to 6½c.; cleaned in 1-lb. cartons, 8c., and finest Vostizza currants, in half-cases, 7¼ to 8¼c.

SULTANA RAISINS.—Sultana raisins are gradually coming down, and are now quoted at 25 to 35s. Wholesalers are offering new goods to arrive at 8 to 10c.

FIGS.—The market shows no change this week. Retailers are ordering their future supplies with confidence. Comadre figs to arrive are worth 3¼ to 3½c. in tapnets. Elene figs will be sold at \$1.05 per 10-lb. XXX box, \$1.95 per 19-lb. XXX box, \$1.30 per 2s-lb. XXXXX box, 8c. per 12-oz. box, and 12c. per 16-oz. box.

DATES.—Are quoted to arrive at 1¼ to 5¼c.

PRUNES.—Prices are now out on Californian prunes. Santa Clara prunes may be quoted at 8¼c. for 10-50's, 8¼c. for 50-60's, 7¼c. for 60-70's, 7¼c. for 70-80's, 6¼c. for 80-90's, and 6¼c. for 90-100's. These prices are considered quite low.

PEELS.—English peels for late delivery are quoted at 10 to 11c. for lemon, 10½ to 11½c. for orange, and 14¼ to 15¼c. for citron peel.

## NUTS.

Pure Mayette walnuts are worth 11 to 12c. to arrive in December. Sicily filberts, 5¼ to 9¼c. to arrive in November; Tarra-gona almonds, 10¼ to 11¼c., and shelled almonds, 26c., to arrive in November also.

## GREEN FRUITS.

Apples are now arriving more freely, selling at \$2.75 to \$3.50 for No. 1's, and \$1.50 to \$2.25 for No. 2's. The demand is very limited. Other lines are moving fairly well. We quote: Californian Valencias, \$5 to \$6 per box; Messina lemons, 300's, \$3.25 to \$4.50; 360's, \$2.50 per box; Verdill lemons, \$3.75 to \$4.75 per box; pineapples, 20 to 30c.; Canadian apples, 15 to 30c. per basket; Californian plums, \$1 to \$2 per box; peaches, \$1 to \$1.25; limes, \$1.50 per box; Ontario peaches, 40 to 50c. per basket; Ontario plums, 30 to 40c.; cocoanuts, \$3.25 per bag of 100; Californian Bartlett pears, \$2.75 to \$3.25 per box; water-melons, 15 to 25c.; bananas, No. 1, \$1.75 to \$2.25, and eight hands, \$1.35 to \$1.50; Canadian pears (baskets) 30 to 40c.; Bartlett pears (bbls.), \$2 to \$4.50; Clapp's Favorite (bbls.), \$2 to \$3.75; Ontario muskmelons, 25 to 10c. per crate.

## COUNTRY PRODUCE.

EGGS.—Although the local market is firm the export demand has slackened slightly. Local inquiry is good. Fresh candled stock is worth 14½c. to 15c. per dozen and fresh laid 18 to 19c. Seconds are moving well at 1c. advance, 10 to 11c.

HONEY.—Comb honey is 2c. higher and extracted 1c. per lb. Comb honey is selling at 12 to 13c. and extracted at 9c. per lb.

POTATOES.—Farmers are rushing the potatoes to market. Good stock sells at 60 to 65c. per bag, but inferior grades sold at 35 to 50c., according to condition.

ASHES.—The market is rather easier, sales of first pots having been made at \$1.25 to \$1.30, and seconds, \$3.90.

## FLOUR AND GRAIN.

FLOUR.—The market has been quiet locally, buyers operating from hand to mouth. Stocks are light and holders are firm. We quote as follows: Manitoba spring wheat patents, \$3.95 to \$1.15; winter wheat patents, \$3.65 to \$3.90;

straight roller, \$3.35 to \$3.50; in bags, \$1.65 to \$1.75 and Manitoba strong bakers', \$3.50 to \$3.80.

GRAIN.—We quote: Manitoba, No. 1 hard, 78c. afloat September; peas, 81c.; rye, 57 to 57½c.; No. 2 barley, 51c.; oats, 39 to 39½c.; buckwheat, 56½ to 57c.; corn, 63c.

OATMEAL.—Has advanced considerably and dealers now ask \$1.50 per bbl. and \$2.20 per bag. Fine oatmeal in bags is worth about \$2.60.

POT BARLEY.—Like other cereals pot barley has advanced and is now worth \$1.30 in bbls. and \$2.05 in bags.

FEED.—The market is steady at \$15 to \$15.50 in carlots for Ontario bran. Shorts are scarce at \$18 and monille, \$19.50 to \$21.

BALED HAY.—The chief business now is in new hay, sales of which have been made at country points at \$6.50 to \$7 for No. 2; at \$6 to \$6.25 for clover mixture, and at \$5.50 for pure clover. Locally, No. 1 timothy is worth \$9.

## BUTTER AND CHEESE.

BUTTER.—The butter market is firm and the export demand is favorable to trade. Dealers have had to pay 21¼c. to secure fancy creamery. Undergrades are worth 19c.

CHEESE.—At country boards prices are higher, but the English market has not responded to the advance. Locally the price is 10c. for finest western goods, an advance of ½c.

## LIQUORS.

## SCOTCH WHISKIES.

|                                                   | Per case of quarts.        |
|---------------------------------------------------|----------------------------|
| Roderick Dhu .....                                | \$9 50 less 3 p.c. 30 days |
| Usber's O.V.G. Special Reserve .....              | 10 50 " " "                |
| Usber's G.O.H. ....                               | 13 00 " " "                |
| Gaelic, Old Smuggler .....                        | 9 75 " " "                 |
| Greer's O.V.H. ....                               | 9 50 " " "                 |
| Old Mull .....                                    | 9 75 " " "                 |
| Sheriff's One Star .....                          | 10 25 " " "                |
| " V.O. ....                                       | 10 50 " " "                |
| Kilmarnock .....                                  | 9 75 " " "                 |
| Doctor's Special .....                            | 10 00 " " "                |
| House of Lords .....                              | 10 75 " " "                |
| Bulloch, Lade & Co.—                              |                            |
| Special blend .....                               | 9 25                       |
| Extra special .....                               | 11 00                      |
| John Dewar & Sons—                                |                            |
| Extra special .....                               | 9 50                       |
| Special liqueur .....                             | 12 25                      |
| Extra .....                                       | 16 50                      |
| James Ainslie & Co.—                              |                            |
| Highland Dew .....                                | 6 75                       |
| Glen Lion, extra special .....                    | 12 50                      |
| J. Brown & Co.—                                   |                            |
| Duke of Cambridge .....                           | 12 00                      |
| Mitchell's—                                       |                            |
| Heather Dew .....                                 | 7 00                       |
| Special Reserve .....                             | 9 00                       |
| Mullmore .....                                    | 6 00                       |
| W. Teaches & Sons—                                |                            |
| Highland Cream, qts., \$9.50 less 3 p.c. 30 days. |                            |

## CANADIAN WHISKIES.

|                                    | In barrels per gal. |
|------------------------------------|---------------------|
| Gooderham & Worts, 65 O. P. ....   | \$4 50              |
| Hiram Walker & Sons .....          | 4 50                |
| J. P. Wiser & Son .....            | 4 49                |
| J. E. Seagram .....                | 4 49                |
| H. Corby .....                     | 4 49                |
| Gooderham & Worts, 50 O. P. ....   | 4 10                |
| Hiram Walker & Sons .....          | 4 10                |
| J. P. Wiser & Son .....            | 4 09                |
| J. E. Seagram .....                | 4 09                |
| H. Corby .....                     | 4 09                |
| Rye, Gooderham & Worts .....       | 2 20                |
| " Hiram Walker & Sons .....        | 2 20                |
| " J. P. Wiser & Son .....          | 2 19                |
| " J. E. Seagram .....              | 2 19                |
| " H. Corby .....                   | 2 19                |
| Imperial, Walker & Sons .....      | 2 90                |
| Canadian Club, Walker & Sons ..... | 3 60                |

Less than one bbl. per gallon.

|               |        |
|---------------|--------|
| 65 O. P. .... | \$4 55 |
| 50 O. P. .... | 4 15   |
| Rye .....     | 2 25   |



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The demand for advertising space is already large, and some forms have been sent to press with advertisements in choice positions. Those who want to have careful and leisurely attention given to their advertisements should let us have them early, as, in a week or two, we will be "in a rush" and will have to handle all matters as quickly as we can, and we do not want any of our advertisements to be of the set up in a hurry kind. ❀ ❀ ❀ ❀ ❀

## The Special Autumn Number

of

## The Canadian Grocer

is now in active  
preparation

It combines all the features that go to make up a first-class ADVERTISING MEDIUM—REPUTATION, CIRCULATION, APPEARANCE, Etc.





Gravensteins are being received. They are late. Nova Scotia will have quite a good crop. Jamaica oranges are good, but there is only a fair sale. Lemons, though rather easier move slowly. Bananas are light sellers. Ontario grapes are largely received, and sell freely at rather easier prices. Cape Cod cranberries are here, and sweet potatoes are not large sellers. American onions still supply the trade. Canadian will be scarce and high. First shipments have been received.

**DRIED FRUITS**—There is a lack of interest in raisins this year that is unusual, chiefly because of the recent unsuccessful season. Dealers are waiting for Californian prices, which are very late. There is a marked feeling against the Raisin and Prune Associations. In raisins, Valencia and Malaga loose, the feeling has been easy, though prices now seem more steady. New Californian prunes are likely to be quite firmly held, particularly the smaller sizes. Currants have continued to drop off in price. They will be about the usual price this season. Demand is for cleaned. Spot dates are rather firmer. Evaporated apples are quoted, but the prices are high.

**PRODUCE (DAIRY)** — Eggs are in better supply, but are ready sellers and are rather higher. Butter is still moving up and has a good demand, particularly best grades. Cheese is perhaps not as firm. There is a fair sale, but the local trade want small cheese.

**SUGAR**—The agreement on sugar is working well. There has been no change in price. Dealers are anxious for a more general supply of yellows, only two grades being yet quoted.

**MOLASSES**—The condition is unchanged. A further small cargo of Porto Rico has been received. There is quite a large stock held. There is quite a quantity of consigned goods here. Barbadoes is about the only other grade offered. For many years there has not been so little American offered.

**FISH**—The tendency is upward, except in smoked herring. These have been received quite freely. The sale is limited. Pickled herring are quite higher, and firmly held. The quality is good. There are no shad. In dry codosh, prices are rather higher. There is a steady sale. Boneless fish moves more freely. Pollock are dull and unchanged. Fresh fish have been scarce, and there has been a large demand during the past week. It was a fish week. Variety is limited. Finnan haddies are more generally offered, but prices are firm. Kipperd herring are in good supply. We quote as follows: Large and medium dry cod, \$3.50 to \$3.60; small, \$2.50 to \$2.60; haddies, 4 ½ to 5 ½ c.; smoked herring, 10 to 12 c.; fresh haddock and cod, 2 ½ c.; bone-

## A Grocer

wouldn't be safe in closing his eyes, in either buying or selling most groceries—he would in buying or selling

# Clark's Meats

because their quality is always of the best.

60 Varieties.

# EPPS'S

GRATEFUL.  
COMFORTING.

IN ¼-LB. LABELLED TINS. 14-LB. BOXES.

Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal.

In Nova Scotia, E. D. ADAMS, Halifax.

In Manitoba, BUCHANAN & GORDON, Winnipeg.

THE MOST  
NUTRITIOUS.

# COCOA

**THE Best Wooden Packages, Pails and Tubs for Pork Packers, Confectioners, Canners, Manufacturers of Pickles, Paints and Oils, Varnishes, Syrups and Jams are those bearing the brand of the Wm. Cane & Sons Mfg. Co'y, Limited (STAR). They are a superior line.**

**BOECKH BROS. & COMPANY,  
Sole Agents, TORONTO.**

TO THE WHOLESALE

**YOUR REQUIREMENTS**

for Japan, Congou, Indian, Ceylon, Oolong, Pingsuey, Gunpowder and China Green

**TEAS**

can be filled by us promptly and satisfactorily. You are certain to be pleased with our offerings. Write for prices.

**S. H. EWING & SONS, 96 King St., MONTREAL**

less fish, 4 to 5c.; pollock, \$1.50 to \$1.60 per 100 lb.; pickled herring, \$2.00 to \$2.25 per half bbl.; Canso herring, \$5 per bbl.; kippered herring, \$1 per box.

**FLOUR, FEED AND MEAL**—In flour, the market is unchanged. There is a steady sale. Manitoba, particularly, moves freely. Feed is very scarce and there is a good demand. Oats are more freely offered and prices are firm. Oatmeal is high and hard to get. The stock is light. Beans move downward. The high prices did not long hold. Barley is high and there is a fair sale. Peas are scarce. Hay, except for export, is dull. The shipments from here for South Africa have been very large for some months. Cornmeal is rather lower. We quote: Manitoba flour, \$4.60 to \$4.70; best Ontario, \$3.90 to \$4.00; medium, \$3.60 to \$3.70; oatmeal, \$4.25 to \$4.30; cornmeal, \$2.85 to \$3.00; middlings, \$2.20 to \$2.30; oats, 45 to 48c.; hand-picked beans, \$2.25 to \$2.30; prime, \$2.10 to \$2.15; yellow eye beans, \$2.80 to \$3.00; split peas, \$4.50 to \$4.55; barley, \$4.10 to \$4.25; hay, \$12 to \$14.

**ST. JOHN NOTES.**

Mr. C. H. Peters is home from a pleasure trip west.

Molasses buttons are at Bowman & Angevine's.

A. F. Randolph & Sons are landing a car of Armour's mess pork.

Mr. Theo. H. Estabrooks is home from a trip west. Almost his first words to your

representative were: "I am going to give you an ad. for THE GROCER." Mr. Estabrooks intends to make a demand for "Red Rose" tea in the west.

John Sealy is receiving large shipments of canned kippered herring, but cannot at all supply the demand.

THE GROCER extends congratulations to Mr. Joseph Finley, who is west on a wedding trip. Mr. Finley was one of our most successful wholesale grocers. He retired from business about two years ago.

**MANITOBA MARKETS.**

WINNIPEG, September 21, 1901.

THE weather for the week has been damp and decidedly cool along the Red River Valley and throughout Eastern Manitoba, and has delayed threshing to a considerable extent, but in the South and West and in Eastern Assiniboia the weather has been all right and threshing has gone merrily forward. Wheat movement at the moment is about 800 cars per day. The past week has seen a great many travellers from eastern houses looking for sorting trade and spring placing orders, but they have not met with a very ready response from our country merchants. Manitoba merchants have long memories and they begin to look shy at the house that sends travelers only when times are good, and is the first to push a claim at any time of strain such as the short crop of last year. Slowly but surely they have realized that

the wholesale house hear home that is willing to carry them alike in good and bad seasons is the best one to deal with.

Preparations for the reception of the Royal party are being pushed rapidly, and should the sun shine with wonted splendor, the "Queen of the Western Prairies" will be a sight worth going far to see. Two magnificent arches have been erected on Main street; the one nearest the railway station being entirely of Manitoba grains. By the way, it is no trifle to arch Main street, the distance between kerb and kerb being exactly 103 feet.

**FLOUR**—The demand is good and no change in price is to be noted.

**GROUND FEED**—Oat chop has dropped \$1 and is now quoted at \$25 per ton.

**ROLLED OATS**—There has been a decline in this product owing to the larger amount of Manitoba goods now on the market. Rolled oats in 80's are \$2.20, with granulated and standard in 98's at \$2.70. Other cereals are nominal in movement and without change of price.

**CANNED GOODS**—The feature of this market has been the action of the Cannery Association in withdrawing tomatoes from quotation here. Outside factories are still quoting freely.

**CURED MEATS**—This market continues to show exceptional activity, and though no change of price is recorded there is a remarkable firmness of tone in the market.

**GREEN FRUITS**—The feature of the market this week has been the arrival of a car of

*The best selling Tea in Canada today is*  
*Blue Ribbon Ceylon*

*packed and sold by*  
*Blue Ribbon Tea Co.,*  
*112 Front St. East - Toronto*



**BRITISH BUSINESS CHANCES.**

Firms desirous of getting into communication with British manufacturers or merchants, or who wish to buy British goods on the best possible terms, or who are willing to become agents for British manufacturers, are invited to send particulars of their requirements for

**FREE INSERTION**

in "Commercial Intelligence," to the Editor  
**"BELL'S COMMERCIAL INTELLIGENCE,"**  
 168 Fleet Street, London, England.

"Commercial Intelligence" circulates all over the United Kingdom amongst the best firms. Firms communicating should give reference as to bona fides.

N.B.—A free specimen copy will be sent on receipt of a post card.

**Honey  
Honey  
Honey**

We pay cash for all kinds of honey,  
 but only of the best quality wanted.

**WRITE NOW.**

**Howe, McIntyre Co.,**

461 St. Paul Street, MONTREAL.

## THE ... LAUNDRESS

# B. S.

Every laundress who has given Bee Starch a fair trial prefers it to any other starch. It is easy to prepare. Never allows the iron to stick to the clothes. Gives a beautiful gloss with a minimum of labor.

WIDE-AWAKE JOBBERS ALL HANDLE BEE STARCH.

**BEE STARCH CO.,** ST. PAUL STREET, **MONTREAL.**

## A LITTLE ADVERTISEMENT ....



Sometimes does as good work as a larger one. We can give you any size you want in this paper, from 1 inch to a full page. Prices gladly submitted.

The MacLean Publishing Co., Limited; Montreal and Toronto

## A Winter Trip To The West Indies

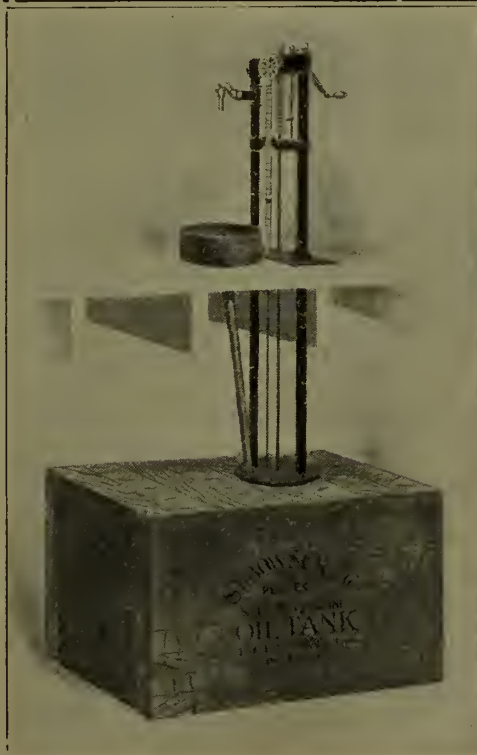
**T**HERE is positively no more delightful sea voyage in the world than a Winter trip to the West Indies.

Steamers of the Pickford & Black line sail every fortnight from Halifax, calling at Bermuda, St. Kitts, Antigua, Dominica, Montserrat, St. Lucia, Barbados, St. Vincent, Grenada, Trinidad, Tobago, and so on to Demerara.

P. & B. steamers are fitted with electric light and bells, deck staterooms, and all the conveniences of the largest ocean boats. They make the round trip from Halifax in 42 days. The cost of a ticket is reasonable. For further information write R. M. Melville, Toronto, or ...

**PICKFORD & BLACK**  
 HALIFAX.

## Winter is Coming



**AND YOU MAY  
REASONABLY  
EXPECT YOUR  
OIL TRADE TO  
LARGELY IN-  
CREASE.**

Are you tired of going down cellar for your oil and toiling up stairs with heavy unwieldy cans and jugs? If you have been doing this don't you think it about time to give your back a rest, and stay where you can see that the "light-fingered" customer does not get away with goods valued at many times the profit on the oil sale? You can do this if you like by installing in your store a

**BOWSER**

**Basement  
Self-Measuring  
Oil Outfit**

As shown above

BASEMENT OUTFIT

## BOWSER OIL TANKS

Are equipped with Full Brass Cone Valves, Dial Discharge Registers, and Anti-Drip Nozzles, and Measure Accurate, Gallons, Half-Gallons and Quarts at a Stroke. Fifty Different Styles.

CATALOGUE FREE UPON REQUEST.

**S. F. BOWSER & CO.,**

65 Front St. East, TORONTO.  
 Factory, FORT WAYNE, Ind.

British Columbian fruit, an extended notice of which appears in another column. Ontario fruit continues to arrive in its usual unsatisfactory condition. Perhaps Ontario growers will learn, in time, to take a leaf out of the books of California and British Columbia. In prices, the market shows no change, except as to apples and grapes. Apples have dropped 50c. per barrel, and are quoted at \$4.50. Grapes are variously quoted at 35c. for Concord and green, and 50c. for Red Rogers. All other fruit prices remain unchanged.

**BUTTER**—Creamery butter has been firmer, and has shown more demand, the British Columbian market having improved. Creamery is quoted at 16½ to 16¾c. at factories. Dairy is without change, and the demand is slow.

**CHEESE**—The demand is more active, and prices have advanced, 8 to 8½c. being paid through the week.

**EGGS**—Still scarce and of poor quality. Price has advanced to 14c. for candled stock.

#### NOTES.

Of the 375 cars of wheat inspected during week ending September 7, 188 graded No. 1 hard.

Messrs. G. F. & J. Galt have a new traveller on the road, Mr. W. H. Arnold, formerly of Port Arthur.

#### IMPROVEMENTS IN THE AUER LIGHT.

The Auer gas lamp has now been thoroughly introduced into home and store, and The Auer Light Co., Montreal, are reaping the results of the thorough trials that have been given their various styles. At present the factory cannot turn out the goods fast enough for the sales and shipping departments.

Meanwhile they go on adding new features and new lines. The latest improvement is the new stop cock. It is fitted with a stuffing box which makes leakage absolutely impossible, and is turned out of a solid brass rod which does away with any couplings.

They have lately added a low-priced wall lamp to their range, No. 25, listed at \$4.50, equipped with the same generator as the higher-priced lines and embellished with the same high finish. A new outdoor lamp is now being shown, made of heavy sheet tin, listed at \$7. Both of these new lines have been put out in response to numerous inquiries and are meeting with a good demand.

Toronto Junction merchants intend asking the council of that town to increase the local peddlers' license.

#### B.C. FRUIT IN WINNIPEG.

**T**HE first carload of British Columbia fruit to arrive in Winnipeg this season was run on The Macpherson Fruit Company's siding late Monday afternoon. A representative of "The Canadian Grocer" had the pleasure of seeing it unpacked. Considerable interest was attached to the arrival of this car.

In the past shipments of fruit from British Columbia to the Winnipeg market have not been satisfactory, and though all fruit handlers recognized the fine flavor, many were of the opinion that this fruit could not be successfully shipped for long distances. This season the British Columbia Government, acting through the Fruit Growers Association (a purely educative institution), undertook to test the matter. In July Mr. R. M. Palmer, Special Commissioner of the Department of Agriculture, came through and thoroughly threshed out the situation, both with the fruit men and with the railway. The result of these deliberations is the arrival of the car of fruit above referred to, in charge of Mr. J. C. Metcalfe, of Maplehurst Fruit Farm, Hammond, B.C., First Vice President of The Fruit Growers Association. The car was six days in transit, and arrived in Winnipeg fully iced and temperature in a very satisfactory condition. It contained 800 cases (16,000 pounds) of Italian primes and 80 cases (1,000 pounds) of Bartlett and Bussack pears. The packing exactly resembled that of the cars from California and Washington, the boxes being arranged with good air spaces and thoroughly stripped to hold them in place.

Messrs. Rublee, Scott and Bright attended the opening of the car, on behalf of the Fruit Exchange of Winnipeg. The plums were opened first and proved a very fine sample of Italian primes, uniform in size, beautifully colored, of excellent flavor, and with a noticeably small pit. The cases were the usual four basket crates, and the baskets contained three layers each, and were neatly faced. There was only one criticism offered on the packing and that was they were not packed tight enough in the layer to prevent movement of the fruit. This also affected the weight. This was due to a misunderstanding on the part of the British Columbia people, their idea being that each crate or case should only contain 20 pounds, whereas the average crate from Washington or Oregon contains about 25 pounds. This, however, was pronounced merely a matter of detail.

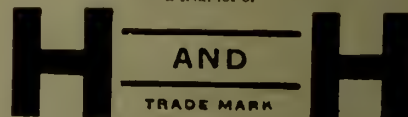
The pears were next examined and some boxes near the top of the car were found to be a little overripe, having been gathered rather too late. The Bussack pears presented a finer appearance than the Bartletts, although the variety is not considered as standard. The difficulty with the Bartletts was entirely a matter of appearance, the skins presenting the roughish brown patches so familiar in Ontario Bartletts, and also a considerable irregularity of shape. The opinion was expressed that the Winnipeg market, having been educated to the appearance of the Washington Bartlett, was likely to be shy of the British Columbia variety, for a time at least, until their preserving qualities became more widely recognized. This fruit was all from Chilliwack, and Mr. Metcalfe stated that pears, especially Bartletts, from the Okanagan district,

would present a much more attractive appearance. To sum it up, it was generally admitted that the condition in which this car arrived, disposed of the question of the practicability of shipping British Columbia fruits to this market. The fact that these plums and pears come later in the season than the Washingtons will be no detriment to their market value here as soon as it is understood that the supply can be depended upon, the average housewife would greatly prefer to put up as much fruit as possible in cooler weather.

The plums will retail on the Winnipeg market at \$1.25 to \$1.30, and the pears at \$2.75 to \$3 per box.

Mr. Metcalfe will be here for a few days and will then return to British Columbia and make a formal report to The Fruit Growers Association. He will also call at the principal towns on his return trip to inquire into the manner of handling the fruit—whether it is done chiefly through wholesalers or individual enterprisers, and also as to the prevailing prices in these towns and as to the possibilities of increasing trade.

Include with first order from wholesale grocer  
a trial lot of



the unequalled cleaner Steady growth **seasonable**,  
well advertised and have letters daily from consumers

34 Yonge Street, Toronto.

#### BENNETTS' SPICE AND GROCERY DRAWERS

are Money-  
Savers, as they  
keep your stock  
clean and free  
from mice, etc.

John Blanchet, of  
North Bay, says: "I  
cannot praise them too  
much. Just the thing  
for a grocer."

For further particulars  
apply to

J. S. BENNETT  
20 Sheridan Ave.,  
TORONTO.



#### Refrigerators

BUY

**EUREKA**

it is the best.

WHY?

1st. Because it is  
built on scientific principles,  
having insulated walls it is easy on Ice.

2nd. Because the system of circulation of air is perfect.

3rd. Because it is well built.

Further information can be obtained in catalogue which is free.

Address,

Eureka  
Refrigerator Co.

54 Noble St Toronto



This cut represents No. 13.



# CURRENT MARKET QUOTATIONS

September 26, 1901.

This list is corrected every Thursday, and the quotations herein given are for the cities of Montreal, Toronto, St. John, N. B., and Halifax. The prices are solicited for publication, and are of such quantities and qualities as are usually ordered by retail dealers on the usual terms of credit. For Winnipeg market report and prices, see page 28.

Goods in large lots and for prompt pay are generally obtainable at lower prices. All quotations for staple products are under the direct control of the Editors, who call daily upon all the leading houses in the principal centres.

## BUTTER, CHEESE AND EGGS

|                                 | Montreal. | Toronto.   | St. John, Halifax. |
|---------------------------------|-----------|------------|--------------------|
| Dairy, choice, large rolls, lb. | \$0 14    | \$0 14 1/2 | \$0 14             |
| " " pound blocks                | 16        | 0 17       | 17                 |
| " " tubs, best                  | 16        | 17         | 17                 |
| " " tubs, sec. grade            | 15        | 16         | 16                 |
| Creamery, boxes, 20's           | 20 1/2    | 19         | 21                 |
| " " prints                      | 21        | 21         | 22                 |
| Cheese, new, per lb.            | 10        | 10         | 10 1/2             |
| Eggs, new laid, per doz.        | 13        | 14         | 16                 |

## CANNED GOODS

|                              |        |        |        |      |
|------------------------------|--------|--------|--------|------|
| Apples, 3's                  | 1 00   | 1 00   | 1 00   | 1 10 |
| " " gallons                  | 2 25   | 2 50   | 2 25   | 2 40 |
| Asparagus                    | 2 20   | 2 25   | 2 00   | 2 40 |
| Beets                        | 1 00   | 1 00   | 95     | 1 10 |
| Blackberries, 2's            | 1 30   | 1 40   | 1 70   | 1 50 |
| Blueberries, 2's             | 80     | 85     | 80     | 85   |
| Beans, 2's                   | 80     | 90     | 80     | 90   |
| Corn, 2's                    | 75     | 80     | 80     | 85   |
| Cherries, red, pitted, 2's   | 2 25   | 2 30   | 2 10   | 2 25 |
| " " white                    | 2 25   | 2 30   | 2 00   | 2 25 |
| Peas, 2's                    | 80     | 85     | 80     | 85   |
| " " sitted                   | 1 05   | 1 05   | 1 30   | 1 10 |
| " " extra sitted             | 1 05   | 1 15   | 1 30   | 1 25 |
| Pears, Bartlett, 2's         | 1 50   | 1 60   | 1 50   | 1 80 |
| " " 3's                      | 1 90   | 2 00   | 2 40   | 2 25 |
| Pineapple, 2's               | 2 00   | 2 40   | 2 25   | 2 50 |
| " " 3's                      | 2 40   | 2 60   | 2 50   | 2 60 |
| Peaches, 2's                 | 1 75   | 1 85   | 1 75   | 1 90 |
| " " 3's                      | 2 50   | 2 75   | 2 50   | 2 75 |
| Plums, green gages, 2's      | 1 30   | 1 35   | 1 10   | 1 25 |
| " " Lombard                  | 1 20   | 1 25   | 1 00   | 1 10 |
| " " Damson, blue             | 1 00   | 1 25   | 1 00   | 1 10 |
| Pumpkins, 3's                | 85     | 85     | 90     | 1 00 |
| " " gallon                   | 1 40   | 1 50   | 1 60   | 1 80 |
| Raspberries, 2's             | 1 50   | 1 75   | 1 80   | 1 75 |
| Strawberries, 2's            | 1 00   | 1 25   | 1 80   | 1 75 |
| Succotash, 2's               | 85     | 87 1/2 | 80     | 85   |
| Tomatoes, 3's                | 2 75   | 3 20   | 3 25   | 3 25 |
| Lobster, tails               | 3 00   | 3 75   | 3 50   | 3 70 |
| " " 1-lb. flats              | 1 75   | 1 85   | 1 75   | 1 80 |
| " " 1/2-lb. flats            | 1 00   | 1 10   | 1 15   | 1 25 |
| Mackerel                     | 1 35   | 1 60   | 1 75   | 1 85 |
| Salmon, sockeye, Fraser      | 1 35   | 1 60   | 1 75   | 1 85 |
| " " Northern                 | 1 00   | 1 15   | 1 25   | 1 30 |
| " " Horseshoe                | 1 00   | 1 15   | 1 25   | 1 30 |
| Cohoese                      | 12     | 12 1/2 | 12     | 13   |
| Sardines, Albert, 1/2's      | 20     | 21     | 20     | 21   |
| " " Sportsman, 1/2's         | 11 1/2 | 12     | 12 1/2 | 12   |
| " " key opener, 1/2's        | 9      | 11     | 10 1/2 | 11   |
| " " P. & C., 1/2's           | 20     | 22 1/2 | 23     | 25   |
| " " Domestic, 1/2's          | 27 1/2 | 30     | 33     | 36   |
| " " Mustard, 1/2 size, cases | 7      | 8      | 9      | 11   |
| Haddies                      | 7 50   | 11 00  | 8 50   | 9 00 |
| Kipper Herring               | 1 00   | 1 85   | 1 00   | 1 15 |
| Herring in Tomato Sauce      | 1 60   | 1 55   | 1 00   | 1 70 |

## CANDIED PEELS

|                |    |        |        |    |    |
|----------------|----|--------|--------|----|----|
| Lemon, per lb. | 10 | 11     | 12 1/2 | 12 | 13 |
| Orange, "      | 11 | 11 1/2 | 13     | 12 | 13 |
| Citron, "      | 15 | 16     | 18     | 15 | 17 |

## GREEN FRUITS

|                                 |      |      |      |      |
|---------------------------------|------|------|------|------|
| Oranges, Cal. late Valencias    | 4 00 | 4 50 | 5 10 | 6 00 |
| " " Jamaica, per bbl.           | 3 75 | 4 25 | 3 00 | 3 50 |
| Lemons, Messina, per box        | 3 75 | 4 25 | 3 00 | 3 50 |
| " " Verdill                     | 1 75 | 2 25 | 1 75 | 2 00 |
| Bananas, Firsts, per bunch      | 1 75 | 2 25 | 2 50 | 3 50 |
| Apples, per bbl.                | 3 25 | 3 75 | 3 25 | 3 75 |
| Cocoanuts, per 100              | 3 25 | 3 75 | 3 25 | 3 75 |
| Ont. Peaches, per basket        | 25   | 60   | 25   | 60   |
| " " Plums                       | 20   | 40   | 20   | 40   |
| " " Pears                       | 15   | 25   | 15   | 25   |
| Watermelons, each               | 8 00 | 8 00 | 8 00 | 8 00 |
| Cranberries, Cape Cod, per bbl. | 3 25 | 3 50 | 3 25 | 3 50 |
| Sweet Potatoes, per bbl.        | 3 25 | 3 50 | 3 25 | 3 50 |

## SUGAR

|                                   |      |      |      |      |
|-----------------------------------|------|------|------|------|
| Granulated St. Law'ce and Red     | 4 40 | 4 58 | 4 40 | 4 40 |
| Granulated, Acadia                | 4 35 | 4 58 | 4 40 | 4 40 |
| Paris Lump, bbls. and 100-lb. bxs | 4 90 | 5 08 | 4 40 | 4 40 |
| " " in 50-lb. boxes               | 5 00 | 5 18 | 4 40 | 4 40 |
| Extra Ground Icing, bbls.         | 4 90 | 5 35 | 4 40 | 4 40 |
| Powdered, bbls.                   | 4 55 | 5 10 | 4 40 | 4 40 |
| Phoenix                           | 4 25 | 4 48 | 4 40 | 4 40 |
| Cream                             | 4 30 | 4 38 | 4 40 | 4 40 |
| Extra bright coffee               | 4 15 | 4 33 | 4 40 | 4 40 |
| Bright coffee                     | 4 05 | 4 23 | 4 40 | 4 40 |
| No. 3 yellow                      | 3 95 | 4 13 | 4 40 | 4 40 |
| No. 2 yellow                      | 3 85 | 4 03 | 4 40 | 4 40 |
| No. 1 yellow                      | 3 75 | 3 93 | 4 40 | 4 40 |
| No. 1 yellow                      | 3 55 | 3 73 | 4 40 | 4 40 |

## HARDWARE PAINTS AND OILS

|                                |      |      |      |      |
|--------------------------------|------|------|------|------|
| Wire nails, base               | 2 85 | 2 85 | 2 85 | 3 20 |
| Cut nails, base                | 2 55 | 2 55 | 2 55 | 2 85 |
| Barbed wire, per 100-lb.       | 3 05 | 3 05 | 3 05 | 3 50 |
| Oiled and Annealed Wire, No. 9 | 2 80 | 2 80 | 2 80 | 3 20 |
| White lead, Pure               | 6 25 | 6 25 | 6 25 | 6 80 |
| Linseed oil, 1 to 4 bbls., raw | 79   | 82   | 85   | 84   |
| " " boiled                     | 82   | 85   | 85   | 87   |
| Turpentine, single bbls.       | 55   | 51   | 57   | 58   |

## SYRUPS AND MOLASSES

|                             |       |       |       |       |
|-----------------------------|-------|-------|-------|-------|
| Syrups—                     | 1 75  | 1 75  | 1 75  | 1 75  |
| Dark                        | 2 50  | 30    | 32    | 36    |
| Medium                      | 2 50  | 35    | 37    | 36    |
| Bright                      | 2 50  | 35    | 37    | 36    |
| Corn Syrup, barrel, per lb. | 3 1/2 | 3 1/2 | 3 1/2 | 3 1/2 |
| " " 1/2 bbls.               | 3 1/2 | 3 1/2 | 3 1/2 | 3 1/2 |
| " " kegs                    | 3 1/2 | 3 1/2 | 3 1/2 | 3 1/2 |
| " " 3 gal. pails, each      | 1 40  | 1 50  | 1 50  | 1 50  |
| " " 2 gal.                  | 1 05  | 1 11  | 1 11  | 1 11  |
| Honey                       | 90    | 1 00  | 1 00  | 1 00  |
| " " 25-lb. pails            | 1 20  | 1 40  | 1 40  | 1 40  |
| " " 38-lb. pails            | 1 20  | 1 40  | 1 40  | 1 40  |
| Molasses—                   | 22    | 30    | 23    | 60    |
| New Orleans                 | 29    | 38    | 42    | 29    |
| Barbadoes                   | 29    | 38    | 42    | 29    |
| Porto Rico                  | 29    | 38    | 42    | 29    |
| Antigua                     | 29    | 38    | 42    | 29    |
| St. Croix                   | 29    | 38    | 42    | 29    |

## CANNED MEATS

|                             |       |       |       |       |       |       |
|-----------------------------|-------|-------|-------|-------|-------|-------|
| Comp. corn beef, 1-lb. cans | 1 45  | 1 80  | 1 60  | 1 65  | 1 60  | 1 70  |
| " " 2-lb. cans              | 2 70  | 2 95  | 2 85  | 3 00  | 2 80  | 2 90  |
| " " 6-lb. cans              | 7 90  | 9 60  | 8 25  | 8 75  | 8 75  | 9 25  |
| " " 14-lb. cans             | 16 50 | 23 00 | 19 50 | 20 00 | 21 00 | 21 00 |
| Minced callops, 2-lb. can   | 2 75  | 2 75  | 2 80  | 2 80  | 2 80  | 2 80  |
| Lunch tongue, 1-lb. can     | 3 00  | 3 90  | 3 00  | 3 00  | 3 00  | 3 25  |
| " " 2-lb. can               | 6 00  | 7 90  | 7 00  | 5 80  | 6 00  | 6 00  |
| English brawn, 2-lb. can    | 2 40  | 2 75  | 2 45  | 2 75  | 2 80  | 2 80  |
| Camp sausage, 1-lb. can     | 2 40  | 2 75  | 2 45  | 2 75  | 2 80  | 2 80  |
| " " 2-lb. can               | 4 80  | 5 50  | 4 90  | 5 50  | 5 50  | 5 50  |
| Soups, assorted, 1-lb. can  | 1 15  | 1 50  | 1 50  | 1 50  | 1 40  | 1 40  |
| " " 2-lb. can               | 2 40  | 2 45  | 2 20  | 2 25  | 2 25  | 2 25  |
| Soups and Bouli, 2-lb. can  | 1 75  | 2 50  | 1 80  | 1 75  | 1 75  | 1 75  |
| " " 6-lb. can               | 3 50  | 5 55  | 4 50  | 4 25  | 4 50  | 4 50  |
| Sliced smoked beef, 1/2's   | 1 65  | 1 70  | 1 65  | 1 70  | 2 00  | 2 00  |
| " " 1's                     | 2 75  | 3 10  | 2 80  | 2 95  | 3 25  | 3 25  |

## FRUITS

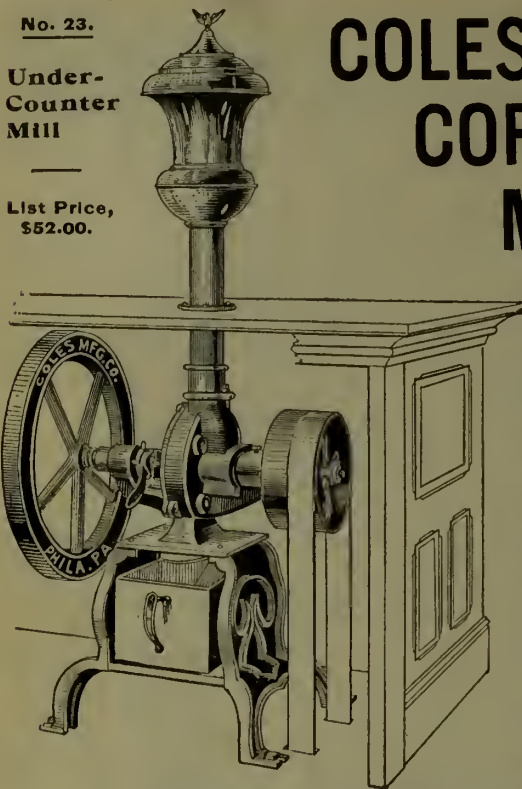
|                             |        |        |        |        |
|-----------------------------|--------|--------|--------|--------|
| Foreign                     | 12     | 12 1/2 | 12     | 12 1/2 |
| Currents, Provincials, bbl. | 10     | 10     | 10     | 10     |
| " " Filialtas, bbls.        | 10     | 10     | 10     | 10     |
| " " 1/2-bbls                | 10     | 10     | 10     | 10     |
| " " cases                   | 10 1/2 | 7 1/2  | 8      | 12 1/2 |
| " " 1/2-cases               | 10 1/2 | 7 1/2  | 8      | 12 1/2 |
| " " Patras, bbls.           | 11     | 8 1/4  | 9      | 9      |
| " " 1/2-bbls                | 11     | 8 1/4  | 9      | 9      |
| " " cases                   | 11     | 8 1/4  | 9      | 9      |
| " " 1/2-cases               | 14     | 15     | 12 1/2 | 3 1/2  |
| Vostizzas, cases            | 14     | 15     | 12 1/2 | 3 1/2  |
| Dates, Hallowses            | 3 1/2  | 4      | 4 1/2  | 4      |
| " " Sairs                   | 3 1/2  | 4      | 4 1/2  | 4      |
| Figs, 10-lb. boxes          | 70     | 90     | 10     | 12     |
| " " Mats, per lb.           | 3 1/2  | 3 1/2  | 3 1/2  | 3 1/2  |
| " " 7-cr., 28-lb. boxes     | 3 1/2  | 3 1/2  | 3 1/2  | 3 1/2  |
| " " 1-lb. glove boxes       | 8      | 8      | 8 1/2  | 10     |
| Prunes, California, 30's    | 7 1/2  | 7 1/2  | 7 1/2  | 8 1/2  |
| " " 40's                    | 7 1/2  | 7 1/2  | 7 1/2  | 8 1/2  |
| " " 50's                    | 7 1/2  | 7 1/2  | 7 1/2  | 8 1/2  |
| " " 60's                    | 7 1/2  | 7 1/2  | 7 1/2  | 8 1/2  |
| " " 70's                    | 6 1/2  | 6 1/2  | 6 1/2  | 8 1/2  |
| " " 80's                    | 6 1/2  | 6 1/2  | 6 1/2  | 8 1/2  |
| " " 90's                    | 5 1/2  | 5 1/2  | 5 1/2  | 8 1/2  |
| " " 100's                   | 5 1/2  | 5 1/2  | 5 1/2  | 8 1/2  |
| " " Bosnia, A's             | 5 1/2  | 5 1/2  | 5 1/2  | 8 1/2  |
| " " B's                     | 5 1/2  | 5 1/2  | 5 1/2  | 8 1/2  |
| " " U's                     | 5 1/2  | 5 1/2  | 5 1/2  | 8 1/2  |
| " " Freuch, 50's            | 3 1/2  | 2 1/2  | 3 1/2  | 4      |
| " " 110's                   | 3 1/2  | 2 1/2  | 3 1/2  | 4      |
| Raisins, Fine off stalk     | 3 1/2  | 3 1/2  | 3 1/2  | 4      |
| " " Selected                | 4      | 4      | 4 1/2  | 9      |
| " " Selected layers         | 4      | 4      | 4 1/2  | 9      |
| " " Sultanias               | 8      | 10     | 9      | 10     |
| " " California, 2-crown     | 5      | 5 1/2  | 5 1/2  | 9 1/2  |
| " " 3-crown                 | 6      | 6 1/2  | 6 1/2  | 9 1/2  |
| " " 4-crown                 | 6 1/2  | 6 1/2  | 6 1/2  | 9 1/2  |
| " " seeded, 3-cr.           | 9 1/2  | 10     | 11     | 10     |
| " " Malaga, Lon. layers     | 1 50   | 2 00   | 2 25   | 2 40   |
| " " Black baskets           | 2 25   | 2 50   | 2 80   | 3 00   |
| " " Blue baskets            | 2 25   | 2 50   | 2 80   | 3 00   |
| " " Dehesa clusters         | 3 00   | 4 00   | 3 25   | 8 50   |
| " " Choice clusters         | 2 75   | 3 00   | 3 00   | 3 00   |

## PROVISIONS

|                              |        |        |        |        |
|------------------------------|--------|--------|--------|--------|
| Dry Salted Meats—            | 11     | 11 1/2 | 12     | 12     |
| Long clear bacon             | 11     | 11 1/2 | 12     | 12     |
| Smoked meats—                | 15     | 15     | 15     | 15     |
| Breakfast bacon              | 12     | 12 1/2 | 12 1/2 | 12 1/2 |
| Rolls                        | 14     | 13 1/2 | 14     | 14     |
| Medium Hams                  | 13     | 12 1/2 | 13     | 13     |
| Large Hams                   | 12     | 12     | 12     | 12     |
| Shoulder hams                | 15     | 15     | 15     | 15     |
| Backs                        | 15     | 15     | 15     | 15     |
| Meats out of pickle 1c. less | 15     | 15     | 15     | 15     |
| Barrel Pork—                 | 2 00   | 2 50   | 2 00   | 2 00   |
| Canadian heavy mess          | 21 00  | 22 00  | 21 00  | 22 00  |
| " " short cut                | 12 50  | 13 50  | 14 00  | 14 50  |
| Plate beef                   | 11 1/2 | 11 1/2 | 11 1/2 | 11 1/2 |
| Lard, tierces, per lb.       | 2      | 2      | 2      | 2      |
| " " Tubs                     | 2      | 2      | 2      | 2      |
| " " Pails                    | 12     | 12 1/2 | 11 1/2 | 12     |



No. 23.

Under-  
Counter  
MillList Price,  
\$52.00.

# COLES COFFEE MILLS

None better for  
Granulating or  
Pulverizing.

Our mills will  
Pulverize with-  
out heating Coffee.

Every Coles  
Coffee Mill has a  
Breaker that  
breaks the Coffee  
before it enters the  
grinders, thus reducing  
wear of grinders.

A GREAT  
LABOR-SAVER.

Our Grinders  
wear longest.

Agents **TODHUNTER, MITCHELL & CO., Toronto.**  
**DEARBORN & CO., St. John, N.B.**  
**FORBES BROS., Montreal.**  
**FORMAN, ECKERT & CO., London, Ont.**

**COLES MANUFACTURING CO., PHILADELPHIA, PENN'A.**

# Rowntree's Chocolates and Pastilles

The "Court Circular" says of the Chocolates :

"Unexcelled for purity, delicacy of flavor, and daintiness. They compete with, if not surpass, the finest French chocolates made."

"Grocery" says :

"One thing in which Messrs. Rowntree & Co. excel is undoubtedly their Gums. The secret lies in the quality of the Gum, the excellence of the flavoring, and the carefulness in manufacturing."

Two excellent lines of confections made by  
the manufacturers of

**Elect Cocoa and Elect Lemonade.**

Agents for Canada :

For Quebec, Ontario and the Maritime Provinces:  
**MR. CHAS. GYDE, 20 St Francois Xavier St., MONTREAL.**  
For Manitoba, Northwest Territories and British Columbia:  
**THE HUDSON'S BAY CO., WINNIPEG.**

| COFFEE                          |        | Montreal. | Toronto. | St. John,<br>Halifax. |        |
|---------------------------------|--------|-----------|----------|-----------------------|--------|
| Green—                          |        |           |          |                       |        |
| Mocha                           | 24     | 23        | 25       | 30                    |        |
| Old Government Java             | 27     | 22        | 25       | 30                    |        |
| Rio                             | 10     | 7 1/2     | 12       | 13                    |        |
| Santos                          | 9 1/2  | 10 1/2    |          |                       |        |
| Plantation Ceylon               | 29     | 26        | 30       | 29                    | 31     |
| Porto Rico                      |        | 22        | 25       | 24                    | 28     |
| Gautemala                       |        | 22        | 25       | 24                    | 26     |
| Jamaica                         | 18     | 15        | 20       | 18                    | 22     |
| Maracalbo                       | 13     | 13        | 18       | 13                    | 15     |
| NUTS                            |        |           |          |                       |        |
| Brazil                          | 31     | 32        | 30       | 35                    | 22 1/2 |
| Valencia shelled almonds        | 11 1/2 | 12 1/2    | 13       | 14                    | 13     |
| Formegetta almonds              |        |           |          | 14 1/2                |        |
| Jordan shelled almonds          | 40     | 40        | 43       |                       |        |
| Peanuts (roasted)               | 7 1/2  | 8         | 8        | 10                    | 9      |
| " (green)                       | 6 1/2  | 7         | 7        | 9                     | 10     |
| Cocoanuts, per sack             | 3 00   |           | 3 75     | 3 50                  | 4 00   |
| " per doz                       |        |           | 60       | 60                    | 70     |
| Grenoble walnuts                | 9 1/2  | 10        | 12 1/2   | 9                     | 12     |
| Marbot walnuts                  |        | 9 1/2     | 11 1/2   | 9                     | 10     |
| Bordeaux walnuts                | 7      | 8         | 9        | 9                     | 10     |
| Sicily filberts                 | 9      | 10        | 10       | 11 1/2                | 9      |
| Naples filberts                 |        |           | 10       | 11                    | 11     |
| Pecans                          | 10     | 12        | 13       | 15                    | 12     |
| Shelled Walnuts                 | 19     | 20        | 20       | 25                    |        |
| SODA                            |        |           |          |                       |        |
| Bl-carb, standard, 112-lb. keg  | 1 65   | 1 80      | 2 00     | 2 25                  | 1 70   |
| Sal soda, per bbl.              | 70     | 75        | 80       | 90                    | 85     |
| Sal Soda, per keg               | 95     | 1 00      |          | 1 00                  | 95     |
| Granulated Sal Soda, per lb.    |        |           |          | 1                     |        |
| SPICES                          |        |           |          |                       |        |
| Pepper, black, ground, in kegs  |        |           |          |                       |        |
| palls, boxes                    | 16     | 18        |          | 18                    | 14     |
| " in 5-lb. cans                 | 14     | 17        |          | 19                    | 15     |
| " whole                         | 15     | 17        |          | 19                    | 12     |
| Pepper, white, ground, in kegs  |        |           |          |                       |        |
| palls, boxes                    | 26     | 27        | 26       | 27                    | 24     |
| " 5-lb. cans                    | 25     | 26        | 25       | 26                    | 20     |
| " whole                         | 23     | 25        | 23       | 25                    | 20     |
| Ginger, Jamaica                 | 19     | 25        | 22       | 25                    | 20     |
| Cloves, whole                   | 12     | 30        | 14       | 35                    | 18     |
| Pure mixed spice                | 25     | 30        | 25       | 30                    | 25     |
| Cassia                          | 13     | 18        | 20       | 40                    | 16     |
| Cream tartar, French            |        | 25        | 24       | 25                    | 20     |
| " best                          |        | 28        | 25       | 30                    | 25     |
| Allspice                        | 10     | 15        | 13       | 16                    | 16     |
| WOODENWARE                      |        |           |          |                       |        |
| Pails, No. 1, 2-hoop            | 1 90   |           | 1 60     |                       | 1 90   |
| " 3-hoop                        | 2 05   |           | 1 75     |                       | 2 05   |
| " half, and covers              | 1 75   |           | 1 70     |                       | 1 75   |
| " quarter, jam and covers       | 1 45   |           | 1 20     |                       | 1 45   |
| " candy, and covers             | 2 70   |           | 1 75     |                       | 3 20   |
| Tubs No. 6                      | 11 00  |           | 8 50     |                       | 11 00  |
| " 1                             | 9 00   |           | 7 00     |                       | 9 00   |
| " 2                             | 8 00   |           | 6 25     |                       | 8 00   |
| " 3                             | 7 00   |           | 5 35     |                       | 7 00   |
| PETROLEUM                       |        | Montreal. | Toronto. | St. John,<br>Halifax. |        |
| Canadian water white            | 14 1/2 | 15 1/2    |          | 16                    | 16 1/2 |
| Sarnia water white              | 16     | 17        |          | 16                    | 16 1/2 |
| Sarnia prime white              |        | 18        |          | 15                    | 15 1/2 |
| American water white            |        | 19        |          | 17 1/2                | 17 1/2 |
| Pratt's Astral (barrels extra)  | 18 1/2 | 19        |          | 17                    | 18 1/2 |
| TEAS                            |        |           |          |                       |        |
| Congou—Half-chests Kalsow,      |        |           |          |                       |        |
| Muning, Paking                  | 13     | 60        | 12       | 60                    | 11     |
| Caddies Paking, Kalsow          | 17     | 40        | 18       | 50                    | 15     |
| Indian—Darjeelings              | 35     | 55        | 35       | 55                    | 30     |
| Assam Pekoes                    | 20     | 40        | 20       | 40                    | 18     |
| Pekoe Souchong                  | 18     | 25        | 18       | 25                    | 17     |
| Ceylon—Broken Pekoes            | 35     | 42        | 35       | 42                    | 34     |
| Pekoes                          | 20     | 30        | 20       | 30                    | 20     |
| Pekoe Souchong                  | 17 1/2 | 40        | 17       | 35                    | 17     |
| China Greens—                   |        |           |          |                       |        |
| Gunpowder—Cases, extra first    | 42     | 50        | 42       | 50                    |        |
| Half-chests, ordinary firsts    | 22     | 28        | 22       | 28                    |        |
| Young Hyson—Cases, sifted       |        |           |          |                       |        |
| extra firsts                    | 42     | 50        | 42       | 50                    |        |
| Cases, small leaf, firsts       | 35     | 40        | 35       | 40                    |        |
| Half-chests, ordinary firsts    | 22     | 38        | 22       | 38                    |        |
| Half-chests, seconds            | 17     | 19        | 17       | 19                    |        |
| " thirds                        | 15     | 17        | 15       | 17                    |        |
| " common                        | 13     | 14        | 13       | 14                    |        |
| Pingsueys—                      |        |           |          |                       |        |
| Young Hyson, 1/2-chests, firsts | 28     | 32        | 38       | 32                    | 30     |
| " " seconds                     | 16     | 19        | 16       | 19                    |        |
| " Half-boxes, firsts            | 28     | 32        | 28       | 32                    |        |
| " " seconds                     | 16     | 19        | 16       | 19                    |        |
| Japans—                         |        |           |          |                       |        |
| 1/2-chests, finest May pickings | 38     | 40        | 38       | 40                    |        |
| Choice                          | 32     | 36        | 32       | 37                    |        |
| Finest                          | 28     | 30        | 30       | 32                    |        |
| Fine                            | 25     | 27        | 27       | 30                    |        |
| Good medium                     | 22     | 24        | 25       | 28                    |        |
| Medium                          | 19     | 20        | 21       | 23                    |        |
| Good common                     | 16     | 18        | 18       | 20                    |        |
| Common                          | 13     | 15        | 15       | 17                    |        |
| Nagasaki, 1/2-chests, Pekoe     | 16     | 22        |          |                       |        |
| " " Oolong                      | 14     | 15        |          |                       |        |
| " " Gunpowder                   | 16     | 19        |          |                       |        |
| " " Siftings                    | 7 1/2  | 11        |          |                       |        |
| RICE, MACARONI, SAGO, TAPIOCA.  |        |           |          |                       |        |
| Rice—Standard B.                | 3 00   | 3 10      |          | 3 1/2                 | 3 25   |
| Patna, per lb                   | 4 25   | 4 50      |          | 4 1/2                 | 5      |
| Japan                           | 4 40   | 4 90      |          | 5 1/2                 | 5      |
| Imperial Seeta                  | 4 60   | 4 90      |          | 4 1/2                 | 5      |
| Extra Burmah                    |        |           |          | 4 1/2                 | 4      |
| Java, extra                     |        | 5 1/2     |          | 6                     | 5      |
| Macaroni, dom'ic, per lb, bulk  | 5      | 6         |          | 7 1/2                 |        |
| " Imp'd, 1-lb. pkg., French     | 8      | 12        |          | 9                     | 10     |
| " " Italian                     | 8      | 10        |          | 11                    | 12 1/2 |
| Sago                            | 3 1/2  | 4         |          | 4 1/2                 | 4 1/2  |
| Tapioca                         | 3 1/2  | 4         |          | 4 1/2                 | 4 1/2  |



It is now time to place your orders for your winter's supply of canned goods and dried fruits. We are now booking orders for delivery in September and October at exceedingly low prices. Our assortment is large and the brands we offer are the best known and most reliable on the market.

**In Canned Goods we have :**

|             |          |                                       |          |
|-------------|----------|---------------------------------------|----------|
| Tomatoes, - | 6 brands | Apples, <sup>3-lbs. and</sup> gallons | 2 brands |
| Corn, -     | 6 "      | Strawberries,                         | 2 "      |
| Wax Beans,  | 4 "      | Pears, -                              | 5 "      |
| Refugee " - | 4 "      | Pineapples,                           | 2 "      |
| Peas, -     | 7 "      | Raspberries,                          | 3 "      |
| Lima Beans, | 1 "      | Peaches, -                            | 3 "      |
| Beets, -    | 1 "      | Salmon, -                             | 5 "      |
| Pumpkin, -  | 1 "      | Clams, -                              | 2 "      |

In dried fruits we can offer special inducements. We expect a first lot on October 1st, another about the 15th and a third one about 1st November. These fruits have been bought at very close figures and we can quote at pretty attractive prices.

**We will have :**

|                     |                   |           |
|---------------------|-------------------|-----------|
| Valencia Raisins, - | fine off-stalk, - | 3 brands. |
| Valencia Raisins, - | selected, -       | 3 brands. |
| Valencia Raisins, - | 4-crown layers,   | 3 brands. |

Currants in barrels, half-barrels, ¼-cases and 1-lb. packages.

Shelled Almonds and Walnuts.

Figs in mats and boxes.

Malaga Raisins of all prices.

Almonds, Grenobles and Filbert Nuts.

In short, all and every kind of dried fruits usually sold in a retail grocery.

We guarantee every line of goods offered to be of superior quality and second to none on the market.

We expect about the 15th of October a large consignment of **CANDIED PEELS.**

**Lemon Peel**

**Orange Peel**

**Citron Peel**

of the very best brand and choicest quality.

We have a few boxes of 1900 PEELS left on hand and could quote very low prices.

Write and telephone for prices—no trouble to quote.

**LAPORTE, MARTIN & CIE,** Wholesale Grocers,  
**MONTREAL.**

## THE PROVISION TRADE.

The Markets—Packing and Curing Hams—Miscellaneous Notes.

### PACKING AND CURING HAM.

**S**TARTING with the hams at the chill room, before they pass to the cellar for pickling, they are taken to the testing table, where they are inspected for bruises and blood spots at the bone. The interior inspection is done by means of a small instrument resembling in outward appearance a carpenter's gimlet. In reality it consists of a rod of steel about three-sixteenths of an inch in diameter, with small grooves cut around the end about an eighth of an inch apart and a thirty-second of an inch deep. Over this rod a sheath made of thin steel pipe, large enough to slide with ease over the surface, is placed; this tube, being as thin as it can be made, presents a knife edge to cut its way into the ham. It covers the rod for all its distance with the exception of an inch at the end. After the rod has been shoved into the bone the sheath is shoved over, and confines in the rings cut in the rod any appearance of blood or bruise. When the hams are all right they are passed along to the pumping bench.

Every boy has probably watched his father put a goose quill under the skin of the goose and blow the goose up until it looked at least one-quarter larger than it was before the operation. While the result of pumping a ham to all appearances is the same, there is a result which is beneficial, but not apparent, and that is the depositing of the brine at the bone and through the fatty parts of the flesh. The small hand-pumps used for this purpose are operated by the attendant, a short piece of strong hose being attached to pump, and a needle end of steel about a quarter inch in diameter, with openings on the point—needle point being about eight inches long. A workman places the hams on a bench, skin down, and as fast as one receives the injection, he removes it and a second ham takes its place. From there the hams go to the pickling tanks. Sometimes these consist of vats, formed on the cellar floors; again of tanks built of wood, square, with open tops; again we find molasses hogsheads used, and many times the hams are placed in tierces. It becomes necessary during this process of curing that the hams be moved quite frequently in order to change the surfaces where they join or lie together. When the hams are placed in vats, hogsheads or tanks, it becomes necessary to throw them from one receptacle to another in order to change the positions. If this is not done the pickling is not even. When the hams are being placed in tierces they are never packed tight—at least four inches is left in the end of the tierces. When it is necessary to "break up" the surface it is accomplished by rolling the tierces from one side of the room to the other, the loose space being at all times sufficient to permit the hams to be separated from their neighbors.

Again, should the time for curing the hams be accomplished, the process of pickling can be arrested by boring a hole in the head of the tierces and permitting the brine to run out, leaving the hams dry, and by placing the hams into a

freezing temperature, they can be kept for an indefinite period. The expediency of holding hams is resorted to only when the market is off in price.

We will now return to our bruised hams. By the use of our little friend—the testing gimlet—we have been enabled to keep out all bruised hams. These hams, before the introduction of the bruised detector, invariably went with the good hams, and passed through the pickling and smoking departments, and were not detected until they came home to the purchaser and were put on the table for eating. When cut open and found defective they were invariably returned to the market, accompanied by uncomplimentary remarks, and a good ham would have to be supplied in its place. The bruised places were cut out of the hams and the unaffected parts sold for what they would bring, often at a price equal to the cost to the packing house owner when it was on foot.

After the bruise has been located by the indicator, the ham is taken to a table, the bone taken out, the bruise carefully cut away, the ham rolled up and tied with string, and then passed through the ordinary process of pickling, with the exception that it does not stay so long in the pickle as the good hams. In due time these are taken from the pickle, soaked, smoked and boiled, and then placed on the market as the fine boneless boiled ham, at a good round price, and become delicious eating; thus they become a source of profit to the packing-house owner, instead of a perpetual annoyance and loss, both of customers and of money.

Returning to our ham which was uninjured, we left it in the tierces ready for final disposal. Where hams are required for foreign shipment they are emptied on the floor, and the brine is permitted to partially dry off; then they are taken to the box and receive a liberal coating of pulverized borax. The process of applying borax is to have a box about 30 inches across, and five, six or seven feet long (length depends on how many men are desired to have working on the box), the depth being from 16 to 20 inches. The borax is placed in the box and the hams are rolled around in the borax. The ham is then taken to a table, where it is examined to see if all parts are covered with borax. They are then packed tightly in a box, holding from 300 to 400 lb.; the cover is forced into a box driven by a wooden maul.

The object of covering the surface of the hams with borax is to protect them during transportation. Whether there is any material benefit in this is a question of contention among packing-house men; and the covering of borax is not applied by all shippers of hams.—Francis H. Boyer, in Ice and Refrigeration.

### THE PROVISION MARKETS.

#### TORONTO.

Dressed hogs are 15 to 20c. higher. Mutton is 1c. lower. Lambs are 1c. cheaper. There is an abundance of all meats except dressed hogs, and a steady improvement in the demand. We quote

as follows: Dressed hogs, \$9.40 to \$9.80 per cwt.; mutton, \$5 to \$6 per cwt.; lambs, 6½ to 7½c. per lb.; beef carcasses, \$7.25 per cwt. for best and \$6 to \$7 for mediums; hind quarters, 8c. for best; fore quarters, 1½ to 5½c. for best; calves, \$8.50 for best and \$6 to \$7 for mediums.

The feature of the week is the stiffening of lard values, another advance of 1c. being noted. Other provision lines are in good demand at firm prices. We quote: Long clear bacon, 11½ to 12c. Smoked meats: Breakfast bacon, 15c.; rolls, 12½c.; small hams, 11c.; medium hams, 11c.; large hams, 13c.; shoulder hams, 12c.; backs, 15c. Barrel pork—Canadian heavy mess, \$20.50; Canadian short cut, \$22. Lard Tierces, 11½c.; tubs, 11½c.; pails, 12c.

#### MONTREAL.

The firm tone of the provision market has only been accentuated this week, in fact, the whole market is in a feverish state of excitement. Dressed abattoir hogs are now worth \$9.50 to \$10 per 100 lb., and it seems impossible to get deliveries of either lard or pork from our Canadian packers. Chicago pork has jumped \$1 on the week, medium cut clear being worth \$21.50 and heavy, \$25. Some dealers sold lard at \$2.50 this week and are sorry they did so. Compound lard is advanced ½c. per lb. by all makers. We quote: Heavy Canadian short cut mess pork, \$22.50; Chicago clear pork, \$25 for heavy and \$24.50 for medium; selected heavy short cut mess pork, boneless, \$22.50 to \$23; hams, 13c.; bacon, 15c.; lard, pure Canadian, \$2.40 to \$2.45 per pail; refined lard compound (Fairbank's), \$2.01 for 1 to 21 pails; \$2 for 25 to 49 pails; \$1.98 for 50 pails and over; Snow White and Globe compound, \$1.65 per pail; Cottolene, 9½c. per lb. in tierces, and 10½c. in 26-lb. pails, and 10½c. in 50 lb. boxes, for Quebec.

#### ST. JOHN, N. B.

Barreled pork and beef continue to advance. Pork is very high and firm. There is a fair sale. People at this season must have the goods. Lard is hardly as active, but it is climbing in price.

## EGGS, BUTTER, CHEESE, ETC.

CONSIGNMENTS SOLICITED.

Write us when you have Eggs and Butter to offer. Cases supplied.

The J. A. McLean Produce Co., Limited,  
77 Colborne St., TORONTO.

Established 1873.

Pork Packers, Commission Merchants,  
Buyers and Exporters of

Eggs, Butter,  
Cheese, Poultry.

D. GUNN, BROTHERS & CO.  
76-78-80 Front St. E. - TORONTO.



BUY THE BEST AND DO IT  
NOW.

REGISTERED  
*Bow Park*  
BRANDS

## SWEET PICKLES

ALWAYS LEAD.

PREPARED BY

**Shuttleworth & Harris,**  
BRANTFORD, ONT.

The demand for

REGISTERED  
*Bow Park*  
BRAND  
**HAMS**

is growing every day, and we think it will pay you to handle them.

Your customers will enjoy them and you will be pleased to sell them, as they are the best in any line of goods.

**The Brantford Packing Co.**  
LIMITED  
BRANTFORD, ONT.

# HAMS

**Sugar Cured  
Bright  
Juicy  
Well Flavored**

There are no better Hams made than Fearman's "Star Brand." If you have not proved this, send us a sample order.

**F. W. FEARMAN CO.**

Limited

Pork Packers and Lard Refiners,  
Hamilton, Ont.

**THE CANADIAN PACKING CO.**  
LONDON, ONT.



GUARANTEED CHOICE AND PURE.

**GOLD MEDAL, PARIS 1900.**

Please order goods through your wholesale house

### HOGS AND THE CORN CROP.

THE Government September figures on the supply of stock hogs, those being prepared for market, were taken as indifferently as the figures on corn. It is true enough the Washington hog estimates have not commended themselves to any body in the provision business. But it is safe to assume the loss of almost half the growing corn crop and the drying up of pastures and even the curtailment temporarily of the water supply in some sections affected the hog supply appreciably. In seven weeks the market was 700,000 ahead of the normal. The advance in the corn price of 40 per cent. would alone incline toward a curtailment of stocks. In other years it has taken a long time for any change in the western situation to show itself at the centres. But already western hog receipts are less than last year's and the packing less. Stocks of product during the 60 days of unusual hog marketing have decreased. It now remains to be seen what will be the result with the hog supply coming along at a normal rather than abnormal rate. Prices of product are high; so are the hogs. There is no accord over the future among the interests in the trade who should have good facilities for forecasting. The outside is afraid of the price, which seems so high compared with last year. In a general way 50c. corn should make a higher-priced hog than 30c. corn; and also, in a general way, the higher the hog, other things being equal, the higher should be the product. Some people are playing these general principles in their speculations.—National Provisioner, New York.

### RAISING DOGS FOR HUMAN FOOD.

THE Chinese raise a sort of fuzzy dog which is used for food for even the best families. It is something like a Shepherd dog in appearance.

A Chicago paper tells us that a man out that way has a stock farm, on which he raises dogs for meat. They are shipped to China, and he does a good export trade in them. This dog rancher is H. H. Patrick.

To the epicures of China, Mr. Patrick looks for the patronage that keeps his business alive. He stumbled upon the peculiar business altogether by accident. He was travelling in China when he found that, although the Chinese considered dogs as staple articles of food, no attempt had been made to raise them for the market. Shortly afterward, when he had removed to the Caroline Islands, he put his idea into execution and his stock farm is now the biggest institution on the island.

Up to the present Mr. Patrick had bred nothing but the native Chinese dogs. They are not so large as the average dog of this country and, probably being so few generations removed from the wolf, they are tough and not a choicest article for the table. It is to remedy this by cross-breeding that Mr. Patrick has visited the United States.

"I have been shipping the dogs to Amoy, China," said Mr. Patrick, "and each month I manage to send from 100 to 125 young animals. These animals are sent alive and are killed in the native butcher shops as they are needed. I hope within the near future to be able to send the carcasses in refrigerators, for then they will command a far better price."—National Provisioner.

The Most Beautiful

## CHOCOLATE DROPS

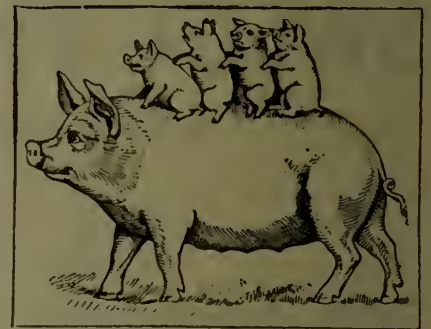
Can be made with Cowan's "Ebony" and "Empress" Sweet Coatings.

These, flavored with Vanilla, are the choicest dark and light Chocolates to be had. Write for them and see for yourselves.

THE COWAN CO., Limited, - TORONTO.



LARD Guaranteed  
PURE.



BACON and  
HAMS

of the Best Quality.

THE FARMERS' CO-OPERATIVE PACKING CO.  
OF BRANTFORD, LIMITED.

Our Brands Give Satisfaction.

SUGAR-CURED HAMS,  
BONELESS BREAKFAST BACON,  
ROLL BACON, PURE LARD

Hot Weather Specials

READY FOR LUNCHEON:

BOILED PORK HAMS,  
LUNCH BEEF,  
BOLOGNA SAUSAGE,

BOILED BEEF HAMS,  
HAM, CHICKEN and TONGUE  
SAUSAGE.

The Park, Blackwell Co., Limited  
Packers and Exporters, TORONTO, CANADA.

London Agents: Messrs. Miller Bros.  
16 Tooley St.

Liverpool Agents: Messrs. W. P. Sinclair & Co.  
12 North John St.



# LARD



Orders can be filled by any of the leading jobbers in Canada or direct.

We have had frequent complaints from various parts of Canada that some retailers were removing the imprint from our "**Boar's Head**" brand of **Refined Lard Compound** and selling it as hog lard. Our "**Boar's Head**" brand of **Refined Lard Compound** is superior to any hog lard that ever went over the counter, and we positively will not permit any retailer to offer it in pails unless plainly marked **Fairbank's "Boar's Head"** brand, and if sold as anything else we will prosecute the offender.

|             |   |          |            |   |         |
|-------------|---|----------|------------|---|---------|
| Tierces     | - | 400 lbs. | Pails, tin | - | 10 lbs. |
| Boxes       | - | 50 lbs.  | " "        | - | 5 lbs.  |
| Pails, wood | - | 20 lbs.  | " "        | - | 3 lbs.  |
| " tin       | - | 20 lbs.  |            |   |         |

## THE N. K. FAIRBANK COMPANY

Wellington and Ann Sts., MONTREAL, QUE.

Subscribers wanting goods or special quotations on anything anywhere in Canada at any time, can get them by mail or wire by corresponding with THE CANADIAN GROCER, Toronto or Montreal.

IT doesn't matter whether it is a case of being **TOO FAT** or **TOO THIN**  
Bread, Cakes, etc., made from

### "SUPERIOR GLUTEN FLOUR"

Will restore nature to its normal condition.

Samples and prices on application to

**E. A. SHOEBOOTHAM**  
CANADIAN AGENT,

St. James' Park, LONDON, Canada.

ESTABLISHED 1869

### Geo. Stanway & Co.

Brokers and  
General Commission Merchants

Teas, Sugars, Molasses, 46 Front St. East,  
Canned Goods | **TORONTO**

Correspondence Solicited.

### ROCK SALT FOR HORSES and CATTLE.



TORONTO SALT WORKS, Toronto, Ont.

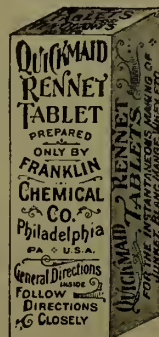
## CURRANTS

New fruit in store.

### WARREN BROS. & CO.

TORONTO.

## QUICKMAID RENNET TABLETS



Make delicious desserts in ten minutes.

A book of recipes goes with each package.

The most reliable Rennet Tablets on the market. For sale by all wholesalers.

Retail at ———  
10 Tablets for 10 Cents.

## SLEE, SLEE & CO.,

Limited

Tower Bridge Brewery,  
LONDON, ENG.

FOR

## English Malt Vinegars.

Ontario Agents

John W. Bickle & Greening.

HAMILTON AND TORONTO.

From whom Samples and Prices can be obtained.

**Seely's  
Flavoring  
Extracts  
Best  
on Earth**

## CONDENSED GOODS.

**W**ITHIN a few years there has been placed upon the market, says American Grocer, a considerable number of condensed or concentrated foods, designed for the use of armies, or for explorers, sportsmen, and others, to be used under conditions that render it desirable to reduce weight and space to the minimum. The constantly increasing number of these articles indicates a correspondingly increased demand. How far the want has been met can, to a certain extent, be determined by a study of the analyses recently made at the Maine Agricultural Experiment Station, and reported in Bulletin No. 75.

A large proportion of the foods examined were of English manufacture, and may be classed under the general head of "emergency rations"—i.e., rations that, without fully satisfying the needs of the body, may still enable the consumer to continue his active pursuits for a few days without an appreciable loss of strength.

It may be said of all that they appear to be good articles, and, when prepared according to directions, would probably furnish appetizing dishes, subject, of course, to the limitations common to all canned goods.

Various estimates have been made as to man's daily needs. These estimates have been based either upon a study of the daily waste of the body, or upon direct nutrition experiments, in which the daily food has been gradually reduced until a maintenance ration has been struck. While these estimates must vary not only with the individual, but with the habits and other conditions of the subject, an average may be fixed upon which is sufficiently exact for our present purposes. Of the standards given, those of Moleschott, in Germany, and Atwater, in this country, are perhaps as frequently quoted as any.

Moleschott gives the following diet as sufficient for a man performing a moderate amount of work:

|                    | Grams. |
|--------------------|--------|
| Protein.....       | 125    |
| Fats.....          | 90     |
| Carbohydrates..... | 330    |

This gives a total weight of 540 grams, or about one and one-fifth pounds of dry matter per day. By the use of the proper factors, we find that such a diet has a fuel value of 2,680 calories. That is, these qualities of nutrients, in the metabolic processes which they undergo in the body, yield an amount of heat sufficient to raise 2,680 kilograms of water 1 degree C., or about five tons of water 1 degree F.

It is an interesting fact that what constitutes an adequate diet for the European does not satisfy the American workman. By a study of dietaries in this country, Atwater has found that a man at moderate labor requires daily about 125 grams proteids, with enough fats and carbohydrates to bring the fuel value up to 3,500 calories, an advance of about 30 per cent. over Moleschott's estimate. This required fuel value may be supplied by adding to the 125 grams proteids, 100 grams fats, and 502 grams carbohydrates.

The comparisons made in the tables presented show that for the most part the claims are extravagant. With the exception of the two standard emergency rations noted, none of the packages supplies more than one-half the protein required to replace the waste of one day,

and not more than one-fourth or one-third of the potential energy called for by the standards. Indeed, a little thought would have shown that no ration containing less than one and one-half pounds of dry matter can supply the waste of the active adult human body. If we refer once more to the standards given, we will see that even if a food could exist of absolutely pure protein, fats, and carbohydrates, it must contain from 510 to 727 grams, or from one and one-fifth to one and three-fifths pounds. In practice such a food is impossible. In addition to the water and waste matters invariably present, there will always be a varying amount of mineral salts in our food, a certain proportion of which is just as essential to our existence as any one of the three nutrients already considered. While an amount of food under one and one-half pounds may constitute a valuable "emergency ration," the continued use of such a diet must inevitably result in a reduction in strength and body weight.

## COFFEE IN INDIA.

**T**HE proportion of coffee is restricted for the most part, to a limited area in the elevated region above the southwestern coast, the coffee lands of Mysore, Coorg and the Madras districts of Malabar and the Nilgiris comprising 88 per cent. of the whole area under the plant in India, says an exchange. About 52 per cent. of this area is in Mysore, where there were 128,057 acres in 1900, and the plant is grown on 99,088 acres, being 40 per cent. of the whole, in the British districts of Coorg (68,596 acres), the Nilgiris and Malabar (30,492). In Madras there is no extensive cultivation except in these two districts and in Salem and Madura. Coffee is also grown, but on a very restricted scale, in Burma, Assam, Bengal and Bombay. The fall in price since 1897 has removed the stimulus which had been given for a few years to the further expansion of the coffee-growing area, while disease has combined with adverse climatic conditions to reduce the yield. The quantity produced last year was but little more than half the quantity produced 10 years ago. There were 22,128 persons permanently, and 91,687 temporarily, employed on the coffee estates in 1900, making a total of 113,813 persons, which is equal to one person to about 2.16 acres. The following figures as to exports and consumption are the average of the 10 years ending 1900-1901: Indian coffee—production, 30,040,608 lb.; exports, 30,163,056 lb. Foreign coffee—imports, 1,529,819 lb.; exports, 737,520 lb.

## INQUIRIES REGARDING CANADIAN TRADE.

Inquiries received at the Canadian Section of the Imperial Institute in regard to Canadian trade were as follows:

1. An inquiry has been received for the names of the leading iron founders in Canada.
2. A Liverpool house asks for the addresses of Canadian manufacturers of chair parts.
3. Inquiry is made for the names of Canadian manufacturers of wood casings for electric wires.
4. A London firm would be pleased to hear from Canadian producers of hardwood flooring who could contract for supplies.

**Enterprise**  
RENOVATOR.

The perfect carpet and clothes cleaner.

Grocers: Send for our special offer.

ENTERPRISE SPECIALTY CO.,  
83 Bay Street, TORONTO.

## Will it Keep?—

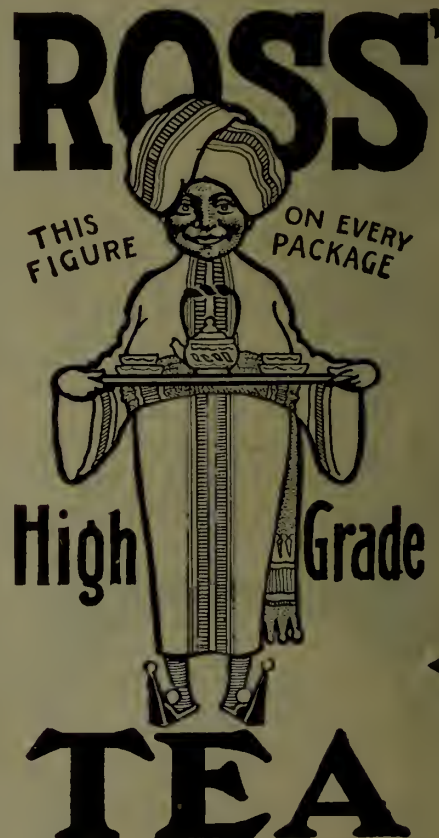
Asked a grocer about

**N. & B.**  
**Jelly Powder**

Why, bless him, it don't keep long, **IT SELLS**,—but it will remain good for any length of time. We guarantee it. You just try a dozen, **ONLY 90c**, and see.

♦ ♦

**NICHOLSON & BROCK,**  
**TORONTO.**



Everybody knows that Ceylon teas are the best teas, and we want everybody to know that Ross' are the only pure Ceylon teas on the market.

**THE ROSS TEA CO., - - TORONTO.**



# CEYLON AND INDIA TEA

## BLACK

The merit of the **Black Teas** has established them high in popular estimation. They are drunk wherever the English language is spoken. They follow the flag and drive out less meritorious growths.

## OR

But some consumers are wedded to light drawing kinds, with pale liquor and without the full body and richness of the black kinds.

## GREEN

The **Green Teas** of Ceylon and India are made expressly for this trade. In Make, Quality and Price they challenge comparison with other growths.

They are grown, prepared and packed with the same skill by the British Planters who have revolutionized the black tea trade.

They have caught on in Canada and are no longer in the experimental stage. Try them.

## THE MAKING OF VINEGARS.

**V**INEGAR, which is so well-known to every grocer has an important place in the armamentarium of the every-day housewife. It is, as are condiments such as salt and pepper, not really essential to the welfare of the human race, but it is as they are, one of the articles of diet which go to make up an existence which evolution and knowledge have made more pleasant than it was in earlier times.

It is said of an ancient king that he was wont to drink vinegar with as much gusto as the ordinary individual drinks champagne. This is historical, although much to be doubted. For kings have (or should have) tastes not only equal to the ordinary individual, but superior. There are women who drink vinegar as a beverage, but according to medical testimony it is only when they are in a certain bodily condition and have abnormal taste.

Vinegar itself is a product of fermentation from infusions of malted grain or from various fruit juices. It is made in several ways. The method which is, perhaps, most scientific and most rapid is the German method, so-called from the fact that it was instituted by a German savant. By this method vinegar is made from 1 part alcohol, 4 to 6 parts of water and one-thousandth part of honey. The honey is added to act as a ferment which is necessary to produce the vinegar.

The Germans use a so-called "vinegar generator" to make the vinegar after this method. Briefly, it consists of a tub with a diaphragm perforated with holes. The mixture above referred to is allowed to trickle through beech shavings and thence through the diaphragm. Before it is put in the "vinegar tub," the alcoholic mixture is heated to 75 degrees F. One of the essential parts of the apparatus is that air should be allowed to pass through the tub. The air supplies the oxygen which is necessary to produce acetification.

This German method requires from 21 to 36 hours to produce the vinegar, a much more rapid process, by-the-way, than obtains when vinegar is made by exposure from cider. Lately the Germans have become accustomed in many instances to the use of charcoal (after it has been purified) instead of beech shavings. The process remains the same, however.

Besides the German method there is a French process, which has not become so popular as the former. In England the German method is used extensively. The Englishmen modify it somewhat by using an infusion of malt.

In the United States there are two kinds of vinegar in common use. These are 1, spirit vinegar; 2, cider vinegar. The first (spirit vinegar) is made by the German method of oxidizing very diluted alcohol. The second, and most common, cider vinegar, is made by a process most crude and depending to a great extent upon the assistance of nature. It is very simple. Cider is placed in barrels and the bung-holes are exposed to the rays of the summer sun. In about two years' time the cider has been transformed into vinegar. About the expiration of the required time to effect the transformation the cider has to be watched carefully; for if the process goes on beyond a certain time putrefaction ensues, and the vinegar is spoiled. Many farmers have made serious losses

by being careless at the time of the maturity of the vinegar.

Vinegar may be clarified and still retain its ethereal odor. This is done by adding a tumbler full of boiling milk to about 50 gallons of the vinegar. Under this manipulation the product becomes pale.

Frequently adulteration of vinegar is found. The most common adulterants are sulphuric and sulphurous acids, and copper and lead. The latter usually comes from the use of improper vessels.—N. E. Grocer.

## WHICH IS THE CHEAPEST?

**W**HICH is the cheapest beverage, coffee or tea? According to the correspondent of a daily contemporary, who takes a very rosy view of the question of the consumption of tea, coffee is literally "not in it" with tea, so far as cheapness is concerned, but there is certainly not the wide difference between them that the afore-mentioned authority would have the trade believe. We quote his estimate, as follows:

"The cost of tea yearly to each family is a mere bagatelle. Coffee is more expensive. There is contained in one pound of tea 280 cups—at 10c. per pound, seven cups for one cent. In one pound of coffee thirty-two cups; it requires eight and one half pounds of coffee to equal one pound of tea. Coffee at 20c. per pound would cost \$1.70. Calculations are in order. Consumers are ignorant of these facts. No beverage is so nutritious, so healthy, so cheap at whatever the cost."

The best authorities credit coffee with a potency of two gallons of beverage to the pound and tea with a potency of six gallons to the pound. Calculating that the ordinary cup holds half a pint of beverage these figures would give us 32 cups to the pound of coffee and 96 cups to the pound of tea. No doubt a good many people get more than 96 half-pints of

beverage from each pound of tea they use, but, on the other hand, the average consumer of coffee obtains more than two gallons or 32 cups from each pound of the aromatic berry, many people using chicory to eke out the coffee and give it the body which cannot be otherwise obtained save by a generous use of the coffee berry. Consequently any shortage in the estimate of six gallons or 96 cups of beverage to a pound of tea would be offset by an equal deficiency in the estimate of two gallons or 32 cups of beverage to a pound of coffee.

Now, as to the average cost of tea and coffee to the consumer. The above mentioned correspondent does not err much if at all in estimating the average price of coffee at 20c. a pound, but 40c. is a little low as an estimate of the price of tea. Fifty cents would be nearer the mark, at least, since the duty was laid upon the article. Say, then, that coffee costs 20c. and tea 50c. a pound. With tea furnishing only three times the quantity of beverage that coffee furnishes, the consumer of coffee, in order to get 96 cups of beverage must pay 60c., just 10c. more than the consumer of tea pays for his 96 cups. Whether he obtains 10c. extra in gratification, the pleasure of the palate which only a well-made rich cup of aromatic coffee can give, depends upon what sort of coffee he buys and how it is made.

It may be urged against the lower estimate (96 cups) of the number of cups in a pound of tea that the average teacup holds less than the average coffee cup, and that therefore more cups should be counted to the pound of tea than we have given but it is obvious that it is not fair to calculate in so one-sided a way. The same measure of quantity must be used with each article, if the estimate of the relative cost of tea and coffee is to be worth the paper it is written on. This being so there is no apparent reason why the 10c. difference should not be accepted instead of the grossly exaggerated difference which the aforesaid correspondent arrives at.—N. Y. Merchants' Review.

POPULARITY

is the proof of merit, and no brand has ever achieved popularity so quickly as

"BOBS"

CHEWING TOBACCO

In 5 and 10c. Plugs.

BOBS costs you only 36 cents, and pays a good profit.

Made by

BOBS is well advertised.

BOBS is selling well in almost every store from the Atlantic to the Pacific.

BOBS is A BIG PLUG FOR LITTLE MONEY

THE EMPIRE TOBACCO CO., LIMITED  
MONTREAL, QUE.



CANADIAN ADVERTISING is best done by THE  
E. DESBARATS ADVERTISING AGENCY  
MONTREAL

**Mediterranean Fruits**  
**Crannlated and Raw Sugars**  
**Molasses and Syrnsps, Glucose, Etc.**

**Excelsior Macaroni**  
**White Castile Soap**

**C. A. CHOUILLOU & CIE.**  
14 Place Royale  
(Customs House Sq.) **MONTREAL.**

**"Chief Keokuk"**

Pickles and Condiments.

**"Montrose"**

Tomatoes, Peas and Vegetables.

SOLD ON THEIR MERITS.

**KEOKUK PICKLE CO.**

KEOKUK, IOWA, U.S.A.



## CLOTHES PINS...

Selected and full count, in  
packages of 4 doz.—6 doz.  
—12 each to a case.

This makes a very attractive  
shelf display line. Also in  
cases of 5 gross, large and  
small sizes. Ask for quotations.

**BOECKH BROS. & COMPANY,**  
TORONTO.

Manufactured by  
**WM. CANE & SONS MFG. CO**  
Limited,  
NEWMARKET.

# KEEP COOL!

## Georgia Watermelons

First car of the season just arrived.

*Extra Fancy Bananas, Pineapples, Oranges, Lemons.*

**CANADIAN** Tomatoes, Raspberries, Cherries, Currants, etc.,  
arriving 3 to 5 times daily per express.

Telephone or Mail your orders. Will make prices right. Quality Right.

**Hugh Walker & Son,** Wholesale Fruit Importers, **Guelph, Ont.**

**GRIMBLE'S** English Malt  
Six **GOLD** Medals **VINEGAR**

**GRIMBLE & CO., Limited, London, N.W., Eng.**



## "CAPSTAN" BRAND

Package and Bulk **MINCE MEAT.**

**PACKAGES**— $\frac{1}{4}$  gross in case.

**BULK**— $\frac{1}{4}$  pails, 6 in. crate.

60 lb. **TUBS**

100 lb. "

25 lb. **PAILS**

75 lb. **TUBS**

500 lb. **BARRELS.**

Sold by all wholesale grocers.

Sole Manufacturers—

**The Capstan Mfg. Co., - Toronto.**



## Grocers Save

time, twine, paper bags, and loss of  
weight by selling Dwight's Cow  
Brand Soda in packages, instead  
of keg soda. Moreover, he sells  
his customer the best article of its  
kind and makes a good profit on it.

**JOHN DWIGHT & CO.,**  
34 Yonge St., **TORONTO.**

Agencies in all leading centres.



# LICORICE..

We manufacture everything in the Licorice line carried by the Gro-  
cery, Drug and Confectionery trades. We might mention—Y. & S. Stick  
Licorice, plain and corrugated; Acme Licorice Pellets; Y. & S. Licorice  
Lozenges, in cans or glass jars; A B C Blocks; Purity & Dulce Brand one  
cent sticks; Bundled Licorice Root; Small Cigars, 300 to box, etc. In PLI-  
ABLE LICORICE, Triple Tunnel Tubes, Mint Puff-Straps, Navy Plugs and  
Golf-Sticks 100 to box; Blow Pipes 200 and 300 to box; Manhattan  
Wafers,  $2\frac{1}{2}$  lb. boxes; Curved Stem Pipes, 200 to box. Write for illustrated  
catalogue.

## YOUNG & SMYLLIE

Established 1845.

BROOKLYN, N.Y.



1742-1901

Figures Talk.

## Keen's Mustard

was first manufactured in the reign  
of King George the Second. . .

It has therefore enjoyed a wonderful  
run of ever-increasing business during  
the reigns of three Kings and one  
Queen, and now it enters on the fifth  
successive reign. Such a record can  
only mean one thing

**KEEN'S Mustard is always Good Mustard.**

## Current Market Quotations for Proprietary Articles

September 26, 1901.

Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy. The editors do not supervise them. If a change is made, either an advance or decline, it is referred to in the market reports, as a matter of news, whether manufacturers request it or not.

## BAKING POWDER.

|                                          |         |  |
|------------------------------------------|---------|--|
| <b>Cook's Friend—</b>                    |         |  |
| Size 1, in 2 and 4 doz. boxes.....       | \$ 2 40 |  |
| " 10, in 4 doz. boxes.....               | 2 10    |  |
| " 2, in 6 ".....                         | 80      |  |
| " 12, in 6 ".....                        | 70      |  |
| " 3, in 4 ".....                         | 45      |  |
| Pound tins, 3 doz. in case.....          | 3 00    |  |
| 12 oz. tins, 3 ".....                    | 2 40    |  |
| 9 oz. tins, 4 ".....                     | 1 10    |  |
| 5 b. tins, 1/2 ".....                    | 4 00    |  |
| <b>Diamond— W. H. OILLARD &amp; CO.</b>  |         |  |
| 1 lb. tins, 2 doz. in case..... per doz. | 2 00    |  |
| 1/2 lb. tins, 3 ".....                   | 1 25    |  |
| 1/4 lb. tins, 4 ".....                   | 0 75    |  |

## IMPERIAL BAKING POWDER.

| Cases Contain. | Sizes of Cans. | Per Doz. |
|----------------|----------------|----------|
| 4 doz.         | 10c.           | \$0 85   |
| 4 "            | 6-oz.          | 1 75     |
| 3 "            | 12-oz.         | 3 40     |
| 2 and 3 doz.   | 16-oz.         | 4 35     |
| 2 and 1 doz.   | 2 1/2-lb.      | 10 40    |
| 1/2 and 1 doz. | 5-lb.          | 19 50    |

## MAOIO BAKING POWDER.

| Contain. | Sizes of Cans. | Per Doz. |
|----------|----------------|----------|
| 4 doz.   | 4-oz.          | \$0 65   |
| 4 "      | 6-oz.          | 0 80     |
| 4 "      | 8-oz.          | 1 00     |
| 4 "      | 12-oz.         | 1 50     |
| 4 "      | 16-oz.         | 1 80     |
| 1 "      | 2 1/2-lb.      | 4 50     |
| 1 "      | 5-lb.          | 7 75     |

## JERSEY OREAM BAKING POWDER.

|                               |      |
|-------------------------------|------|
| 1/4 size, 5 doz. in case..... | 40   |
| 1/2 size, 4 doz. in case..... | 75   |
| 3/4 " 3 " ".....              | 1 25 |
| 1 " 2 " ".....                | 2 25 |

## BLACKING.

## SHOE POLISH.

HENRI JONAS &amp; CO. Per gross.

|                         |        |
|-------------------------|--------|
| Jonas' .....            | \$9 00 |
| Froments .....          | 7 50   |
| Military dressing ..... | 24 00  |

## BLUE.

|                                                                                             |        |
|---------------------------------------------------------------------------------------------|--------|
| Keen's Oxford, per lb.....                                                                  | \$0 17 |
| In 10 box lots or case .....                                                                | 0 16   |
| Reckitt's Square Blue 12-lb. box.....                                                       | 0 17   |
| Reckitt's Square Blue, 5 box lots.....                                                      | 0 16   |
| Nixey's "Cervus" in squares, 1 oz., in bags 1/2 and 1 oz. and in pepper boxes, 2c. and 10c. |        |
| Cooney's Royal Windsor, per gross .....                                                     | 4 80   |
| Universal, bag, per gross.....                                                              | 4 80   |

## BLACK LEAD.

|                                                                            |      |
|----------------------------------------------------------------------------|------|
| Reckitt's per box .....                                                    | 1 15 |
| Box contains either 1 gro., 1 oz. size: 1/2 gro., 2 oz. or 1/4 gro., 4 oz. |      |
| Nixey's Refined 1d. 2d. and 1a. pkts.                                      |      |
| " Silver Moonlight 5 and 1c. pkts.                                         |      |
| " Nixelene Paste 1d. 2 1/2 d. 5d. size.                                    |      |
| Nixey's Jubilee, round in 1 and 2 oz. blocks.                              |      |
| Cooney's Universal, per gross .....                                        | 4 80 |

## CORN BROOMS

BOECKH BROS &amp; COMPANY doz. net

|                                    |      |
|------------------------------------|------|
| Bamboo Handles, A, 4 strings ..... | 4 35 |
| " B, 4 strings .....               | 4 10 |
| " C, 3 strings .....               | 3 85 |
| " D, 3 strings .....               | 3 60 |
| " F, 3 strings .....               | 3 35 |
| " G, 3 strings .....               | 3 10 |
| " I, 3 strings .....               | 2 85 |

## BISCUITS.

CARR &amp; CO., LIMITED.

|                                                                                |          |
|--------------------------------------------------------------------------------|----------|
| Cafe Noir .....                                                                | 0 15     |
| Ensign .....                                                                   | 0 12 1/2 |
| Metropolitan mixed .....                                                       | 0 09     |
| Special price list of Fancy Tins for Xmas trade and other lines on application |          |

## CANNED GOODS.

## MUSHROOMS.

|                          |         |
|--------------------------|---------|
| Mushrooms, Rionel .....  | \$15 50 |
| 1st choice Duthell ..... | 18 50   |
| 1st choice Lenoir .....  | 19 50   |
| extra Lenoir .....       | 22 00   |
| Per case, 100 tins.      |         |

## FRENCH PEAS—DELOREY'S

HENRI JONAS &amp; CO.

|                      |        |
|----------------------|--------|
| Moyen's No. 2 .....  | \$9 00 |
| " No. 1 .....        | 10 50  |
| 1/2 Fins .....       | 12 50  |
| Fins .....           | 14 00  |
| Tres fins .....      | 15 00  |
| Extra fins .....     | 16 50  |
| Sur extra fins ..... | 18 00  |

## FRENCH SARDINES.

HENRI JONAS &amp; CO.

|                        |        |
|------------------------|--------|
| 1/2 Trefavenues .....  | \$9 50 |
| 1/2 Rolland .....      | 9 50   |
| 1/2 Delory .....       | 10 50  |
| 1/2 Club Alpines ..... | 12 50  |

## CHOCOLATES &amp; COCOAS.

|                                         |          |
|-----------------------------------------|----------|
| Epps's cocoa, case of 14 lbs., per lb.. | 0 35     |
| Smaller quantities .....                | 0 37 1/2 |

## OADBURY'S.

|                                        |          |
|----------------------------------------|----------|
| Frank Magor & Co., Agents .....        | per doz. |
| Cocoa essence, 3 oz. packages .....    | \$1 65   |
| Mexican chocolate, 1/2 and 1 lb. pkgs. | 0 40     |
| Rock Chocolate, loose .....            | 0 40     |
| " 1-lb. tins .....                     | 0 42     |
| Nibs, 11-lb. tins .....                | 0 35 1/2 |

## Chocolate—FRY'S.

|                                              |      |
|----------------------------------------------|------|
| Caracaras, 1/2's, 6-lb. boxes .....          | 0 42 |
| Vanilla, 1/2's .....                         | 0 42 |
| "Gold Medal" Sweet, 1/2's, 6 lb. boxes ..... | 0 29 |
| Pure, unsweetened, 1/2's, 6 lb. boxes .....  | 0 42 |
| Fry's "Diamond," 1/2's, 14 lb. boxes .....   | 0 24 |
| Fry's "Monogram," 1/2's 14 lb. boxes .....   | 0 24 |
| <b>Cocoas—</b>                               |      |
| Concentrated, 1/2's 1 doz. in box .....      | 2 40 |
| " 1/2's .....                                | 4 50 |
| " 1 lb. " .....                              | 8 25 |
| Homeopathic, 1/2's 14 lb. boxes .....        |      |
| " 1/2 lbs. 12 lb. boxes .....                |      |

JOHN P. MOTT &amp; CO.'S.

|                                          |             |
|------------------------------------------|-------------|
| R. S. McIndoe, Agent, Toronto.           |             |
| Mott's Broma .....                       | per lb 0 30 |
| Mott's Prepared Cocoa .....              | 0 28        |
| Mott's Homeopathic Cocoa (1/2's) .....   | 0 32        |
| Mott's Breakfast Cocoa (1 lb. ins) ..... | 0 40        |
| Mott's No. 1 Chocolate .....             | 0 30        |
| Mott's Breakfast Chocolate .....         | 0 28        |
| Mott's Caracaras Chocolate .....         | 0 40        |
| Mott's Diamond Chocolate .....           | 0 23        |
| Mott's French-Can. Chocolate .....       | 0 18        |
| Mott's Navy or Cooking Chocolate .....   | 0 28        |
| Mott's Cocoa Nibs .....                  | 0 35        |

|                                      |           |
|--------------------------------------|-----------|
| Mott's Cocoa Shells .....            | 0 05      |
| Vanilla Sticks, per gross .....      | 0 90      |
| Mott's Confectionery Chocolate ..... | 0 31 0 43 |
| Mott's Sweet Chocolate Lignors ..... | 0 19 0 30 |

## THE COWAN CO., LIMITED.

|                                                                                 |        |
|---------------------------------------------------------------------------------|--------|
| <b>Cocoa—</b>                                                                   |        |
| Hygienic, 1-lb. tins, per doz .....                                             | \$7 25 |
| " 1/2-lb. tins .....                                                            | 3 75   |
| " 1/4-lb. tins .....                                                            | 2 25   |
| " fancy tins .....                                                              | 0 90   |
| Hygienic, 5-lb. tins, for soda water fountains, 1c. taurants, etc. per lb. .... | 0 55   |
| Perfection, 1/2-lb. tins, per doz. ....                                         | 3 00   |
| Cocoa Essence, sweet, 1/2-lb. tins, per doz. ....                               | 2 25   |

## Chocolate—

|                                        |                |
|----------------------------------------|----------------|
| Queen's Dessert, 1/4's and 1/2's ..... | per lb. \$0 40 |
| " 6's .....                            | 0 42           |
| Mexican Vanilla, 1/4's and 1/2's ..... | 0 35           |
| Royal Navy Rock .....                  | 0 33           |
| Diamond .....                          | 0 25           |
| " 8's .....                            | 0 23           |

## CHEESE.

|                                         |        |
|-----------------------------------------|--------|
| Imperial—Large size jars, per doz. .... | \$8 25 |
| Medium size jars .....                  | 4 50   |
| Small size jars .....                   | 2 40   |
| Individual size jars .....              | 1 00   |
| Imperial Holder—Large size .....        | 18 00  |
| Medium size .....                       | 15 00  |
| Small size .....                        | 12 00  |
| Roquefort—Large size, per doz. ....     | 2 40   |
| Small size .....                        | 1 40   |
| Paragon—Large size, per doz. ....       | 8 25   |
| Medium size .....                       | 4 50   |
| Small size .....                        | 2 40   |
| Individual size .....                   | 1 00   |

## COFFEE

|                               |             |
|-------------------------------|-------------|
| <b>JAMES TURNER &amp; CO.</b> |             |
| Mexico .....                  | per lb 0 32 |
| Damascus .....                | 0 28        |
| Cairo .....                   | 0 20        |
| Sirdar .....                  | 0 17        |
| Old Dutch Rio .....           | 0 12 1/2    |

## CLOTHES PINS

|                                                            |      |
|------------------------------------------------------------|------|
| <b>BOECKH BROS. &amp; CO.</b>                              |      |
| Clothes Pins (full count), 5 gross in case, per case ..... | 0 55 |
| 4 doz. packages (12 to a case) .....                       | 0 70 |
| 8 doz. packages (12 to a case) .....                       | 0 90 |



# Edwardsburg Silver Gloss Starch.

Your idea may be that all starch is starch and that your customers won't detect even a slight difference in quality. You may think that because there is a cent or two extra profit on "Mushroom" brands (that come and go), you can retain the confidence of your trade—it doesn't pay to trifle with the confidence that a customer has in you and your goods.

Edwardsburg Silver Gloss Starch is as staple as flour. In the name there is the fame of nearly half a century. In the making there is the skill of long experience combined with honesty of purpose and unequalled manufacturing facilities. Edwardsburg Silver Gloss Starch represents the highest type of perfection there is or can be in starch. Kegs of 100-lbs.—handsome enamelled horse-shoe tins holding 6-lbs.—handsome 1-lb. packages that give a touch of life and color and "go" to a grocer's shelves.

## Edwardsburg Starch Co'y, Limited

Established 1858.

164 St. James Street,  
Montreal.

Works,  
Cardinal, Ont.

53 Front Street East,  
Toronto.

# DUNN'S PURE MUSTARDS

GIVE UNBOUNDED SATISFACTION.

The reason is—They are profitable to dealers and satisfying to consumers.

### COUPON BOOKS—ALLISON'S.

| \$2, \$3, \$5, \$10 and \$20 books.       | Un-<br>num-<br>bered. | Covers and<br>Coupons<br>numbered. |
|-------------------------------------------|-----------------------|------------------------------------|
| 50 books, one kind or as-<br>sorted.....  | \$1 50                | \$1 75                             |
| 100 books one kind or<br>assorted.....    | 2 50                  | 3 00                               |
| 500 books, one kind or<br>assorted.....   | 11 50                 | 14 00                              |
| 1,000 books, one kind or<br>assorted..... | 20 00                 | 25 00                              |

### Allison's Coupon Pass Book.

|                   |               |
|-------------------|---------------|
| \$1 00 books..... | 2 cents each  |
| 2 00 books.....   | 2 cents each  |
| 3 00 books.....   | 2 cents each  |
| 5 00 books.....   | 2½ cents each |
| 10 00 books.....  | 3 cents each  |
| 15 00 books.....  | 3½ cents each |
| 20 00 books.....  | 4 cents each  |
| 25 00 books.....  | 5½ cents each |
| 50 00 books.....  | 8 cents each  |

### EXTRACTS.

### HENRI JONAS & Co. Per gross.

|                                  |        |
|----------------------------------|--------|
| 1 oz. London Extracts.....       | \$6 00 |
| 1 oz. " " (no corkscrews).....   | 5 50   |
| 2 oz. " ".....                   | 9 00   |
| 2 oz. Spruce essence.....        | 6 00   |
| 2 oz. " ".....                   | 9 00   |
| 2 oz. Anchor extracts.....       | 12 00  |
| 4 oz. " ".....                   | 21 00  |
| 8 oz. " ".....                   | 36 00  |
| 1 lb. " ".....                   | 70 00  |
| 1 oz. Flat " ".....              | 9 00   |
| 2 oz. Flat, bottle extracts..... | 18 00  |
| 2 oz. Square " ".....            | 21 00  |
| 4 oz. " " (corked).....          | 36 00  |
| 8 oz. " ".....                   | 72 00  |

### Per doz.

|                                    |      |
|------------------------------------|------|
| 8 oz. " glass stop extracts....    | 3 50 |
| 8 oz. " ".....                     | 7 00 |
| 2½ oz. Round quintessence extracts | 2 00 |
| 4 oz. Jockey decanters ".....      | 3 50 |

### FOOD.

|                                     |      |
|-------------------------------------|------|
| Robinson's Patent Barley ½ lb. tins | 1 25 |
| " " 1 lb. tins                      | 2 25 |
| " " Groats, ½ lb. tins              | 1 25 |
| " " 1 lb. tins                      | 2 25 |

### GILLETT'S POWDERED LYE.

|                     |        |
|---------------------|--------|
| 4 doz. in case..... | \$3 60 |
|---------------------|--------|

### JAMS AND JELLIES

### SOUTHWELL'S GOODS. per doz.

|                            |      |
|----------------------------|------|
| Orange Marmalade.....      | 1 50 |
| Clear Jelly Marmalade..... | 1 80 |
| Strawberry W. F. Jam.....  | 2 00 |
| Raspberry " ".....         | 2 00 |
| Apricot " ".....           | 1 75 |
| Other Jams, W. F.....      | 1 55 |
| Red Currant Jelly.....     | 2 75 |

### Jams—T. UPTON & Co.

|                                           |        |
|-------------------------------------------|--------|
| 1-lb. glass jars 2 doz. in case, per doz  | \$1 00 |
| 5-lb. tin pails, 8 pails in crate, per lb | 0 06½  |
| 7-lb. wood pails, 6 ".....                | 0 06½  |
| 14-lb. wood pails, per lb.....            | 0 06½  |
| 30-lb. " ".....                           | 0 06½  |

|                                |        |
|--------------------------------|--------|
| Jellies—                       |        |
| 1-lb. glass jars, per doz..... | \$1 00 |
| 7-lb. wood pails, per lb.....  | 0 06½  |
| 14-lb. " ".....                | 0 06½  |
| 30-lb. " ".....                | 0 06½  |

### KNIFE POLISH.

|                                              |  |
|----------------------------------------------|--|
| Nixey's "Cervus" 6d. and 1s. tins            |  |
| For price list and sliding scale apply W. G. |  |
| Nixey 12 Soho Sq. London, Eng.               |  |

### LICORICE.

### YOUNG & SMYLYE'S LIST.

|                                         |        |
|-----------------------------------------|--------|
| 5-lb. boxes, wood or paper, per lb.     | \$0 40 |
| Fancy boxes (35 or 50 sticks) per box   | 1 25   |
| "Ringed" 5 lb. boxes, per lb.....       | 0 40   |
| "Acme" Pellets, 5 lb. cans, per can     | 2 00   |
| "Acme" Pellets, fancy boxes (40)        |        |
| per box.....                            | 1 50   |
| Tar, Licorice and Tolu Wafers, 5 lb.    |        |
| cans, per can.....                      | 2 00   |
| Licorice Lozenges, 5 lb. glass jars.... | 1 75   |
| " " 20 5 lb. cans.....                  | 1 50   |
| "Purity" Licorice 10 sticks.....        | 1 45   |
| " " 100 sticks.....                     | 0 75   |
| Dulce, large cent sticks, 100 lb. box.  |        |

### MUSTARD.

### COLMAN'S OR KEENS.

|                                    |        |
|------------------------------------|--------|
| D. S. F., ¼ lb. tins, per doz..... | \$1 40 |
| " " ½ lb. tins, ".....             | 2 50   |
| " " 1 lb. tins, ".....             | 5 00   |
| Durham, 4 lb. jars, per jar.....   | 0 75   |
| " " 1 lb. ".....                   | 0 25   |
| F. D., ¼ lb. tins, per doz.....    | 0 85   |
| " " ½ lb. tins.....                | 1 45   |

### JONAS' FRENCH MUSTARDS

### HENRI JONAS & Co. Per gross.

|                       |        |
|-----------------------|--------|
| Pony size.....        | \$7 50 |
| Imperial, medium..... | 9 00   |
| Imperial, large.....  | 12 00  |
| Tumblers.....         | 12 00  |

### Per gross.

|                 |       |
|-----------------|-------|
| Mugs.....       | 13 20 |
| Pint jars.....  | 18 00 |
| Quart jars..... | 24 00 |

### MATCHES.

|                                    |        |
|------------------------------------|--------|
| Eddy's Telegraph, 5-case lots..... | \$4 00 |
| " " single cases.....              | 4 20   |
| Telephone, 5-case lots.....        | 3 90   |
| " " single cases.....              | 4 10   |
| Eagle Parlors, 200s, 5-case lots   | 1 60   |
| " " single cases                   | 1 70   |
| " " 100s, 5-case lots              | 1 80   |
| " " single cases                   | 1 90   |
| Victoria Parlors, 5-case lots      | 2 90   |
| " " single cases                   | 3 00   |

### MINCE MEAT.

|                                    |         |
|------------------------------------|---------|
| Wetley's Condensed, per gross, net | \$12 00 |
| " per case of doz., net.....       | 3 00    |

### ORANGE MARMALADE.

### T. UPTON & Co.

|                                      |                           |        |
|--------------------------------------|---------------------------|--------|
| 1-lb. glass                          | 2 doz. case, per doz..... | \$1 00 |
| 7-lb. pails and 5 and 7 lb. tins.... |                           | 0 07   |

### PICKLES.

### STEPHENS'.

|                                       |      |
|---------------------------------------|------|
| A. P. Tippet & Co., Agents.           |      |
| Patent stoppers (pints), per doz..... | 2 30 |
| Corked pints, ".....                  | 1 90 |

**RECKITT'S Blue and Black Lead** { **ALWAYS GIVE YOUR CUSTOMERS SATISFACTION**



## SODA.—COW BRAND



Case of 1 lbs. (containing 60 pkgs.) per box, \$3.00  
 Case of ½ lbs. (containing 120 pkgs.) per box, \$3.00.  
 Case of 1 lb. and ½ lbs. (containing 30 1 lbs. and 60 ½ lbs. packages) per box, \$3.00.

## SOAP

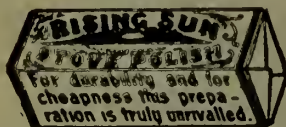


Gloriola Soap, per gross..... 12 00  
 Straw Hat Polish, per gross..... 10 20

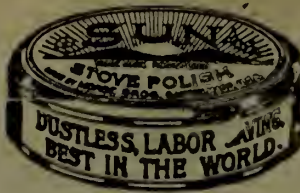
## STOVE POLISH.



No. 4—3 dozen in case, per gross .. 4 80  
 " 5—3 dozen in case " " .. 8 40



Per gross  
 Rising Sun 6-oz. cakes, ¼-gross boxes \$8 50  
 Rising Sun, 3-oz. cakes, gross boxes.. 4 50  
 Sun Paste, 100. size, ¼ gross boxes... 10 00  
 Sun Paste, 5c. size, ¼ gross boxes .. 5 00



## STARCH.

EDWARDSBURG STARCH CO., LTD.

| Laundry Starches—                                 |  | per lb. |
|---------------------------------------------------|--|---------|
| No. 1 White or Blue, 4-lb. cartons                |  | 0 66    |
| No. 1 " " 3-lb.                                   |  | 0 06    |
| Canada Laundry .....                              |  | 0 05    |
| Silver Gloss, 6-lb. draw-lid boxes                |  | 0 07 ½  |
| Silver Gloss, 6-lb. tin canisters ..              |  | 0 07 ½  |
| Edwardsburg Silver Gloss, 1-lb. pkg.              |  | 0 07 ½  |
| Kegs Silver Gloss, large crystal                  |  | 0 07 ½  |
| Benson's Satin, 1-lb. cartons.....                |  | 0 08 ½  |
| No. 1 White, 6-lb. and kegs .....                 |  | 0 05 ½  |
| Benson's Enamel, per box.....                     |  | 3 00    |
| Culinary Starch—                                  |  |         |
| Benson & Co.'s Prep. Corn.....                    |  | 0 01 ½  |
| Canada Pure Corn.....                             |  | 0 05 ½  |
| Rice Starch—                                      |  |         |
| Edwardsburg No. 1 white, 1-lb. cart               |  | 0 01 ½  |
| Edwardsburg No. 1 White or Blue, 4-lb. lumps..... |  | 0 08 ½  |

KINGSFORD'S OSWEGO STARCH



|        |                                                      |        |
|--------|------------------------------------------------------|--------|
| SILVER | 40-lb. boxes, 1-lb. pkgs.                            | 0 08 ½ |
| GLOSS  | 6-lb. boxes, sliding cover (12-lb. boxes each crate) | 0 08   |
| PURE   | 40-lb. boxes 1-lb. pack.....                         | 0 07   |
|        | 48-lb. " 16 3-lb. boxes                              | 0 07   |
|        | For puddings, omelets, etc.                          |        |

| OSWEGO       | 40-lb. boxes, 1-lb. packages .....               | 0 07 ½ |
|--------------|--------------------------------------------------|--------|
| CORN STARCH. |                                                  |        |
| ONTARIO      | 38-lb. to 45-lb. boxes, STARCH } 6 bundles ..... | 0 08   |
| STARCH IN    |                                                  |        |
| BARRELS      | Silver Gloss .....                               | 0 07 ½ |
|              | Pure .....                                       | 0 03 ½ |

## BEE STARCH.

|                              |        |
|------------------------------|--------|
| Cases, 64 pkgs. 48's .....   | \$5.00 |
| ½ Cases, 32 pkgs. 24's ..... | 2.50   |
| Packages 10c. each.          |        |

## BRANTFORD STARCH WORKS, LIMITED.

Ontario and Quebec.

| Laundry Starches—                          |  |        |
|--------------------------------------------|--|--------|
| Canada Laundry, boxes of 40 lbs.           |  | \$0 05 |
| Acme Gloss Starch—                         |  |        |
| 1-lb. cartons, boxes of 40 lbs....         |  | 0 05 ½ |
| Finest Quality White Laundry—              |  |        |
| 3-lb. Canisters, cases of 48 lbs...        |  | 0 06   |
| 4-lb. " " " " " " " " " " " "              |  | 0 06   |
| Barrels, 175 lbs. ....                     |  | 0 05 ½ |
| Kegs, 100 lbs. ....                        |  | 0 05 ½ |
| Lily White Gloss—                          |  |        |
| 1-lb. fancy cartons, cases 30 lbs.         |  | 0 07 ½ |
| 6-lb. toy trunks, 8 in case ..             |  | 0 08   |
| 6-lb. enameled tin canisters, 8 in case .. |  | 0 07 ½ |
| Kegs, ex. large crystals, 100 lbs.         |  | 0 06 ½ |
| Brantford Gloss—                           |  |        |
| 1-lb. fancy boxes, cases 36 lbs...         |  | 0 08 ½ |
| Canadian Electric Starch—                  |  |        |
| Boxes of 41 fancy pkgs, per case           |  | 3 25   |
| Celluloid Starch—                          |  |        |
| Boxes of 45 cartons, per case...           |  | 3 75   |
| Culinary Starches—                         |  |        |
| Challenge Prepared Corn—                   |  |        |
| 1-lb. packages, boxes 40 lbs....           |  | 0 05 ½ |
| No. 1 Brantford Prepared Corn—             |  |        |
| 1-lb. packages, boxes 40 lbs....           |  | 0 06 ½ |
| Crystal Maize Corn—                        |  |        |
| 1 lb. packages, boxes 40 lbs....           |  | 0 06 ½ |



## TEAS.

SALADA CEYLON. Wholesale. Retail

|                                    |      |      |
|------------------------------------|------|------|
| Brown Label, 1's .....             | 0 20 | 0 25 |
| " " ½'s .....                      | 0 21 | 0 26 |
| Green Label, 1's and ½'s .....     | 0 22 | 0 30 |
| Blue Label, 1's, ½'s and ¼'s ..... | 0 30 | 0 40 |
| Red Label, 1's and ½'s .....       | 0 36 | 0 50 |
| Gold Label ½'s .....               | 0 44 | 0 60 |



Ceylon Tea, in 1 and ½ lb. lead packages. Black or mixed.

|                                       |      |
|---------------------------------------|------|
| Black Label, 1-lb., retail at 25c.... | 0 19 |
| ½-lb. " " " " " " " " " " " "         | 0 20 |
| Blue Label, retail at 30c.....        | 0 22 |
| Green Label " 40c.....                | 0 28 |
| Red Label " 50c.....                  | 0 35 |
| Orange Label, retail at 60c.....      | 0 42 |
| Gold Label, " 90c.....                | 0 55 |

## OBROWN BRAND

Wholesale Retail.

|                                 |      |      |
|---------------------------------|------|------|
| Red Label, 1-lb. and ½'s .....  | 0 35 | 0 50 |
| Blue Label, 1-lb. and ½'s ..... | 0 28 | 0 40 |
| Green Label, 1-lb. ....         | 0 19 | 0 25 |
| Green Label, ½'s .....          | 0 20 | 0 25 |
| Japan, 1's .....                | 0 19 | 0 25 |

## "SNELLINGS PATENT"



English Break fast Hopped Tea 29c.; retail, 40c  
 A. Waddell & Co Agents, Toronto Samples on application.



|                          |      |
|--------------------------|------|
| Cases each 60 1-lbs..... | 0 85 |
| " " 60 ½-lbs.....        | 0 35 |
| " " 80 1-lbs.....        | 0 35 |
| " " 120 ½-lbs.....       | 0 36 |



LUDELLA OEYRON, 1 AND ½'S PKGS.

|                                 |        |      |
|---------------------------------|--------|------|
| Blue Label, 1's .....           | 0 18 ½ | 0 25 |
| Blue Label, ½'s .....           | 0 19   | 0 25 |
| Orange Label, 1's and ½'s ..... | 0 21   | 0 30 |
| Brown Label, 1's and ½'s .....  | 0 28   | 0 40 |
| Brown Label, ½'s .....          | 0 30   | 0 40 |
| Green Label, 1's and ½'s .....  | 0 35   | 0 50 |
| Red Label, ½'s .....            | 0 40   | 0 60 |

## TOBACCO.

THE EMPIRE TOBACCO CO., LIMITED

|                                     |      |
|-------------------------------------|------|
| Smoking—Empire, 3½'s, 5s and 10s... | 0 39 |
| Royal Oak, 2 x 3, 5s and 10s...     | 0 52 |
| Something Good, 7s.....             | 0 48 |
| Chewing—Bobs, 5s and 10s.....       | 0 36 |
| Currency, 13½oz. bars, spaced 9s... | 0 39 |
| Currency, 6s and 10s .....          | 0 39 |
| Old Fox, Narrow 10s .....           | 0 40 |
| Snowshoe, 10½ oz. bars, spaced 8s   | 0 44 |
| Snowshoe, pound bars, spaced 6s...  | 0 44 |
| Snowshoe, 2x4, 6s.....              | 0 44 |
| Pay roll, 6s .....                  | 0 44 |

## WOODENWARE

BOKOH BROS. &amp; COMPANY.

|                              |      |
|------------------------------|------|
| Washboards Leader Globe..... | 1 40 |
| " Improved Globe.....        | 1 50 |
| " Standard Globe.....        | 1 65 |
| " Solid Back Globe.....      | 1 75 |
| " Jubilee (perforated).....  | 1 85 |
| " Crown .....                | 1 25 |

F.o.b. Toronto.

## YEAST.

Royal yeast, 3 doz. 5c.-pkgs. in case.. 1 00

## We are always glad

to receive orders for the insertion of advertisements. But will those who send us "Condensed" or "Want" advertisements please bear in mind that they can only be inserted when cash or stamps accompany the order. The rate is 2c. per word each insertion, numbers and contractions counting as words.

MACLEAN PUB. Co., Limited  
 Montreal. Toronto.

## WE STOCK

NO. 197

SYRUP PUMP  
AND MEASURE.

Highly commended by those who KNOW. (Ask for circular).

WALTER WOODS & CO.  
 HAMILTON.

## Soap

"IMPERIAL" and  
 "SNOW"

Twin Cakes.  
 NOW IN STORE.

Perkins, Ince &amp; Co., - Toronto.

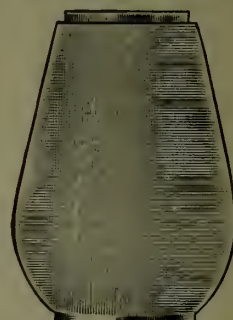


ASK FOR  
**MOTT'S**

## ARE YOU USING OUR

Cold Blast  
 or Jubilee  
 Globes

Aetna or  
 Quaker Flint  
 Chimneys?



Give them a Trial.

THE SYDENHAM GLASS CO.,  
 of WALLACEBURG, Limited

Shredded Whole  
Wheat Biscuit

For sale by all  
 Wholesale Grocers.

J. HEWITT, Agent  
 61 Front St. E., TORONTO.



## The Auer Gas Lamp

### Money-Back Style.

THIS style is particularly suited for a reading light—the shades prevent the light from tiring the eyes and the burner can be raised just the same as any other students lamp.

IT can be carried around the house with perfect safety and as the base is heavily weighted there is no danger of its up-setting.

THE light is soft enough for the most sensitive eyes and yet strong enough for the finest print.

OUR CATALOG SHOWS ALL OF OUR DIFFERENT STYLES.—WRITE FOR IT AND OUR DISCOUNTS.

Your Money Refunded if you are not Satisfied.

AUER LIGHT CO., 1682 Notre Dame Street, MONTREAL.

No. 1



## MOLASSES

.....P.Q., May 9th, 1901

THE DOMINION MOLASSES CO.,  
Halifax, N.S.

Dear Sirs,—I beg to advise receipt of the car Molasses, which came to hand in good order and condition, and, as a proof I am satisfied with the quality, now offer same figures for two cars same grade.

This is an extract from a letter received a few days ago referring to a carload of Barbadoes shipped to one of the largest cities in the Province of Quebec.

We have some more of this grade to offer, and the price is low.

The Dominion Molasses Co.,  
Limited

MOLASSES  
AND SYRUPS.

HALIFAX, N.S.

## POTATOES and OATS IN CAR LOTS.

If open to buy or sell, wire

R. W. HANNAH

Board of Trade, - TORONTO

## THE "GLENER"

KINGSTON, JAMAICA, B.W.I.

The Newspaper with the Largest Circulation in Jamaica and the West Indies.

Canadian manufacturers, merchants, etc., desiring to do business with this country and introduce their goods in this market, should put an advertisement in "THE GLENER."

Write for scale of charges, etc., to

THE GLENER CO.,

Limited

"Gleaner" Office, . . . KINGSTON, JA.

## Jamaica Oranges Sweet Potatoes

The season is now beginning for the above. Prices are reasonable.

Send name and address for weekly price list.

Bananas, Figs, Dates, Nuts, Spanish Onions, etc. 1,000 tubs of choicest June Butter in storage.

WHITE & CO., 64 Front East, TORONTO

COX'S GELATINE Always Trustworthy  
ESTABLISHED 1725.

Agents for Canada:

C. E. COLSON & SON, Montreal.

D. MASSON & CO., Montreal.

ARTHUR P. TIPPET & CO.,  
Toronto, St. John, N.B., and Montreal

## BUSINESS NEWS

of any kind that is of value to business men supplied by our Bureau. We can give you market quotations from any town in Canada, reports from the city markets, stock quotations, etc. You can get commercial news from any Canadian paper through us.

Write us, giving us particulars of what you want and where you want it from, and we will quote you prices by return.

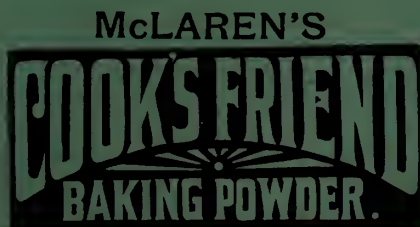
"Clippings from any Canadian paper on any subject."

CANADIAN PRESS CLIPPING BUREAU,

232 McGill Street, MONTREAL, QUE.  
Telephone Main 1255.

10 Front St. East, Toronto. Telephone 2148.

Is Honest Goods and just the Thing on Which to Make or Extend a Business.



The Best Grocers make a point of Keeping it always in Stock.

## Lamps and Lamp Goods



Our line is complete and better than ever.

Write for prices on anything you require.

### Oil Heaters.

Now is the time to sell them, and we have the best.

Have you ordered any of those table tumblers with splendid portraits of King Edward, Queen Alexandra and Duke and the Duchess of York to retail at 10c. each?



THAT

## WETHEY'S CONDENSED MINCE MEAT

is proving itself "a winner" is evidenced by the rapidly increasing demand for it. Of course, people like it better than any other make. No reason why they should not. It will pay you to push it along, because it always pleases.

Manufactured by

## J. H. WETHEY

ST. CATHARINES, ONT.

And handled by all the leading Wholesale Grocers.

## GOWANS, KENT & CO.

Earthenware and China,

Glassware and Lamps,

TORONTO and WINNIPEG.

# CROSSE & BLACKWELL'S New Season's Candied Peels

LEMON, ORANGE, CITRON, MIXED (O. L. and C.)

In 7-lb. Tins, 7-lb. or 10-lb. Wood Boxes, and 1-lb. Cartons.

## C. E. COLSON & SON,

## MONTREAL.

CHAS. P. CLARK, President.

JARED CHITTENDEN, Treasurer.

...ESTABLISHED 1849..

## BRADSTREET'S

Capital and Surplus, \$1,500,000.

Offices Throughout the Civilized World.

Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants by the merchants, for the merchants. In procuring, verifying and promulgating information, no effort is spared, and no reasonable expense considered too great, that the results may justify its claim as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

Subscriptions are based on the service furnished, and are available only by reputable wholesale, jobbing and manufacturing concerns, and by responsible and worthy financial, fiduciary and business corporations. Specific terms may be obtained by addressing the Company at any of its offices. Correspondence invited.

### —OFFICES IN CANADA—

HALIFAX, N.S.  
OTTAWA, ONT.  
VANCOUVER B.C.

HAMILTON, ONT.  
QUEBEC, QUE.  
VICTORIA, B.C.

LONDON, ONT.  
ST. JOHN, N.B.  
WINNIPEG, MAN.

MONTREAL, QUE.  
TORONTO, ONT.

THOS. C. IRVING, Gen. Man. Western Canada, Toronto. JOHN A. FULTON, Gen. Man. Eastern Canada, Montreal.

## OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery 6d. and 1s. Canisters.

## 'WELLINGTON' KNIFE POLISH

## JOHN OAKEY & SONS, LIMITED

MANUFACTURERS OF

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England.

Agent:

JOHN FORMAN, 644 Craig Street  
MONTREAL



PUBLISHED EVERY  
FRIDAY

CIRCULATES IN  
EVERY PROVINCE

# THE CANADIAN GROCER AND GENERAL STOREKEEPER

## COLMAN'S MUSTARD



**BEST ON EARTH**

### CARR & CO.,

LIMITED

Carlisle,  
England.



### Frank Magor & Co.

Agents for the Dominion.

16 St. John St., MONTREAL

G. E. JARVIS & CO., Vancouver,  
Agents for B.C.



Are the sole manufacturers of  
the original

## CAFE NOIR BISCUIT

No other firm can approach them.

THE CANADIAN GROCER



GOOD PROFITS and MANY FRIENDS

. . . are made by selling . . .

**MILLAR'S PARAGON CHEESE**

Manufactured by

**THE T. D. MILLAR PARAGON CHEESE CO.,**  
INGERSOLL, ONT.

AGENTS—W. H. Dunn & Co., Montreal. A. E. Richards & Co., Hamilton. Joseph Carman, Winnipeg. Martin & Robertson, Vancouver and Victoria, B.C.

A popular name — **“ROBERTS”**

especially when connected with

**KHAKI BUTTER SCOTCH**, a first class, old-fashioned toffee in new form and package. Sells well with fair profit.

**CANADIAN BUTTER NUTS** are made specially for the Canadian market.

Are pure and wholesome. Made from best materials. Attractive package.

Your customers who want **PURE, RELIABLE** confectionery will appreciate these goods.

**EBENEZER ROBERTS, LIMITED, LONDON, ENG.**

Canadian Agents: **C. E. COLSON & SON, MONTREAL.**

**Symington's**

**“Edinburgh”  
Coffee  
Essence**

Is the Purest and therefore Best and Cheapest !

Refuse imitations said to be “just as good” as Symington's, and recollect that the careful process by which Symington's Essence is made eliminates all unpleasant properties.

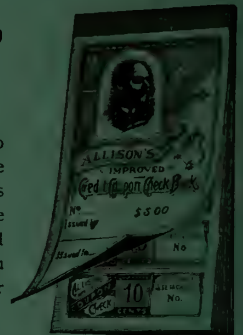
ANYONE CAN DRINK IT.

**THOS. SYMINGTON & CO.,**  
EDINBURGH and LONDON.

Agents, **W. B. Bayley & Co., Toronto**

They Cost Something,  
Of Course !

But enough Allison Coupon Books to last a year won't cost as much as the amount you will lose by the carelessness of your clerks in forgetting to “charge up” numerous small purchases; and disputed pass-book entries, where you have to allow your customer's kick, or lose him.



**If Your Customer Wants Credit**

for \$10, give him a \$10 Allison Coupon Book, charge him with \$10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. **NO PASS BOOK. NO WRITING; NO LOST TIME; NO KICKING.** There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

For Sale in  
Canada by

**The Eby Blain Co., Limited, Toronto.**  
**C. O. Beauchemin & Fils, Montreal.**

**ALLISON COUPON CO., Manufacturers,**  
**Indianapolis, Indiana.**



# A Smiling Face.

A contented customer is a good advertisement—one of the best you can have. You can't have contented customers with smiling faces if you sell goods of inferior quality, because poor quality is remembered long after low price is forgotten. "A Smiling Face" is worth dollars and cents to you. Keep your customers contented and happy. *Sell them quality that you know is right.*



## Codou's Macaroni.

Made always from Russian Wheat, and that is one reason why it is so delicate, tender and white. Tough Macaroni won't win the smiling face and satisfaction—*Codou's Macaroni wins both.*

## Cox's Gelatine.

Free from adulteration—it is absolutely clean. The standard of highest quality the world over. For the holiday cooking it will be in great demand as usual. Proved "best" by the test of a half century and more. Sell it and you sell satisfaction. You win "A Smiling Face" with Cox's Gelatine.

*Sold by Leading Wholesalers Everywhere.*

ARTHUR P. TIPPET & CO, AGENTS,

8 Place Royale, Montreal.

23 Scott St., Toronto.

## Create a Reputation

*and business will follow.* It is a recognized fact that the sun is the most powerful light in the solar system—so also is “*reputation for selling high-grade goods*” the most potent “*light*” for attracting regular and profitable customers to your store. Keep this light continuously shining—don't let it grow dim by selling goods claimed to be “just as good” as the standard.

## JONAS' FLAVORING EXTRACTS

are the recognized “standards.” They have attained a splendid repute among careful housekeepers—the class that pay their bills. They will light the way into the good-will of the woman's heart and purse, and prove most effectual in creating a reputation for your stock. Their absolute purity, great richness and unequalled strength leave a distinct impression on the mind of the purchaser. Create a good reputation for your goods—business will follow. Sell **JONAS' FLAVORING EXTRACTS** and a continuous demand will follow. Send for interesting facts and price list.

## HERE'S A LIST

that you should be interested in. Your stock is incomplete if you do not order a goodly supply of the following, which have just been received by us :

### OLIVES

Spanish Queen and Manzanilla Olives, from R. Aguilar, Seville, Spain, in varied quantities.

### FRENCH PEAS

from F. Delory, Lorient, France. Moynes, No. 1 half fins, fins, tres fins, and extra fins.

### SARDINES

Just received 200 cases quarter-pound tins Trefavennes.

The present would be an opportune time to place your order with us for any quantity of the above-mentioned lines. Better goods at better prices could not be desired

---

Just here we would state that the demand being evidenced for that famous military dressing :

### JONAS' MILITARY DRESSING

is exceedingly brisk, which amply demonstrates its popularity.

# HENRI JONAS & CO.

St. Paul Street, MONTREAL.





## On Guard!

If you want to hold your Cigar trade, I can help you do it. If you want to be "on guard" against the fellow across the street, who is fighting for some of your Cigar trade, it's ten to one that my Cigars will not only hold your present trade, but will win some of his trade also.

My "Pharaoh" 10 cent and my "Pebble" 5 cent are the two strongest leaders. They have held the trade and won new trade for over a thousand grocers in Canada. Let me send you a trial order of a thousand or more at my expense.

### Payne's Cigars.

J. BRUCE PAYNE, Mfr.,  
Granby, Que.

## "Sterling" Brand Pickles

—CANADA'S  
—BEST.

The grocer who would secure the best class of trade must always keep in stock the best class of goods. In pickles and relishes there is no doubt that the famous "Sterling" Brand holds a supreme position. Grocers should at this time of the year see that their stocks are well assorted.

**T. A. LYTLE & CO.**

Limited

124-128 Richmond St. West, Toronto.

# You or your Competitor

Every day it is dawning upon some grocer the advantage which comes to the dealer who determines to make TILLSON'S PAN-DRIED ROLLED OATS the only kind which shall pass into his store. Another season is at hand when it will pay to make a special effort with Breakfast Foods.

If not you, perhaps the man across the street will be the first to seize this opportunity.

Are the best known, best advertised, best flavored Rolled Oats too good for your trade?

FROM TWO LETTERS LAST WEEK ABOUT

"Your goods are very popular with us"—

"Have sold hundreds of bags with splendid satisfaction."

**Tillson's**  
**Pan-Dried**  
**Oats**

THE TILLSON CO., Limited, Tilsonburg, Ont.



A Group of Tea House Girls in a Japanese Tea House.

# JAPAN TEA

The success of **JAPAN TEA** is entirely due to its high quality---it will go a long way towards making your tea department a success, because it contains all the essential elements of purity, cleanliness, delicacy of flavor, because it attracts purchasers that require a tea that can be depended upon to satisfy their tastes.

# JAPAN TEA

is handled by leading dealers everywhere, and the call for it is continually growing.

JAPAN CENTRAL TEA TRADERS'  
ASSOCIATION.

Trafalgar Chambers, Sun Life Building  
Annex.

Tel. Main 4142. MONTREAL, CANADA.



*444 16 1902*  
*To E. W. Gillett*  
*Sept 1902*

# ROYAL

DRY HOP

# YEAST CAKES



LONDON, ENG. **E.W. GILLETT.** CHICAGO, ILL.  
TORONTO ONT.

## IF YOU WANT

to make your starch business the talk  
of the town, sell

## IVORY GLOSS STARCH

If you want to increase your profits  
and have contented customers sell

## IVORY GLOSS STARCH.

Manufactured by  
**THE ST. LAWRENCE STARCH CO.,**  
Limited,  
PORT CREDIT, ONT.

# PURE GOLD HERBS

The nice, clean, up-to-date kind. Get your orders in early for our new package, *it's a dandy*. The best goods done up in a manner to make them sell easily. *The Pure Gold way.*

# Pure Gold Co., = Toronto



# Selected Valencias

What we have left show the finest possible condition. We are offering at specially low prices. — As an investment it will pay you to look into this and BUY.

W. H. GILLARD & CO., Wholesale Grocers, HAMILTON



THE DOMINION BREWERY CO., LIMITED  
Brewers and Maltsters  
TORONTO

Manufacturers of the Celebrated

## WHITE LABEL ALE

ASK FOR IT AND SEE THAT OUR  
BRAND IS ON EVERY CORK.

Our 'Ales and Porters have been examined by the best Analysts, and they have declared them Pure and Free from any Deleterious Ingredients.

WM. ROSS, Manager.



## See this Bottle

Is it familiar to you?

The Best

### Coffee

on the market

2

sizes,



### Essence

to-day.

5-oz. and

10-oz.

Rose & Laflamme,

Agents,

MONTREAL



## Batty & Co.

ESTABLISHED 1824

LONDON.



OLIVES  
AND  
PURE  
OLIVE  
OILS.



Makers of High-class

INDIAN  
CURRIES  
AND  
CHUTNIES.

PICKLES  
OF  
ALL KINDS.



SAUCES  
OF  
ALL KINDS.



# Buying, Handling and Selling Coffees.

ONE OF THE PRIZE ESSAYS.

By HARRY COOPER, Toronto.

**T**O buy coffee properly entails a complete and ever-freshly-renewed training. No old-time training will stand the wear and tear of time, unless kept up to date by constant testing, by taste and comparison.

How best to get this education will, perhaps, be of interest. The first essential is

## A SET OF STANDARD SAMPLES.

These can be procured from any New York house upon sending an express order for as much as you care to spend, not failing to specify the grades and varieties of coffees you are desirous of experimenting with. These secured, you will immediately roast some of each and compare carefully with local samples. This comparison, with the New York price list in your hand, will be extremely valuable, and a constant repetition of the practice of drawing and comparing will in due time give you a splendid insight into many coffees of real merit, which knowledge will be useful when your coffees come to hand. No coffee should be purchased without a sure knowledge of its "drink," and the extra trouble to make a draw (with fair experience and practice) is certainly not time lost. A man must buy to suit his trade. If a small trade in coffee is done,

## BUY THE BEST BLENDS

from reliable houses, but try them early and often, or better still, get a set of standard samples, and having made up your own blend, order the constituent parts from the best house in the trade and blend together yourself. Another way is to order your blend, provided you have perfect faith in your jobber. Your New York price list will give you the proper price for any coffee; add 1-2c. freight and 10 per cent. duty; also 16 per cent. for loss in weight for roasting, and you have a fair actual cost. Direct shipments save the 10 per cent. duty. Always remember that "Java" and "Mocha" are corrupted terms, and genuine goods of this type, to be of value, will cost about 30 cents per lb., roasted. And other coffees are similarly treated.

## HANDLING.

To buy well is to sell well. There is not much sense in taking all this trouble if the selling end is not properly looked after. There are grocers who undertake to roast their own coffee, forgetting that the finest roasters in America are liable to fail (so delicate is the operation), and how much more so the shop hand doing other things as well. Buy green coffee if you wish, but get a good firm to roast it, and then only 50 lbs. of each at a time; better to be short than to have stale goods. Of course, if it is cheap goods "on a run" greater quantities may be roasted. After coming from the roaster make up your blends and put into tins only, and grind to your customers' orders. If you buy roasted coffee it will come in tins and ought to be kept tightly closed when not being used. The use of chicory in our land is universal and most grocers use it. Many customers like it and do not know that it is the chicory which gives the body. At the same time, there are many heavy coffees, such as the Yankee likes, which make good drink without chicory. These are Bourbons, Costa Ricans, Guatemalas and Bucks; all good, strong-bodied goods and worth a good deal more attention than we give them. A

real good recipe for making coffee properly ought to be printed on every coffee package you send out. Most Canadian coffee is good enough until it is made and put on the table—then it is woefully poor.

## SELLING.

To sell coffee, and plenty of it, ought to be the ambition of every grocer. The essentials, as outlined above, having been lived up to in a business-like manner, there should not be any difficulty in making large sales. The first thing is to fix the brands and prices, and then to hang on like "grim death" until results come. Just let us outline our schedule here:

|                                                      |              |
|------------------------------------------------------|--------------|
| No. 1—"Our Best," a pure high-grade.....             | 45c. per lb. |
| " 2—"Perfection," the same with 10 p.c. chicory..... | 40c. " "     |
| " 3—"Standard," a pure strong coffee.....            | 35c. " "     |
| " 4—"Hotel," the same with chicory.....              | 30c. " "     |
| " 5—"Popular," a fine Santos and Maracaibo.....      | 25c. " "     |
| " 6—"Real Good," the same with chicory.....          | 20c. " "     |

This assortment is simple, making only three blends and yet six prices, and you can always tell the kind of coffee a customer has had by the price she has paid—a most desirable thing, because a woman can always remember the price, but cannot tell you whether she had a chicory coffee or otherwise. Nothing remains after having bought your goods right and handled them well, but to sell them intelligently. When a woman asks for coffee, try to learn her tastes and sell her the proper line—always keeping in mind that "anything" will not do for the man at the breakfast table.

All goods, as above, will show from 25 to 40 per cent. profit, and 100 per cent. profit will not sell coffee more than twice to the same buyer. Value tells in the long run, and always makes for good trade that stays with you.

## TEA POSSIBILITIES IN THE UNITED STATES.

The American Grocer, recently referring to British-grown tea in America, says: "The overproduction of tea and the displacement of China tea, in the United Kingdom, by Indian and Ceylon sorts, naturally leads the British growers and British tea interests to canvass for new markets. While the United Kingdom is populated by a tea-drinking people the residents of the United States are given to a free use of beer and coffee, and to-day consume less tea per capita than at any time from 1870 to the present. And this notwithstanding a phenomenal increase in wealth, and a wage-earning population the most prosperous on the globe. The simple fact is that the American people do not take kindly to tea as a beverage, just as the people of the United Kingdom are not partial to coffee. It would be just as practicable to inaugurate a campaign to displace tea by coffee in the United Kingdom, as to carry forward a campaign in the United States to displace coffee and beer by an enlarged use of tea. The average American consumer does not care a rap about flavor, being satisfied with any sort of a warm beverage made from tea, provided that its flavor is not offensive to the palate. The popular taste does not favor the heavy-bodied, sweetish-flavored teas of India and Ceylon, when used straight. The popularity of such teas for blending is greater to-day than ever, but we have no faith in the people of the United States ever increasing their per capita use of tea to the old-time figures, especially so long as they can buy coffee from 10c. per lb. upwards."



Our packages are larger and more attractive in style than any others.

The quality of our goods is superior to anything else on the market.

**MORSE BROS., Proprietors, Canton, Mass.**

For sale by all Wholesale Grocers; also the McClary Mfg. Co., London, Montreal, Winnipeg, Vancouver and Toronto.

#### THE MAKING OF INDIAN GREEN TEA.

THE following, signed by H. Drummond Deane and addressed to the editor of Indian Gardening and Planting, Calcutta, recently appeared in that journal:

"With reference to your remarks on my system of green tea manufacture, in your leader in issue of September 8, there are, of course, much fuller details of the system issued with the machines, and even to these I can add a few useful hints saving time and money, which I am too glad to give to any purchaser of my machines. I have sent the ordinary details of manufacture to the secretary of the Indian Tea Association for the information of their green-tea committee, and hope that in Cachar, Sylhet and Kangra they may catch on, but I do not anticipate anything very extraordinary in averages, so I would only advise those whose ruling averages are low for black teas to make the trial.

"While on the subject, I am recently advised that it would probably be better not to describe the teas made on my process as Young Hyson, Hyson, Imperial and Twankay, as, owing to our different style of leaf, the appearance is not the same as the Chinese grades of those names, but to describe them as:

"No. 1. Extra choicest new-season's uncolored Indian green tea.

"No. 2. Choicest new-season's uncolored Green tea.

"No. 3. Choice new-season's uncolored green tea.

"If fannings are sent call them green tea fannings; but I advise that these be made into 'compressed tea.'

"My New York friends remark that by naming as above, whatever named tea a client asks for, they supply at once the nearest sample as regards liquor and call it by the name he asks for. Whereas if a client wrote and asked, for instance, for a choice 'Moyune' and their Indian tea

was marked 'Young Hyson,' probably no order would result, but if the same tea were marked 'Extra Choice No. 1 Uncolored Indian Green Tea,' they would send a sample at once, and probably sell it.

"Anyone trying my method should tell me elevation of estate, and if the season at the time of manufacture is wet or dry, hot or cold. Also describe roller and firing machines. I do not think an endless web machine could be used with my process, as the leaf must be handled during firing."

#### INDIAN TEA SITUATION.

COMMENTING on the table published by Mr. George Seton, giving results of Indian tea companies during the season 1900, The Financial Times says: "It will be observed that, despite an increase in the output of tea amounting to nearly 10 per cent., the profit per lb. has fallen to nearly one-half of what it was last year, the working cost being little under that of 1899. There is, however, one encouraging feature. Over-production is admittedly the root of the evil, and it is therefore gratifying to find that, notwithstanding the failure of the scheme to effect a combined reduction in the output, there is evidently a disposition on the part of the companies to follow out this principle individually. A glance at the figures representing the acreage shows that the increase in the area planted is only a little over 1 per cent. This can only be regarded as a very moderate proportion to meet the depreciation in the gardens, and goes to show that the different managements have fully realized the folly of large extensions. As to the outlook for the current season, it is as yet too early to express any reliable opinion. We are informed that in all districts, with a few exceptions, there was a considerable shortage in the tea crop at the end of August, owing, to a large extent, to the weather, which curtailed the pickings, and this being the case, it is certain that unless this falling off is made up

by the end of September, the crop will be materially reduced. It must not be overlooked, however, that there was a large surplus from the past season at the end of May, and the question is as to what stocks are held in private hands. The opinion expressed by an authority is that it is now but small, and in that event, if there should be, as is not unlikely, a shortage in the current crop, it is not improbable that we shall see better prices at Mincing Lane before very long. This view is corroborated by Messrs. Gow, Wilson and Stanton in their weekly report, issued yesterday, but, at the same time, they emphasize the warning that as young tea from the recent extensions of tea plantations in India is now coming into bearing, every effort will be required on the part of planters to reduce the output. In the meantime, it is interesting to note that the direct export of Indian tea to places outside the United Kingdom for the first half of the year was largely increased, no fewer than 5 774,600 lb. having been shipped, as compared with 3,344,200 lb. in the corresponding period."


—Home and Colonial Mail.

#### CUBAN SUGAR CROP FOR 15 YEARS.

The following returns of the Cuban sugar crop are taken by The Journal des Fabricants de Sucre from The Revista de Agricultura:

| Years.    | Weight.<br>Tons. | Value.<br>Dollars. | Value<br>per ton.<br>Dollars. |
|-----------|------------------|--------------------|-------------------------------|
| 1885..... | 631,967          | 39 653,200         | 62.74                         |
| 1886..... | 731,723          | 41,508 300         | 56.72                         |
| 1887..... | 646 578          | 36,474,700         | 56.41                         |
| 1888..... | 656,719          | 45,219,900         | 68.85                         |
| 1889..... | 569,333          | 46,314,200         | 82.65                         |
| 1890..... | 632,368          | 40,137,900         | 63.47                         |
| 1891..... | 819,760          | 53,220,300         | 64.92                         |
| 1892..... | 976,789          | 64,220,000         | 65.74                         |
| 1893..... | 815,894          | 59,481,900         | 72.90                         |
| 1894..... | 1,054,214        | 57,598,100         | 54.55                         |
| 1895..... | 1,004,264        | 42,070,900         | 41.89                         |
| 1896..... | 225,221          | 12,123,300         | 53.83                         |
| 1897..... | 212,051          | 9,543,100          | 45.00                         |
| 1898..... | 305,543          | 13,877,900         | 45.42                         |
| 1899..... | 335,668          | 17,244 800         | 51.37                         |
| 1900..... | 300,073          | 17,583,500         | 58.59                         |



Make a display of 

## EMPIRE GOODS IN YOUR WINDOWS OR ON YOUR COUNTER.

*Empire Salmon*  
*Empire Extracts*  
*Empire Baking Powder*  
*Empire Coffee*

*Empire Tea*  
*Empire Tomatoes*  
*Empire Mustard*  
*Empire Brooms*

They are attractively labeled.

**LUCAS, STEELE & BRISTOL, Wholesale Grocers, Hamilton, Ontario**

## Success Is Crowning Our Efforts.

Our imports in Mediterranean, South American, and Californian Fruits  
are the largest in the history of our firm.

— DON'T FAIL TO GET OUR QUOTATIONS ON —

**Raisins, Currants, Prunes, Peels, Nuts, Dates and Figs.**

BEST QUALITY—LOWEST PRICES.

**JOHN SLOAN & CO., - - TORONTO.**

*Sloppy goods are a thing of the past. You cannot stay in business unless you sell good stuff. How few cheap raisins you now sell! All your customers must have best selected, so in Brooms, formerly 3 for a quarter was all the go---now you must have the best, we have them.*

**All hand-made, under our supervision.**

**No Dyed Corn.**

**Every Broom Guaranteed.**

**Every Handle Kiln-dried.**

**SIGNAL--** Plain, well made, strong, on the heavy side, solid shoulder. Good, every day broom.

**STANDARD--** From fancy green corn, the nicest Carpet Broom made, bound to give satisfaction.

**BAMBOO CURLERS--** We introduced these years ago. How many Bamboo Curlers are now offered you proves we struck the right key. Our Curlers are still to the fore with larger sales than ever before.

**MINING--** Just what is wanted for underground working, heavy, weighing 42 lbs. per dozen, wire string instead of twine, made from coarsest corn procurable.

**James Turner & Co., Wholesale Grocers, Hamilton**

# The season has now commenced for **FISH.**

WE CAN SUPPLY YOUR WANTS.

Boneless in 25-lb. Boxes. Quail on Toast, 1-lb. Packages, 24-lb. Boxes.  
Cod Steak, 1-lb. Packages, 24-lb. Boxes.  
Skinless in 100-lb. Cases, Quintals and Half-Quintals.  
Labrador Herrings in Barrels and Half-Barrels.

JUST ARRIVED: New Season's Peel—Best Brands, Lowest Prices.

**Thos. Kinnear & Co.,** Wholesale Grocers,  
49 Front St. East, **Toronto.**

## TRADE CHAT.

**S.** J. MAJOR, wholesale grocer, Ottawa, has left with his wife for a tour through Europe, which will occupy about three months. During Mr. Major's absence, J. Cote will manage the business.

Lind, Kerrigan & Co. have started as wholesale grocers in London, Ont.

A new school factory will be built by the Fordwich, Ont., Cheese and Butter Co.

John Drew, general merchant, Snowflake, Man., had his kneecap injured the other day, but is about better now.

Herb. Bell, formerly with A. Beattie & Co., Stratford, Ont., has opened a grocery and fruit store on Ontario street, Stratford.

Ephraim Goldberg, merchant, Vancouver, has been fined \$25 for infraction of the early-closing by-law of that city. He will appeal.

N. E. Hicks, general merchant, Norwich, Ont., is being congratulated by his friends. He entered a "life partnership" the other day.

J. N. McKelvie, manager of Codville & Co.'s branch at Calgary, N.W.T., stated the other day that the crops of Alberta have been so good that they are having a marked effect on trade.

J. B. Doyle & Son have bought out D. R. Owen, successor to Dodge Bros., grocers, Woodstock, Ont. They are having the store refitted, and will add to the attractiveness of their store by handling cut-flowers.

Blyth, Ont., will vote on a by-law to loan C. H. Beese, of St. Marys, Ont., \$6,000 on consideration that he rebuild the Blyth flour mill, the money to be returned in 15 annual installments of \$400.

## "H. AND H." IN MONTREAL.

James McIntosh, agent for "H. and H." in Canada, is making a strong campaign just now to get a footing for this cleanser in Montreal. He is having distributed from door to door a circular explaining the good qualities of "H. and H."; showing sound reasons why it should be always used when an antiseptic cleanser is wanted, and its advantages for general use and giving as references many large concerns who have adopted this soap because of its unique qualities. At the top of the circular is a list of the retail stores in which "H. and H." can be had.

Any inquiries coming to Mr. McIntosh are followed up immediately, thus helping the retailers who sell the cleanser to make good sales.

## CANNERY FOR NAPANEE?

The Napanee Beaver notes that greatly increased attention is being paid in Lennox to fruit-growing. Mr. A. C. Parks, of Hay Bay, County Commissioner, has now nearly 100 acres of his farm devoted to fruit, 80 acres being in apples and about 20 in small fruits. He has sold this year 50,000 boxes of berries, and last year packed between 2,000 and 3,000 barrels of apples. Other farmers of the county are going extensively into fruit, and The Beaver foresees a bright future for fruit-growing in North Fredericksburgh. Canneries in Port Hope and Belleville so far have taken the small fruits of the district, and The Beaver calls for a Napanee cannery.

## CATALOGUES, BOOKLETS, ETC.

### CONFECTIONERS' CONVENTION REPORT.

The official record of the eighteenth annual convention of the National Confectioners' Association of the United States has just been issued. The record includes, in addition to a full report of the proceedings, a great deal of information of much value to those interested in the confectionery business. The report of the officers for the past year shows that the association is maintaining not only its membership and financial standing, but its power and vitality.



## DO YOU SELL CHEESE ?

If you do, your stock is not complete without

*MacLaren's Imperial or  
MacLaren's Roquefort*

in White Opal Jars

EVERY SALE INSURES SATISFACTION





# IN STORE NEW SEASON'S FRUITS.

## SEE OUR TRAVELLERS.

# THE DAVIDSON & HAY, LIMITED

36 YONGE STREET - - TORONTO.

**MANITOBA MARKETS.**

WINNIPEG, September 30, 1901.

**N**OTWITHSTANDING the wet weather and the consequent check to threshing, trade has been very good. Many took the opportunity of being in town for the Royal visit to make purchases, and more than one wholesale house reports a very active business. Collections are improving, although wheat deliveries are not as large as were anticipated. There have been few changes in prices during the week.

**FLOUR**—no change in price has taken place. Market is very firm with possibility of higher prices. We quote: Ogilvie's Hungarian patent, \$2; Glenora patent, \$1.85; Alberta, \$1.65; Manitoba, \$1.50; Imperial XXXX, \$1.15; Lake of the Woods, Five Roses, \$2; Red Patent, \$1.85; Medora, \$1.45; XXXX, \$1.15.

**CEREALS**—Rolled oats, \$2.20 net; standard and granulated, \$2.70; beans, \$2.55 to \$2.60; cornmeal, \$1.65 to \$1.75.

**RICE**—The market is normal. We quote: B rice, 4 to 4½c.; Patna, 5 to 5½c., and Japan, 5¼ to 5½c.

**CANNED GOODS**—Tomatoes are now quoted 5c. higher, in accordance with the higher prices made by canners in the East, but, as many houses quote on entirely

different grades, accurate quotations are difficult, if not impossible. Corn and peas will both be higher, judging from the demand and the very firm tone of the market. Other canned goods are without change for the week.

**COFFEE**—Rios are weak, and have dropped ¼ to ½c., being now quoted at 8½ to 8¾c. for No. 5.

**EVAPORATED FRUITS**—Apricots have again advanced, quotations now being 13½ to 14c. New prunes will arrive shortly, and prices will rule fully ½c. higher for all small sizes than last year. Prevailing quotations for small sizes are 4¾ to 5c. per lb. for 50-lb. boxes.

**CURED MEATS**—Market is very firm, and with possibilities of further advances. At present, prices rule the same as last week. Lard, however, has again advanced, and is now quoted at \$2.60 per 20 lb. for pure, while tierces and tubs are both 1c. higher per lb. Pure lard in cases is \$7.80.

**BUTTER**—The market shows few changes. Creamery is in better demand, and prices are higher. One sale is reported at 18c. factory, and 17½c. is offered quite freely. Round lots of choice, fresh dairy are in demand and hard to obtain. On the other hand, there is a heavy stock of seconds on the market. The best is worth 15c. at

Winnipeg, with 13c. downward for other grades.

**CHEESE**—Demand is good, and 8 to 8½c. is being offered for the best grades.

**EGGS**—Choice candled eggs are worth from 15 to 15½c. Winnipeg, and the supply is limited. Strictly new laid retail at 30c.

**NOTES.**

The handsome new home of the Lake of the Woods Milling Co. on McDermott street will be open for occupation about the middle of October.

**TORONTO JUNCTION MERCHANTS MEET**

A branch of the Retail Merchants' Association of Canada was organized at Toronto Junction last week. The following officers were elected:

President—James Bond.  
1st Vice-president—W. W. Howell.  
2nd Vice-president—A. M. Gobel.  
Secretary—H. E. Snell.  
Treasurer—E. R. Rogers.  
Credit and Collecting Board—A. Chisholm and H. W. Raymond.

**A WHOLESALE GROCER SELLS OUT.**

C. H. Clerke, St. Stephen, N.B., has sold his wholesale grocery business to W. C. Purvis, of St. John. The business will be conducted under the name of Purvis & Graham. It is understood that all the old employees will be retained.

**BETTER GOODS BRING BETTER PRICES**THE GROCER  
WHO SELLS**UPTON'S****Jams, Jellies and Marmalade**has an infallible profit and a steady sale  
all year round.**A. F. MacLAREN IMPERIAL CHEESE CO., Limited.**

## TRADE IN COUNTRIES OTHER THAN OUR OWN.

## CANNED SALMON IN LONDON.

THERE has been a good inquiry for salmon during the past week and quotations for the different grades are now most reasonable. Retailers in many instances have reduced their prices and the consumption already shows a great improvement. Once again it has been proved that when an article of food advances above a certain limit, no matter how strong the statistical position may be, the demand falls off to a large extent, and although the article in question may be a most popular one as in the case with salmon, yet a substitute in some way or other is readily found.—Produce Markets' Review, Sept. 14.

## CURRANTS IN NEW YORK.

There arrived on the steamer Mania, from Catacola, Greece, 2,500 barrels of currants and 10,910 barrels, 320 cases, 5,725 half-cases and 2,270 quarter-cases and 10 bags of currants from Patras. This is the first considerable arrival of the 1901 crop so far this season, and its immediate influence on the spot market has been to cause a decline in spot prices to the level at which goods were offering to arrive on that vessel, namely, 6c. to 6½c. for Amalia grade in barrels. It is stated in several well-informed quarters that a very large portion of the cargo to arrive on the Mania has been sold in transit, and that stocks now unsold are comparatively light. Exclusive of the cases ex Mania the total arrivals of the 1901 crop to date numbers 14,710 barrels. The market on the spot is reported fairly steady at the moment at from 6 to 6½c. for fine Amalia, but the influence of fruit to arrive is apparent.—N. Y. Journal of Commerce, Sept. 30.

## THE UNITED STATES RICE CROP.

According to the advices received from New Orleans the movement of the crop continued small for the season of the year, and the market held firm. Demand was fairly active, keeping the market closely sold up; in fact, it was claimed that offerings were barely sufficient to meet the requirements of the trade. With the movement of plantation rice, however, offerings will rapidly increase, and with a crop of Louisiana and Texas estimated between 2,500,000 and 3,000,000 sacks it is not expected there will be a shortage. Many believe, however, that requirements will be greater than a year ago, due to the partial failure and high prices of potatoes. Reports from the Atlantic Coast markets continued to report fairly firm markets.—N. Y. Journal of Commerce.

## COCOA IN TRINIDAD.

Mail advices received from Trinidad of the date of September 11 said: "Trinidad cocoa There is little or nothing doing in this article on account of the very small supplies coming in. Stronger advices from abroad have caused prices to become somewhat firmer, and we now quote at \$13.75 to \$14 for ordinary to good and \$11.25 up to \$11.50 for good to fine estates cocoa. Exports for the fortnight amount to 1,908 bags, of which 529 bags have gone to the United States. From October 1 to date shipments have been 135,169 bags, as compared with 153,199 bags for the corresponding period of

last year. Venezuelan Produce—Cocoa—Only about 200 bags have arrived during the fortnight which have found ready sales at prices varying from \$13.90 to \$11.25, according to quality. The weather—The heavy rains reported in our last have given way to a spell of line and cooler weather which seems to betoken the advent of our 'Indian summer,' and is most favorable for all cultivation."

## SITUATION IN CURRANTS.

A total of 2,200 tons of new currants of all descriptions per Rescue, Naranja, and Matyas Kiraly have been placed on the market during the week. All the other growths are, in varying degrees, excellent, Gulph being perhaps the least, and Vostizza the most, pleasing. Intermediate growths, as Amalias and Patras, are very attractive, especially after the almost total absence of such fruit during the past year. As might have been expected, the new currants have met with a hearty reception, and the prices established are not only reasonable, but conveniently adaptable to the usual range of retail prices. Sellers show a commendable willingness to meet buyers' requirements in the matter of price; and the only probable difficulty to be foreseen in the immediate future is a somewhat scanty supply after the first shipments have been cleared off. The development of the Greek Government plans for the assistance of growers, including facilities for advances against and storage of produce, together with, in some cases, the large profits realized by growers last season, have put this branch of the trade into a position to be less dependent than formerly on obtaining money by immediate consignments to foreign markets. On the other hand, merchants have shown this year an unprecedented reluctance to make the advances against consignments which have been usual for many years past. The whole tendency of these various circumstances, together with the fact that the crop is only a moderate one in point of size, is to severely limit heavy shipments at the opening of the season, and is in the direction of retaining the main stock of currants in Greece, whence they can be distributed more evenly throughout the year to the various consuming centres.—Produce Markets' Review, Sept. 14.

## CANNED VEGETABLE SITUATION IN THE STATES.

The packing season has witnessed since the spring a decided improvement in the price of canned corn in some sections, notably in New York State. But, when we compare prices of the 20th of September, 1900, with the present prices of this date, from quotations of the Baltimore market, we find that country corn in 1900 was quoted here at 57½c. to 60c., and in 1901 is quoted at 65 and 70c., an average advance of about 13 per cent. But a comparison of the figures for New York State corn as the two periods mentioned shows quotations to be almost exactly alike, with too small a difference in value to figure a percentage on.

Beans, on the other hand, show a decided advance, string beans at this season being about 30 per cent. more than they were at the same time in 1900, and lima beans about 80 per cent. higher. Tomatoes, however, loom up strong, and are fully 25 per cent. higher in this

year of Our Lord 1901 than they were in the corresponding week of 1901.—Trade Baltimore.

## HINTS TO BUYERS.

Contributors are requested to send news only not puffs of goods they handle, or the arrival of standard goods that everyone has in stock, or that they are offering goods at close figures, or that they have had an unusually large sale this season.

A consignment of new Eleme figs and Sultana raisins arrived this week for H. P. Eckardt & Co.

"Boston Luxury" coffee is bringing good business to John Sloan & Co.

Buyers of jam will do well to get quotations from H. P. Eckardt & Co.

John Sloan & Co. are sacrificing last year's selected raisins.

H. P. Eckardt & Co. are selling canned fruits at low prices.

T. Kinnear & Co. are in receipt of shipments of new currants, prunes, raisins and figs.

An active sale is reported by W. H. Gillard & Co. for Postum Cereals, 15 and 25c. packages.

Henri Jonas & Co. report that their famous military dressing is having a particularly good sale at the moment.

Now in store with W. H. Gillard & Co.: Carload each "Maple Leaf" and "Pine Tree" salmon, new pack, beautiful goods.

The "Salada" Tea Co. say business was never better, last week being a record-breaker for green Ceylon.

Henri Jonas & Co. have just received a consignment of 200 cases of choice Trefavenne sardines. Messrs. Jonas say that there is a great scarcity of these goods on the European market.

W. H. Gillard & Co. are just in receipt of some fine lines of fish: Shredded codfish, 10c. line, 2 dozen in case; boned and skinned cod, 100-lb. cases; No. 1 fine qtl. cod, pure cod, 1 and 2-lb. bricks; boneless fish, 1 and 2-lb. bricks, and boneless fish in 25 and 40-lb. boxes.

Henri Jonas & Co. are experiencing a specially brisk demand for their syrups. It might be mentioned that these syrups are put up in exceedingly handsome and tasty decanters, which can be used for vases or other purposes.

## MR. GLOVER IN CHICAGO.

Mr. Wm. Glover, who travels on the Northern railway for Warren Bros. & Co., Toronto, left on Saturday last for a holiday trip to Chicago. Mr. Glover has for some time been trying to find time to visit the "Windy City," and, now that he is there, he is having a good time. That is, any rate, what his friends judge from the letters they have received from him.

## LITTLE THINGS COUNT.

We have lately received a letter from Mr. J. Sutton Clark, who owns a canning factory in St. George, N.B., and not the least pleasing feature of it was the high-class stationery, that could not but please the recipient. Mr. Clark is the packer of "Royal Club" sardines, and he has had the Canadian coat of arms richly embossed on his paper and envelopes. It would naturally give one the idea that Mr. Clark is a man of taste, and, consequently, that he knows how to pack a delicious sardine.



# NEW PACK—NOW IN STORE.

“ANCHOR” BRAND SALMON—

GUARANTEED THE FINEST FRASER RIVER SOCKEYE FISH PACKED.

ALSO THE WELL-KNOWN “HORSE-SHOE” BRAND—IMMEDIATE DELIVERY—  
SPECIAL PRICES ON

NEW CURRANTS, RAISINS, SULTANAS, PEELS.

THE **EBY, BLAIN CO.,** LIMITED

WHOLESALE GROCERS, ETC.

**TORONTO.**

## AMONG TORONTO RETAILERS.

**Trading Stamps and Early Closing.** On Monday, the Toronto City Council passed a by-law prohibiting the giving, sale or use of trading stamps in that city after January 1, 1901. It is fully three months since the by-law was introduced, but its passage was postponed till after the summer holidays, and has since been delayed by pressure of other business. A by-law to amend the early-closing by-law to make it enforceable was also before the council for many weeks. It received its second reading on Monday, but the third reading was deferred in order that a deputation might be heard in regard to the amendment.

## Decorate Your Stores.

The merchants of Toronto, especially those on the principal streets, should make a big effort to make their premises gay and attractive next week. The event of a visit from the heir apparent to the British throne is a fitting occasion for celebration and should be taken advantage of by every loyal citizen. The preparations made so far would indicate that Toronto will be in gala attire, and if the merchants of the city all fall in line, the reception of the Duke and the Duchess of Cornwall and York will

prove a success not likely to be soon forgotten.

## Two Failures.

Two Toronto grocers have failed during the last few days. One of these, Joseph Carpenter, has for five years or so carried on a grocery and butcher business at 1120 Queen street west. His creditors met on Monday at the office of R. Tew, assignee of the estate, when it was shown that the liabilities are about \$2,000, with very small assets. W. H. Deverall was appointed inspector and the creditors decided to give Mr. Carpenter till Wednesday to make an offer. The other grocer who assigned was George Doxey, Parliament street. Mr. Doxey has also been in business for several years and has accumulated \$1,200 of liabilities, the assets being estimated at only \$150. The liabilities are principally of amounts under \$100. The creditors of this estate have been called to meet on Tuesday next by Clancy Bros., Harbord street, Toronto.

## PERSONAL MENTION.

Mr. W. G. A. Lambe left on Wednesday night for a fishing trip to the Trent river.

Mr. C. S. Pickford, who has been in Halifax in charge of the West-Indian exhibit at the exhibition there, has returned

to Toronto where he will spend another couple of months in the interest of West-Indian trade. He is accompanied by Mrs. Pickford.

## U. S. BUYING OUR TOMATOES.

Curtis Bros., the well-known manufacturers of tomato catsup at Rochester, N.Y., have had an agent in Ontario buying tomatoes lately.

“Their agent,” remarked Mr. Wellington Boulter to THE CANADIAN GROCER, “wanted 20,000 bushels, and when I came away yesterday (Tuesday) from Picton 42 wagon loads were being shipped. The price paid was 20c. per bushel.

“The difficulty with us packers is that we are all out of cans. Owing to the strike in the United States we have simply not been able to get the cans from the factory that we had ordered. We will not get any more than 60 per cent. of last year's pack of tomatoes, let alone 70 per cent. according to our agreement with the syndicate.

“Of course you know that the season was about two weeks late this year at any rate. The syndicate, as you know, has advanced prices 2½c. per dozen, and it may possibly advance its figures still more.”

# Imperial Brand

## MAPLE SYRUP

is the very kind your customers want. All who have tried it pronounce it to be without equal. Since first this brand was placed on the market it has met with wonderful success. Money refunded if not satisfactory.

PUT UP BY

**Imperial Maple Syrup Co., Limited**

88 Grey Nun Street,

**MONTREAL**



# "Good Enough."

The day of "good enough" has gone by in the production of Salt. Modern methods have relegated the old-fashioned Salt of commerce to a back seat. Only **the best** will satisfy the particular cook to-day, and Windsor Salt anticipates her desire.

No woman is content with cooking that is simply "good enough" and no more is she willing to use Salt of inferior quality to produce the best results. "Good enough" won't do for her any more than for you---**Windsor Salt is the best by test.** Facts prove it, sales prove it. If you are not selling it, won't you prove it yourself by ordering it?---**prove it to-day!**

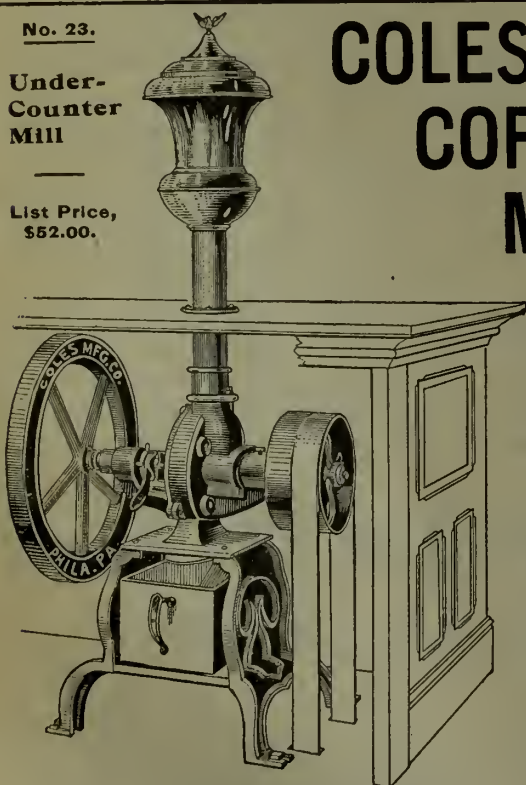
*Windsor  
Salt.*

*The Canadian Salt Co., Limited, Windsor, Ont.*

No. 23.

Under-  
Counter  
Mill

List Price,  
\$52.00.



## COLES COFFEE MILLS

None better for  
Granulating or  
Pulverizing.

Our mills will  
Pulverize with-  
out heating Coffee.

Every Coles  
Coffee Mill has a  
Breaker that  
breaks the Coffee  
before it enters the  
grinders, thus re-  
ducing wear of  
grinders.

A GREAT  
LABOR-SAVER.

Our Grinders  
wear longest.

Agents { TODHUNTER, MITCHELL & CO., Toronto.  
DEARBORN & CO., St. John, N.B.  
FORBES BROS., Montreal.  
GORMAN, ECKERT & CO., London, Ont.

40 years' experience ought to count, and every barrel of vinegar we send out carries the benefit of that experience in its

## Strength, Brilliancy, Flavor.

**Wilson, Lytle, Badgerow  
Co., Limited**

**COLES MANUFACTURING CO., PHILADELPHIA, PENN'A.**

**TORONTO**



# THE CANADIAN GROCER

President,  
JOHN BAYNE MacLEAN,  
Montreal.

## THE MacLEAN PUBLISHING CO. Limited.

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, North-West Territories, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

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PLEASE MENTION THAT YOU SAW  
THEIR ADVERTISEMENT IN THIS PAPER

### THE CHEESE MARKET.

THINGS have gone away in the cheese market. Last fall's depression has recurred even earlier in the season, and that with prices  $1\frac{1}{2}$ c. lower than last year and 2c. below those of the year before. Exporters do not know what to make of it. The past week has seen a drop of  $\frac{3}{8}$  to  $\frac{1}{2}$ c. per lb. on the Montreal wharf.

Three weeks ago so satisfied were students of the market that there must be an advance in the price of cheese, that they began paying higher prices at the country boards. Shipments were nearly 400,000 boxes behind those of last year, the English make was short, prices were abnormally low, and the outlook was for a short make here in consequence. All that was needed, so they thought, was to boom things a little and the market would necessarily become excited. The boom lasted a week or ten days, and was not responded to. As a

consequence, the market is back into its old position, and holders will be lucky if it does not recede any further. We understand that there are low offers being made over the cable.

The question is hard to solve at the present time. Hitherto our experience on this side of the water has been that John Bull's appetite could not be overjudged provided we gave him goods at the right price. But now Prof. Robertson says he is forsaking cheese for chicken, ham and bacon. One is apt to doubt that, for your Englishman is nothing if not conservative, particularly about his appetite. He still takes his beer, and how can he do without his cheese?

The real trouble seems to be that the English importer was caught on his fall purchases last year and he wishes to escape a repetition of such an eventuality. The "scare" has got into his head, and it seems impossible to get it out. There are numerous inquiries coming in for goods which goes to show that stocks on the other side are light, so that we can reasonably conclude that all the goods we will produce this fall will be wanted before next spring. But it would seem that if the Canadians wish to clear themselves on their season's purchases, they must carry a good portion of the stocks generally held in English winter warehouses. If they do decide to be content with lower prices, their decision will be disastrous to themselves, even though stocks are not as large as they were two weeks ago. After the manner in which they held out all last winter for lower prices we may expect them to set their shoulders to the wheel again.

### GOOD PRICES FOR APPLES IN NOVA SCOTIA.

The short apple crop in Nova Scotia is not an unmixed evil. A correspondent in the Annapolis Valley writes us that although the crop is but 60 per cent. the quality is excellent, and the price at the orchards is \$3 per bbl.

The recent rains, our informant says, have improved all the late fruit and the pasture land, while there have not yet been any frosts to hurt.

### THE DISPLEASED POLITICIANS.

QUITE a little discussion is taking place in the columns of the daily papers in regard to the avenue through which the honors were distributed among the score or more of Canadians who obtained them.

By a sort of courtesy the honors have of recent years been bestowed upon those whom the Federal Government recommended. In the recent instance, however, the rule was not followed. The Governor-General largely, if not altogether, took the matter into his own hands.

This, naturally, has not pleased the politicians. And it was not to be expected it would, for a species of patronage is involved in having a voice in the selection of those upon whom the Royal favors shall be bestowed.

Some of them have gone to the length of consulting Sir John Bourinot in regard to the constitutional aspect of the matter, but they have not got much consolation from that gentleman's opinion, for he distinctly says that in making colonial recommendations for knighthood and other Royal honors the Governor General is not required to take the advice of his Ministers.

The list may not be, perhaps, an altogether satisfactory one, but there has probably never been a better one in the history of the Dominion. And there have certainly been those that were a great deal worse.

Those selected for honors were not selected because of their political service. And for that let us be truly thankful.

What the people of this country are most concerned about is not so much how the honors are bestowed as about upon whom they are bestowed. That is how the business men, at any rate, look upon the question.

### A CONVENIENT TELEPHONE.

Business expansion has necessitated the placing of a telephone switchboard in our Toronto office, and telephones have been located in the editorial, business, advertising and mechanical departments. This will prove of great convenience to our patrons as well as to ourselves. The call number is now either 2701 or 2702 main, instead of 2148.

## A HINT TO SIR RICHARD.

The Canadian people are never above taking a hint. Let them note, then, that the Government of New South Wales has decided upon the establishment of full commercial agencies, not alone in London, but also in South Africa and China. There exists in London an agricultural agency established by the Victorian Government, and the New South Wales venture will, no doubt, follow somewhat the same lines. Moreover, branches are to be established in Italy and France in the hope of a considerable direct freight by the Australian steamers which call at Naples and Marseilles on their way home.—The Canadian Gazette, London, Eng.

It is quite true that "the Canadian people are never above taking a hint."

But we regret we cannot say the same in regard to the Trade and Commerce Department of Canada, in whose care commercial agencies are supposed to repose.

The Gazette evidently recognizes that one of the needs of Canada is a commercial agency in London, and, possibly hopes, by drawing the attention of the Canadian people to what New South Wales is doing, to stir up, through the people, the Trade and Commerce Department.

Candidly we have little hope of the effort being successful. Sir Richard Cartwright has been importuned again and again in regard to the matter by organizations of business men, the trade press, and even by such influential papers of his own party as The Toronto Globe. But they have importuned in vain. Sir Richard Cartwright is more stubborn than the unjust judge. The latter did eventually supply the wants of the importunate widow. But Sir Richard appears to be as stolid and indifferent to the importunities of the business men of this country in regard to the appointment of a commercial agent at London as he was when the question was first mooted.

One of the ablest men in the Cabinet, as Sir Richard in many respects is, it was a grave mistake when he was appointed to the portfolio of Trade and Commerce. He never was in sympathy with the commercial men of this country. When they asked for bread he would with a great deal more pleasure prefer to give them a stone. And to-day his whole Department is largely permeated with the same spirit.

Matters of public interest, and which it was only right the public should obtain, have been refused by high officials in the

Department to important mercantile bodies seeking them.

We have in our mind at the moment an inquiry that was made at the Department of Trade and Commerce not long since by one of the important organizations in Canada for certain information of a public character. The applicant was, however, curtly told that it was none of the public's business. And yet, at the same time, the information was printed in one of the blue books, although the applicant was not aware of the fact at the time.

The portfolio of Trade and Commerce is one of the most important in the Government, and yet it is undoubtedly the one to which the least attention is paid.

What is wanted at the head of the Department is a man with the commonsense of

### NOTICE TO ADVERTISERS.

As Thursday and Friday of next week will be observed as holidays, THE GROCER will go to press a day earlier. Copy, therefore, should be in our hands not later than Monday at 5 p.m. The insertion of matter after that date cannot be guaranteed.

Hon. Wm. Paterson, the insight and application of Hon. Wm. Mulock, or the energy and ambition of Hon. J. Israel Tarte, and until such an one is appointed in the room and stead of Sir Richard Cartwright not only will the Department be a sinecure, but the interests of the country will suffer as well.

### ADVERTISING DELINQUENT ACCOUNTS

A GOOD deal of interest has been aroused by the aggressive action of the Utica, N.Y., Retail Grocers' Association in regard to delinquent accounts. This organization publishes and offers for sale in the local papers the accounts of customers who refuse to pay up, advertising not only names and addresses, but the amount owing in each case.

Col. Robert M. Floyd, Boston, Mass., vice-president of the International Bureau of Grocers, recently submitted the question of the legality of this method to Wm. B.

French, an authority on United States commercial law and equity. Mr. French states that in his opinion the system is dangerous, and likely to lead to much litigation.

He reasons that, as a false statement, calculated to injure the reputation or interests of any person, is libelous, and its publication is actionable, it is not necessary that the false statement should directly infer dishonesty, but if its import is of that nature it becomes a libel. Therefore, if a jury or judge determined that the publication of such an account was hurtful to the customer's reputation, the publishers would bear the onus of proving the correctness of the account. The publication of accounts by an association would, therefore, be a dangerous undertaking, unless exceedingly great care was taken re the accuracy of the accounts.

### A RECORD SALMON PACK.

THERE is now no doubt that the salmon pack in Canada of 1901 is the largest on record.

Statistics received this week at the Fisheries Department, Ottawa, place the pack on the Fraser river at 920,313 cases, while the total for the whole of British Columbia is estimated at nearly 1,250,000 cases.

The previous record year was 1897, when the pack was 1,015,477 cases for the whole Province, to which the Fraser river canneries contributed 860,459 cases.

As it takes on an average 12 salmon to fill a case of the canned article, it means that something like 15,000,000 fish have been caught in the waters of British Columbia this season and put in cans. And, besides these, there are the salmon that are caught for other purposes, such as freezing, salting, etc. Quite a trade is being developed in dog salmon with Japan, a number of Japanese being engaged in British Columbia in shipping the fish to their native land in a pickled state.

There is no close season in British Columbia this year, and, as sockeyes are still running, a few of the canners on the Fraser are still packing, but, according to our advices, they are confining their operations to flat tins for the export trade.





#### ALLEGED CANNED-SALMON POISONING.

A CLERK writes me regarding a case of sickness resulting, it is supposed, from eating canned salmon. This is an old story. We have heard it often in the past, and it has generally been proven that the canned goods were not to blame, but that the illness resulted from some other cause, and the great trade of canning goes on increasingly, unaffected by these reports. When you stop to consider how this branch of our business has grown during the last few years, it is a source of wonderment how well and wholesome the goods thus prepared must be. Why, grocers who have sold hundreds of cases of salmon and canned goods have told me they have never heard of a single case of illness resulting from their use. From actual experience, there cannot be one tin in a million that is dangerous to health.

When a family is suddenly taken ill from some cause which they cannot understand, it is the easiest thing in the world for the doctor to say they have eaten something that has not agreed with them. The question is asked: "What did you eat for your last meal?"—a number of foods, but, among others, canned salmon. That settles it; the canned salmon made them ill. The doctor does not know what the grocer knows from experience. The chances are that the illness was caused by some other food.

I knew of a family, in summer, having a noonday lunch of salmon prepared liberally with vinegar, then serving iced milk. Now, the action of the vinegar on the milk made them ill. They had the idea the salmon was the cause of their sickness, and they circulated a report to that effect, when the real trouble resulted from their own inconsiderate menu. This is an average case of trouble resulting from the use of canned goods.

No food the public use is more scientifically prepared or more generally wholesome and nutritious. Canners are, as a rule, particular regarding the quality of the stock they use. It must be up to the standard or is rejected. Scientific tests are applied to the product by skilled men who have spent years in this branch of study, and it is almost impossible for a mistake to occur in any of our first-class factories. That these

stringent precautions are taken makes the grocer feel perfectly safe in recommending to his customers goods in which he has confidence.

#### PROMISES REGARDING DELIVERY OF GOODS.

"J.B.C."—Always keep your promises. If you tell a customer you will have the order there at 3 o'clock, be sure and do as you say, or the customer will not have confidence in you in future. Don't say 3 o'clock unless you know that the goods can be gotten there by that time. Just on this point is where many clerks make a mistake, by promising to do things for customers and never carrying them out.

When you make a promise, keep it. This means watchfulness in making promises. It is a very annoying thing to a customer to expect his goods at a certain time and then not get them for one, two or three hours after. I do not blame them very much if, after a repetition of this, they would leave the store. A clerk cannot be too careful in a case of this kind.

Try and have a reputation for prompt and careful delivery. Sometimes the driver is at fault, but generally it is the clerk who has neglected to have his orders ready for delivery. As one driver remarked to me only a few days ago, "I could deliver the goods if I could only get them. The trouble is I have to wait until they are ready, and that keeps me late. I get the blame, when the fault is with those behind the counter." Make every effort to have your part of it done at the right time. If there is any fault found, see that you are clear.

#### CLERKING IN LARGE AND SMALL STORES.

"W.R.S." does not like working in a small store. He would like to have a position with a large company.

There are advantages and disadvantages in working for a large company. One of the latter is that you lose your individuality to a great extent, and become as it were just a small piece of the machinery which, if not satisfactory, is quickly dispensed with. A man never knows how soon he may be dispensed with. He never has that personal contact with the head of the department or business as when working in a small store, where he is more like a partner than an

employee. These are considerations aside from the matter of wages.

I doubt if there is as good a chance to progress in a very large company as in a small concern. There are the special positions, very valuable in a large company, but they are for the favored few who, with energy, perseverance and executive ability, succeed in obtaining them. Competition is very keen, and every young man should consider carefully any change he makes. His own capabilities must be carefully considered. Ambition is a good thing when backed up with genuine ability.

The trouble with most young men is they want positions they are incapable of filling. Cultivate yourself along the line of work you expect to make your life employment.

There is so much to learn in any profession or business; and it appears to me that all businesses are getting more complicated every day.

#### WRAPPING RICE AND SUGAR.

"F.B.": Rice and granulated sugar should always be wrapped in a heavy manila bag. Those light kind are not the thing for goods that when once the package is broken run like shot. When a customer is carrying his own parcels, particularly farmers, it is a good act to put an extra paper on them.

#### BRANTFORD CLERKS ORGANIZE.

Many Brantford retail clerks met on Thursday night last week, and, after hearing an address from J. R. O'Brien, of Buffalo, president of the Retail Clerks' International Protective Association, decided to organize. The following officers were elected:

President—G. W. Slaght.  
1st Vice-President—H. V. Bauslaugh.  
2nd Vice-President—C. H. Rutherford.  
Secretary—H. D. Smith.  
Treasurer—J. E. Church.

The number of charter members at the present time amounts to about 20. Another meeting will be held this week.

#### VISIBLE SUPPLY OF LARD.

The statistical position of lard is still a strong one. According to our telegraphic advices the world's visible stocks on October 1 were 149,763 tierces, against 202,574 tierces the previous month, and for the corresponding month of 1900, 1899 and 1898 respectively 400,467, 389,585 and 489,093 tierces.

The price of lard in Canada is 2c. higher than it was a year ago, and no one has any stock.

THE CANADIAN GROCER has made arrangements for receiving on the first of each month telegraphic advices regarding the world's visible supply of lard.

**"Those who stand still are always timid advisers"**

Robert Louis Stephenson.

As Tea men the **"SALADA"** people have been forever on the alert to improve the condition of the world's Tea trade. How well they have succeeded regarding Black Teas is patent to every observant dealer the world throughout--and now they are at it hammering away with Ceylon Uncolored Green as a rival to Japan. It's better Tea, and, therefore, down will go Japans just as sure as the sun shines.

Samples and all information cheerfully sent to those interested enough to send a postal inquiry.

**"Salada"--Toronto, Montreal.**

## LILY WHITE GLOSS STARCH

—O IS PACKED IN O—

Handsome 1-lb. Packets.

Beautiful 6-lb. Tins or Trunks.

100-lb. Kegs—Extra Large Crystals.

**Strongest, Whitest and Purest.**

The Brantford Starch Works, Limited,  **BRANTFORD, ONT.**

## Jams Jellies

**Y**OU know the goods we put out last season—they were the very best. Well, we are still doing the same, viz: Putting up A 1 Jam. If you are doing a nice trade you must have nice goods. Ours fill the bill.

**THE CANADA BISCUIT COMPANY, *L<sup>imited</sup>***

Office Phone: Main 3624.  
Warehouse Phone: Main 3676.

**King and Bathurst Streets, TORONTO**



# MARKETS AND MARKET NOTES

## INFORMATION FOR BUYERS.

If any reader wishes to know where any article can be purchased in Canada or abroad, a letter to the Editor will probably place him in communication with the seller.

## ONTARIO MARKETS.

Toronto, October 3, 1901.

### GROCERIES.

SHIPMENTS of foreign dried fruits such as currants, raisins, figs and prunes have been arriving on the market somewhat freely during the week. Naturally this has been one of the features of trade. The shipments are only small, as is usual at this time. The most important shipments have yet to come forward. The weakness which has characterized the sugar market lately, resulted in a reduction in prices of 10c. per 100 lb. on Wednesday about noon, in sympathy with the United States markets. The feature in the canned goods trade is an advance of  $2\frac{1}{2}$ c. per dozen which the syndicate has put into force. This has naturally imparted a stronger tone to the market, but the wholesalers have not yet made any change in their figures. The tea market rules firm for nearly all descriptions. Shipments of new China greens have arrived on the market this week, and a cable advice received a day or so ago says that green teas, generally, have advanced about 1c. Coffees are in moderate request, with the market somewhat irregular in regard to Rios.

### CANNED GOODS.

It was announced last week that the syndicate had withdrawn its prices on tomatoes. Since then, prices have again been put on the market, and they show an advance of  $2\frac{1}{2}$ c. per dozen. So far, the wholesale houses have made no change in their figures, but a firmer tone has been imparted to the market, and figures that were formerly shaded are now being firmly maintained. The ruling price to the retail trade for tomatoes is  $82\frac{1}{2}$ c. for old and 85 to 90c. for new. It is now generally conceded that the pack of tomatoes will be little, if anything more than half of that of last year. Peas are quoted at from  $82\frac{1}{2}$ c. up. The ruling price for corn is 80c. Canned vegetables, generally, are in fair demand for this time of the year, although the demand is of a sorting-up character.

A rather better demand for canned fruits is reported this week, especially for strawberries, cherries and peaches. Little or nothing is being done in canned meats. There is a fair amount of business being done in canned salmon, and, with low prices ruling for good fish, the consumption will doubtless be large this season. Quotations are: Fraser River sockeyes,  $\$1.42\frac{1}{2}$  for 5-case lots and over, and  $\$1.45$  for less quantities for the well-known brands and  $\$1.35$  for brands not so well known; Northern sockeye,  $\$1.25$  to  $\$1.30$ ; pink salmon, 95c. to  $\$1$ ; cohoes,  $\$1.05$  to  $\$1.10$ . A report just received by the Fisheries Department at Ottawa says the pack on the Fraser river is 920,313 cases. It is estimated that the total pack in British Columbia this season will be about 1,250,000 cases, by far the largest on record. Recent exchanges from British Columbia say that there is still a run of sockeye, and

See pages 31 and 32 for  
Toronto, Montreal, and St.  
John prices current.

that a few of the canneries are still operating, but they are only packing in flat tins.

### COFFEE.

The market for Brazilian coffees has been stronger on account of less favorable crop news. Besides this there was the influence of higher exchange, but at the moment there is an easier feeling again on account of the bears selling. Business on importation account in Canada is light; the views of buyers here being below those of the importers. The wholesalers report that the retailers are buying a little more freely than they were. We quote green Rios as follows: No. 7,  $7\frac{1}{2}$ c. per lb.; No. 6, 8c.; No. 5,  $8\frac{1}{2}$ c.; No. 4,  $9\frac{1}{4}$ c.

### SYRUPS AND MOLASSES.

There is a little doing in syrups, and the demand for molasses shows a little improvement. Advices from New Orleans report that the climatic conditions are favorable for the ripening of the growing cane, and that the outlook continues good for the crop of molasses. Although the crop will be late, it will not be as much so as it was at one time anticipated.

### SPICES.

Advices from the primary markets state that there is a good demand for nearly all

kinds of spices, especially for cassia, pimento, cayenne and mace. There is quite a scarcity of white pepper, the price of which is firm.

### NUTS.

Brokers on the local market report that the wholesalers in Canada have bought pretty freely for importation. The outlook for the nut crop, generally, is good. Ferd, Balleor & Co., of Messina, cable this week that they have shipped, at the end of September, all filberts sold to Canada for October shipment, so an early arrival of these nuts is anticipated, should no misfortune befall them in transit.

### SUGAR.

The feature of the sugar market is a reduction of 10c. per 100 lb. in all refined sugars. This reduction took place on Wednesday about noon, and was in sympathy with the decline of 15c. which took place on the New York market on Tuesday. The reduction in New York left the net price of granulated at  $\$4.85$  per 100 lb. The price of granulated on the Toronto market is now  $\$4.48$  for Montreal granulated, and  $\$4.43$  for Acadia. The raw beet sugar market has ruled fairly steady, the price for prompt delivery being 7s.  $6\frac{3}{4}$ d. Cane sugars in New York are firm, muscavados having advanced 1-16c. The decline in granulated sugar in the United States has been expected for some time, owing to the large margin upon which the refiners were working. The meltings in the United States last week were 33,000 tons, and the receipts, 12,522 tons.

### RICE AND TAPIOCA.

Rice is meeting with a steady demand at unchanged prices. Cable advices report an advance of 6d. per cwt. in tapioca. The market has been firm for some weeks, and, as a consequence, there has been a little more buying on importation account in anticipation of an advance in prices.

### TEAS.

The general position of the tea market is rather more favorable than it was a week ago. Advices from London state that the market for Indian teas is a little higher; in sympathy with the previous advance in Ceylon teas. The demand here for Indian and Ceylon teas is only moderate. Since last week some shipments of new season's green China teas have been received and they have been gradually bought up at full



prices by the trade. There is likely to be a distinct shortage of these teas, and high prices are ruling. Orders placed at limited prices have not been executed, and very few consignments of China green teas are likely to be seen on this market this season. A cable received in Toronto this week from Wisner & Co. reports a further advance of 1c. per lb. in China green teas generally. A cable received on Wednesday from Calcutta said that they were unable to ship Indian green teas up to the standard required for the Canadian market, owing to the small quantity of that description being brought forward. A cable received from Japan since our last reports that the market has advanced 1c. per lb. The third crop Japan teas are showing excellent quality, and it is thought that the inquiry for them has led to shippers demanding higher prices.

#### FOREIGN DRIED FRUITS.

**CURRENTS**—A further small shipment via Liverpool has arrived and it is meeting with a fair demand at  $7\frac{1}{2}$ c. for cleaned fine Filiatras and  $7\frac{3}{4}$ c. for Amalias. Futures, to arrive November 1, are quoted as follows: Filiatras, 6 to  $6\frac{1}{2}$ c. per lb.; Patras,  $6\frac{1}{2}$  to 7c.; Vostizzas,  $7\frac{1}{2}$  to 8c. The primary market is firmer, and since our last review prices have advanced fully 2s. 6d. per cwt., and a cable received on Wednesday said the tendency was still upward.

**VALENCIA RAISINS**—Prices have fluctuated within a limit of about 2s. per cwt. since the opening of the season, and are now about  $\frac{1}{2}$ c. below the opening figures. The little lot of new fruit that has arrived on this market via Liverpool is quoted at  $6\frac{1}{2}$  to 7c. for fine off-stalk and  $7\frac{1}{2}$ c. for selected. Wholesalers are quoting to arrive at 6c. for fine off-stalk and  $6\frac{1}{2}$  to 7c. for selected.

**CALIFORNIAN RAISINS**—A few Californian seeded raisins have been received on the market in 1-lb. packages. They are being quoted at 10c., but there does not appear to be anything doing in them.

**MALAGA RAISINS**—The invoices for the early shipments have been received, and the fruit is expected in the course of a couple of weeks. A good average crop is expected.

**SULTANA RAISINS**—These are a little firmer in the primary market.

**FIGS**—A small shipment of Eleme figs arrived on this market during the week. A novelty in the shape of "Briquettes" came with the shipment. "Briquettes" are nominally 10 1-pound packages of figs in a box. They are put up by Pralopazzi Bros., Smyrna, and distributed to the trade through their agents, Watt & Scott. New Eleme figs are quoted at 10 to 11c. in 10 lb. boxes and at 11c. in 1-lb. briquettes.

**PRUNES**—A shipment of new season's Californian prunes is on the local market this week. There is little or no demand for prunes just now.

#### GREEN FRUITS.

There is a good business doing for the first week in October. Plums are done, but there is still a good supply of grapes, while pears and peaches are coming in fairly well. Cranberries, both native and Cape Cod, are starting to sell nicely. Cape Cod are held at \$8 per bbl., and Ontario at \$6 per bbl. Some Cape Cod berries are offering at \$1 per basket. Bananas, oranges and lemons are steady at unchanged prices. Pineapples are still offering at \$3.50 per case. Cocoanuts are in quiet demand. The quality of arrivals this year has been poor, many sour nuts being received. We quote prices as follows: Pears, 20 to 40c. per basket; peaches, Crawford's, 75c. to \$1.25; plums, 20 to 60c.; apples, 15 to 35c.; egg plant, 20 to 25c.; tomatoes, 15 to 20c.; cucumbers, 10 to 15c.; gherkins, 40 to 65c.; peppers, 25 to 50c.; grapes, in 10 lb. baskets, 15 to 20c. for Champions and 20 to 25c. for Delawares; quinces, 30 to 40c. per basket; muskmelons, 25 to 35c. per crate of 12; bananas, \$1.75 for 1st and 75c. to \$1 for eight-hands. New Verdill lemons are offering at \$3.75 to \$4.25 per box, and Jamaica oranges at \$6 per bbl. or \$4 to \$4.25 per box; Cape Cod cranberries, \$8 per bbl.; Ontario cranberries, \$6 per lb.; pineapples, \$3.50 per case.

#### COUNTRY PRODUCE.

**EGGS**—The continued activity of the market has resulted in such a buoyant feeling that some dealers are asking as high as 17c. for selected new-laid eggs, while 15 to 16c. seems the general figure for this line. There are some cold-stored eggs offering at 14 to 16c., and limed eggs are offering at 14 to 15c. per doz.

**BEANS**—The arrival of the new crop has caused the abrupt reaction in prices which was anticipated several weeks ago in this column. The crop in the Essex peninsula, while under the average, is proving fairly large, and as there is not the keen demand for export noted a few weeks ago, holders have been compelled to accept a reduction of 30 to 35c. in order to make sales. The local jobbing quotations are now \$1.75 to \$1.80 for prime pea beans.

**HONEY**—There is a good movement. Prices are steady at unchanged figures. We quote: 9 to 10c. for extracted clover and \$1.75 to \$2 for No. 1 clover comb.

**DRIED APPLES**—There is little doing as yet in dried apples, and opinion as to what the market should open at varies from 5 to 7c. It is probable, however, that choice dried stock will be worth at least  $5\frac{1}{2}$  to 6c. Old evaporated apples are jobbing in a quiet way at 8c., but new stock of best quality will probably be somewhat higher.

**POTATOES**—The market is well maintained. Cars are selling fairly well at 50 to 55c. per bushel on track Toronto. Small lots are in active request at 60 to 70c.

#### BUTTER AND CHEESE.

**BUTTER**—The market bears marked indications of a general weakening among holders of dairy butter. Local jobbers are receiving unusually large quantities, much

of which is proving to be of decidedly inferior quality. Creamery makes are steadier, owing to the way in which the market has been kept cleared up by export orders. Prices are unchanged. We quote as follows: Dairy prints, 16 to 18c.; best tubs, 15 to 16c.; poor to medium grades, 12 to 14c.; creamery prints, 21 to 22c.; boxes, 19 to 20c.

**CHEESE**—The market is active, as the export prices are well maintained, and buyers are confident. From 10 to 10 $\frac{1}{4}$ c. is the general quotation.

#### POULTRY AND GAME.

**DRESSED POULTRY**—The cooler weather is, as usual, accompanied by increased receipts of all poultry. Chickens are 10c. higher, as the demand is active, and larger birds are arriving. Geese are offering. We quote: Chickens, 40 to 60c. per pair; hens, 30 to 50c. per pair; ducks, 50 to 75c. per pair; geese, 7 to 8c. per lb.; turkeys, 10 to 11c. per lb.

**LIVE POULTRY**—The Canadian Produce Co., 36 and 38 Esplanade east, Toronto, will pay until October 10, for spring chickens, not less than two lb. each, 6c. per lb. For ducklings, 5c. per lb. For hens (including last year's birds) 3c. per lb. These prices are for live weight on arrival. Crates shipped free and express paid up to 50c. per 100 lb. of chickens.

**GAME**—There is a fair supply of wild ducks, and all receipts are readily absorbed at the following figures: Teal and butterballs, 25 to 30c.; pintails and redheads, 50 to 60c.; black ducks, 75c. to \$1 per brace.

#### FISH.

Finnan haddie is now freely offered. Codfish is 1 to  $1\frac{1}{2}$ c. dearer, while whitefish are  $\frac{1}{2}$  to 1c. higher. Spanish mackerel is done. There is an improvement in the demand for dried and smoked fish, as well as for oysters. We quote as follows: Fresh fish—Codfish, 7 to  $7\frac{1}{2}$ c.; whitefish, 8c.; trout,  $7\frac{1}{2}$ c.; halibut, 15c.; sea salmon, 20 to 25c.; haddock, 6c.; herring, 4c.; perch, 4c.; British Columbian salmon, 20c. Smoked fish—Ciscos, \$1 per basket; finnan haddie, 7 to 8c. per lb. Digby herring, 75 to 80c. per bundle. Prepared fish—Dried cod, in 112 lb. bundles, \$4.75 per cwt.; flitch cod, \$5 to \$5.25; boneless cod, in bricks, 5 to  $5\frac{1}{2}$ c. per lb.; steak cod,  $6\frac{1}{2}$ c. per lb.; shredded cod (2 doz. in box), \$1.80 per box; boneless fish, loose, in 25-lb. boxes, 4 to  $4\frac{1}{2}$ c., and 5-lb. boxes, 5c. per lb. Oysters—Standards, \$3.75 per small pail or \$1.50 per Imperial gallon; selects, \$2 per Imperial gallon.

#### VEGETABLES.

There is a good demand for all lines. Red cabbage, pickling onions, squashes, etc., are now selling freely. We quote as follows: Carrots and beets, 20c. per peck; turnips, 15 to 20c. per peck; lettuce, 20 to 30c. per doz.; radishes, 30 to 40c.; watercress, mint and parsley, 20c.; cauliflower, \$1.25 to \$1.50; celery, 40 to 60c.; red cabbage, No. 1, 10 to 15c.; cabbage, 25 to 50c.; corn, 6 to 10c.; cucumbers, short, 10 to 15c.; tomatoes, 15 to 25c. per basket; pickling onions, 30 to 40c. per peck; dry onions, \$1.00 per bush.; potatoes, 60 to 70c. per bushel; gherkins, 15 to 25c. per 100; egg plant, 30 to 35c. per basket; Hub-



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Cor. Market and  
Colborne Streets,

**TORONTO**

bard squash, 10 to 30c. each; vegetable marrow, 5 to 15c. each; pumpkins, 10 to 25c. each; citrons, 15c. each.

**GRAIN, FLOUR AND BREAKFAST FOODS.**

GRAIN—Manitoba wheat has declined 3c. and Ontario wheat 2c. in the week. Manitoba No. 1 hard is quoted at 79c. grinding in transit, or 77c. Toronto and west. Ontario wheat is quoted at 65 to 66c. at outside points, middle freights. Deliveries on the local street market are fairly large. We quote: Wheat, white and red, 68 to 73½c.; goose, 65½ to 67c.; oats, new, 38 to 40c.; rye, 54c.; barley, 48 to 55c.; peas, 65 to 70c.

FLOUR—There is no change. Prices are steady. We quote on track, Toronto (bags included) as follows: Manitoba patents, \$4; Manitoba strong bakers', \$3.60; Ontario patents, \$3.50 to \$3.60; straight roller, \$3.

BREAKFAST FOODS—A steady improvement in the demand is noted. Prices are unchanged. We quote as follows: Standard oatmeal, \$3.70 in bags, and \$3.80 in bbls.; rolled oats, \$3.60 in bags, and \$3.70 in bbls.; rolled wheat, \$2.35 in 100-lb. bbls.; cornmeal, \$2.75; split peas, \$4; pot barley, \$4.

**SEEDS.**

Threshing of alsike is about over, and most of that threshed has been delivered. There is still a good demand, however, for good seed at \$5.50 to \$6.60 at outside points, with a slightly higher price for absolutely pure, large grain seed. Red clover is in good request at \$4.60 to \$4.75 for the finest feed, suitable for exporting, and at \$4.25 to \$4.50 for medium qualities, which would have to be kept over till the spring trade.

**HIDES, SKINS AND WOOL.**

HIDES—The market continues active, with prices firm. We quote: Cowhides, No. 1, 8c.; No. 2, 7c.; No. 3, 6c. Steerhides are worth 1c. more. Cured hides are quoted at 8½ to 9c.

SKINS—Lambskins and pelts are 5c. higher. We quote as follows: No. 1 veal, 8 lb. and up, 9c. per lb.; No. 2, 8c.; dekins, from 55 to 60c.; culls, 20 to 25c.; lambs and pelts, 55c.

WOOL—There is not much doing. Our quotations are: Combing fleece, washed, 12 to 12½c., and unwashed, 7½ to 8c.

**MARKET NOTES.**

Game is now on the market.

Currants are 2s. 6d. higher in Greece.

Ontario cranberries are offered at \$6 per bbl.

Tapioca is 6d. higher in the primary markets.

Manitoba wheat is 3c. and Ontario wheat 2c. lower.

Finnan haddie is on the market at 7 to 8c. per lb.

All refined sugars were reduced 10c. per 100 lb. on Wednesday.

Beans are selling at \$1.75 to \$1.80, a drop of 30 to 35c. in the week.

New currants, raisins, figs and prunes are on the local market in small quantities.

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## QUEBEC MARKETS.

MONTREAL, October 3, 1901.

## GROCERIES.

**A** FAIRLY good trade continues to be done in all lines of groceries; some dealers confess the volume is not up to that of last year on account of the disfavor shown to heavy buying, but the small orders are numerous and the trade is in a fairly healthy condition. Sugar remains weak, with refiners' prices somewhat above a mark proportionate with the present values of raw sugars. Syrups are steady and there is a fair demand for molasses. The syndicate has advanced the price of tomatoes by 2½c. per doz., but wholesale quotations remain unchanged. Blueberries are very scarce. Kipperd herring is strong on account of the short catch. The feature of the spice market is the strong tone that pervades the pepper market. Patna rice and tapioca are also said to be good "buy's." Valencia raisins have declined somewhat on the week, fine off-stalk being quoted at 16s. 6d. Currants are from 1s. to 2s. higher than a week ago. To date dealers have bought lightly of raisins, compared with former years. Quotations are out on Californian raisins but only seeded raisins and loose muscatels are offered by the jobbing houses. Teas are firm all round. Lard and pork are strong and all cereals maintain their firmness, rolled oats being again advanced this week.

## SUGAR.

The weakness which has characterized the market for raw beet sugar during the past month still continues to be the principal feature, October option being cabled at 7s. 6½d. and, strange to say, November 7s. 7½d. Last year October was quoted at 10s. 2½d., so prices show a decline of 2s. 6½d. on the year. Advices from the other side are changing in tone and it is believed that an acute advance is in store. As yet, however, no speculation seems to have set in. At the present price of raw sugar the value of refined is somewhat high, but whether the market will recede is a matter for New York to settle. The latest news is that The American Sugar Refinery has withdrawn all guarantees, which is interpreted in different ways. Both the local and New York markets have been dull and unchanged, dealers buying only for their immediate requirements. Montreal refiners sell at \$1.10 for granulated and \$3.55 to \$1.30 for yellows per 100 lb. City 5c. extra.

## TEAS.

The latest London mail advice dated September 19, on Ceylon teas says: "There was good demand for all that has been brought forward. Common kinds, with a few exceptions, showed an advance of ¼d. per lb., medium grades ½d. per lb., and good medium to fine, ¾d. to 1d. per lb. Broken Pekoes were again in good request, but these teas still show most excellent value to buyers. Finest kinds were firm at previous rates." Re Indians: "There has been a good demand for all classes of tea; common leaf has recovered ¼d. to ½d. of the previous decline and closes firm. Strong broken of all grades have sold at very steady rates."

Japan teas maintain the firmness we reported last week and have seemingly steadied themselves after the few weeks

of depression. Just now, however, there is not a great deal of business doing. China greens are strong and firm.

## SYRUPS

Syrup is steady at last week's advance. There has been some inquiry for it with the advent of cooler weather. We quote: 3½c. in bbls., 3½c. in ½ bbls., 3½c. in ¼ bbls., \$1.50 in 38½-lb. and \$1.10 in 25-lb. pails.

## CANNED GOODS.

This week the canners' syndicate has put out new prices on tomatoes, 2½c. higher than when quotations were withdrawn. At the same time they guarantee only 60. per cent. delivery. As yet, local wholesalers have not altered their quotations, continuing to sell at 82½ to 90c., but the market is perceptibly stronger. Peas are still selling at 80 to 85c. and corn is steady at the same figures. The feature in fruits is the scarcity of canned blueberries which are now worth 85 to 90c. We quote fruits: Strawberries, \$1.50; raspberries, \$1.40; gooseberries, \$1.40; pears, \$1.55 for 2's, and \$2 for 3's; Lombard plums, \$1.20; greengages, \$1.30; yellow peaches, \$1.90 for 2's and \$2.65 for 3's; sliced pineapple, \$2.30, and \$2.45 for grated; 3-lb. apples, 90c.; red pitted cherries, \$2. and whites, \$2.15; blueberries, 85 to 90c.

There is nothing fresh to report in salmon; little business is being done. Buyers are evidently waiting to see what the packers of such brands as "Horseshoe" and "Clover Leaf" will do after they have filled their contracts. From stock jobbers are selling standard salmon at \$1.10 to \$1.45, and private brands at \$1.50 to \$5 a case. Kipperd herring remains very firm and the market is likely to see an advance from the \$1 a case now prevailing, as the catch both in Nova Scotia and Scotch waters has been very short. Lobsters are worth \$11 to \$14 a case.

## SPICES.

The feature of the spice market is the strong tone that it has taken on. Pepper is particularly strong. New York despatches say that "the market has been active, with a large demand for cassias of all grades, pimento, mace and cayennes. Grinding grades of cassias, pimento, mace and better grades of cayennes, are higher and are likely to advance materially. The position generally speaking of the whole list is decidedly improved. Gingers are in good shape and white peppers are very scarce. The general demand from grinders now setting in is the best we have ever seen." Local dealers have slightly advanced their price of cassias from 11½c. to 13½c. We quote as follows: Nutmegs, 35 to 65c. per lb., as to size; Penang mace, 45 to 50c. per lb., as to quality; pimento, ground, 12½ to 15c.; cloves, 15 to 25c.; pepper, ground, black, 17 to 20c., according to grade; white, 25 to 27c.; ginger, whole, Cochin, 14 to 16c.; Japan, 10c.; Jamaica, 20c.; ground, Japan, 15c.; Cochin, 16c.; Jamaica, 25c.

## RICE AND TAPIOCA.

Imported Patna rice is advancing rapidly and on a basis of laid down cost, jobbers should sell at 1½ to 1½c. As yet they have not changed their quotations, but no concessions are allowed. Italian rice is worth 9½ to 10c. We quote in combiue district: B rice, in bags, \$3.10; in half bags, \$3.15; in ¼ bags, \$3.20; in pockets, \$3.25. In 10-bag lots an allowance of 10c. is made. CC rice, \$3 in bags; \$3.05 in ½ bags; \$3.10 in ¼ bags;

and \$3.15 in pockets. In the open territory prices are about 10c. less. Patna rice is worth 4½c. per lb., and tapioca, 3½ to 3½c.

## FOREIGN DRIED FRUITS.

**VALENCIA RAISINS.**—Since our last week's report, the Valencia raisin market has weakened somewhat and is now cabled at 18s. 6d. for selected f.o.b. Montreal. The Bellona will take on her cargo the beginning of next week, but dealers have not yet bought their supplies for this boat. Prices on goods to arrive have not changed, 5½ to 6c. being the value set on fine off-stalk, 6½ to 7c. for selected and 7 to 7½c. for 1 crown layers. Old goods are offered at irregular prices to clear.

**CURRENTS.**—Currants have stiffened since the Bellona left port and a rise of ½c. per lb. is recorded, 16s. 6d. being the latest advice. For delivery in the first half of October fine Filiatras are quoted at 5½ to 6½c., and cleaned, 6½ to 6½c.; cleaned in 1-lb. cartons, 8c., and finest Vostizza currants, in half-cases, 7½ to 8½c.

**SULTANA RAISINS.**—The market is steady and unchanged with dealers offering new goods to arrive at 8 to 10c.

**FIGS.**—The market is steady and prices are unchanged. Good trading is reported. Comadre figs to arrive are worth 3½ to 3½c. in tapnets. Eleme figs will be sold at \$1.05 per 10-lb. XXX box, \$1.95 per 19-lb. XXX box, \$1.30 per 28-lb. XXXX box, 8c. per 12-oz. box, and 12c. per 16-oz. box.

**DATES.**—Are quoted to arrive at 4½ to 5½c.

**PRUNES.**—The market is bare of old stocks and good orders are being placed for goods to arrive. Santa Clara prunes are quoted at 8½c. for 40-50's, 8c. for 50-60's, 7½c. for 60-70's, 7c. for 70-80's, 6½c. for 80-90's, and 6c. for 90-100's.

**CALIFORNIAN RAISINS.**—New prices are out in Californian raisins, averaging about 2½c. below last year's figures. Dealers are not operating except for seedless and loose muscatels. New seeded raisins are worth 9½ to 10c. and loose muscatels in 50-lb. boxes, 3 crowns, 7½ to 8c., and 4 crown, 8 to 8½c.

**PEELS.**—English peels for late delivery are quoted at 10 to 11c. for lemon, 10½ to 11½c. for orange, and 14½ to 15½c. for citron peel.

## NUTS.

Pure Mayette walnuts are worth 11 to 12c. to arrive in December. Sicily filberts, 8½ to 9½c. to arrive in November; Tarragona almonds, 10½ to 11½c., and shelled almonds, 26c., to arrive in November also.

## GREEN FRUITS.

A fairly good trade has been done during the past week, although the cool weather sees a falling off in the demand. Peaches, plums and pears are scarcer and consequently higher. Spanish onions are now on the market. Grapes have come forward freely and are selling at low prices. We quote as follows: Californian Valencia's \$5 to \$6 per box; Jamaica oranges, \$5.75 per bbl.; Messina lemons, 300's, \$3.25 to \$4.50; 360's, \$2.50 per box; Verdilli lemons, \$3.75 to \$4.75 per box; pineapples, 20 to 30c.; Canadian apples, 15 to 30c. per basket; Californian plums, \$1 to \$2 per box; peaches, \$1 to \$1.25; limes, \$1.50 per box; Ontario peaches, 90c. to \$1 per basket; Ontario plums, 50 to 60c.; cocoanuts, \$3.25 per bag of 100; Californian Bartlett pears, \$4.25 per box; watermelons, 15 to 25c.; bananas, No. 1, \$1.75 to \$2.25, and eight hands, \$1.35 to \$1.50; Can-



| GIN.                                         |       | Per Case. |
|----------------------------------------------|-------|-----------|
| Pollen Zoon—                                 |       |           |
| Red, cases of 15 bottles.....                |       | \$9 75    |
| Green, " 12 " .....                          |       | 4 75      |
| Violette, " 12 " .....                       |       | 2 45      |
| P. Hoppe "Night Cap" Brand—                  |       |           |
| Red, cases of 15 bottles.....                |       | 10 50     |
| Green, " 12 " .....                          |       | 5 25      |
| Yellow, " 15 " .....                         |       | 10 75     |
| Blue, " 12 " .....                           |       | 5 40      |
| Poney, " 12 " .....                          |       | 2 50      |
| Dr. Light—                                   |       | Per Gal.  |
| Hogsheads .....                              |       | \$2 95    |
| Quarter casks.....                           |       | 3 00      |
| Octaves .....                                |       | 3 05      |
| De Kuyper—                                   |       |           |
| Violet, 2 doz. cases ..                      |       | 5 30      |
| Green, " " .....                             |       | 6 00      |
| Red, " " .....                               |       | 11 50     |
| White, " " .....                             |       | 4 00      |
| Terms, net 30 days, 1 per cent. off 10 days. |       |           |
| In five-case lots, freight may be prepaid.   |       |           |
| Key Brand—                                   |       |           |
| Red cases.....                               | 10 25 |           |
| Green " .....                                | 4 85  |           |
| Poney " .....                                | 2 60  |           |
| Melcher's—                                   |       |           |
| Infantes (4 doz).....                        | 4 75  |           |
| Picnic .....                                 | 7 75  |           |
| Poney .....                                  | 2 60  |           |
| Blue cases ..                                | 4 75  |           |
| Green " .....                                | 5 50  |           |
| Red " .....                                  | 10 25 |           |
| Honeysuckle, small.....                      | 7 90  |           |
| large .....                                  | 15 25 |           |

**FLOUR AND GRAIN.**

**FLOUR.**—There is a fairly good local business passing but chiefly in limited quantities to meet immediate wants, as dealers say they look for lower rather than higher prices. Wholesalers are asking \$3.85 to \$1 per bbl. for 90 per cent. patents.

**GRAIN.**—We quote: Manitoba, No. 1 hard, 77c. afloat September; peas, 81c.; rye, 57 to 58½c.; No. 2 barley, 54c.; oats, 39 to 39½c.; buckwheat, 56½ to 57c.; corn, 63c.

**OATMEAL.**—The market is firmer again this week and wholesalers have advanced another 10c. per bbl., their quotation being \$4.60 per bbl. and \$2.25 per bag. Standard granulated and fine oatmeal in bags, \$2.50.

**FEED.**—The market is steady at \$15 to \$15.50 in carlots for Ontario in bulk. Manitoba in bags is quoted at \$15.50 to \$16. Shorts keep scarce at \$17.50 to \$18.

**BALED HAY.**—There is a good demand for hay for export as well as for local account, and quite a brisk business is being done on spot as well as at country points. Carlots of No. 2 have sold at \$8, choice bringing \$8.50. A few cars of No. 1 timothy have been placed at \$9.25 to \$9.50.

**BUTTER AND CHEESE.**

**BUTTER.**—To date Canada has reported 276,000 packages of butter this year against 207,000 packages for the same period last year. During the past two weeks the exports have been particularly heavy. Fancy creamery is being bought at 21¼ to 21½c., sometimes even 22c. being reached for export. Good to fine is quoted at 19½ to 21c. Dairy is dull at 16½c.

**CHEESE.**—The short-lived boom in cheese has collapsed as buyers across the ocean refused to allow it. About 10c. is all that can be got for finest western. Eastern ranges from 9½ to 9¾c., and undergrades, 9 to 9½c. Stocks have been reduced by 215,000 boxes during the past week.

**MARKET NOTES**

Glucose is ¼c. per lb. higher.  
The syndicate has advanced tomatoes 2½c. per dozen.

# Clark's Concentrated Soups

This new line is labelled in our usual attractive style; Quality right. Each tin contains **6** portions: retails at **10c.** per tin. We pack **13 Varieties.**

## They're Sellers!

All the Wholesale Trade carry them.

# EPPS'S

GRATEFUL.  
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IN ¼-LB. LABELLED TINS.

14-LB. BOXES.

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In "One Pound Cakes" for

## HOUSEHOLD USE

Washing Clothes, Ironing, Sealing Canned Fruit, etc.

QUEEN CITY OIL COMPANY, Limited,

SAMUEL ROGERS, President.

TORONTO, ONT.

New season's No. 1 boiling peas are quoted at \$1.10 to \$1.15 per bushel.

New salted herrings will be offered in a few days at prices ranging from \$5.75 to \$5.85.

New pea beans are now on the market. Prime white are worth \$1.85 to \$1.90 per 60 lb.

Fry's fresh chocolate has been raised 1c. per lb. and is now quoted at 23 to 24c. for 6's and 4's.

A. H. Pritchard and Jacob Werlich have bought land in Preston, Ont., whereon they intend to erect a new soap factory 72 x 36 ft. in size and one storey high. They propose making high grade mill soaps and pure castile soap.

Over 150,000 cans of corn have been put up at the Woodstock, Ontario, Canning Factory, and contracts will be made for next season for enough corn for 300,000 cans.

## NEW BRUNSWICK MARKETS.

OFFICE OF THE CANADIAN GROCER.

ST. JOHN, N.B., October 1, 1901.

**B**USINESS is fair. The failure mentioned last week has been followed by three or four others, because of their large indebtedness to the former concern, which was in the form of notes, and which, without the usual privilege of renewing, they were unable to meet. We are pleased to report that the direct loss to St. John merchants is understood to be not heavy. The local wholesale houses have been affected very little. In the markets there is a general firm feeling. Oatmeal is very scarce and high. Dried fruits have had much attention. New Californian goods are being quoted. There is every prospect of a very large winter port business. The Canadian Pacific Railway people are very much enlarging their terminal facilities.

**OIL**—In burning oil prices remain unchanged. The sale is very large. Paint oils are rather quiet. In linseed oil the market is rather easier. Turpentine is quite firm. Lubricating oil is but a light sale. Prices are unchanged. Seal oil is very firm and likely to go higher. The loss by fire in Newfoundland was not as great as was expected, as they had shipped the larger quantity, much going to Great Britain. Cod oil is high. The supply for some years has been light. Candles remain at the lower price of last week. Wax is unchanged.

**SALT**—There continues to be a good demand for Liverpool coarse salt. Prices are firmly held. While there is a fair supply further arrivals are not expected for a little time. In Canadian fine the demand is quiet. There is quite a falling off in the sale of wood boxes, and an increase in the sale of small bags in barrels. This is caused by the higher price at which boxes have been held for some time. We quote as follows: Liverpool coarse, 56 to 58c.; English factory-filled, 95c. to \$1; Canadian fine, \$1 per bag; cheese and butter salt bulk, \$2.40 per bbl.; 5-lb. bags, \$2.85 to \$2.90 per bbl.; 10-lb. bags, \$2.70 to \$2.75 per bbl.; 20-lb. wood boxes, 22c. each; 10 lb. wood boxes, 14c. each; cartons, \$2 per case of 2 doz.; English bottled salt, \$1.25 to \$1.30 per doz.; mineral rock salt, 60c. per 100 lb. (Selected lumps.)

**CANNED GOODS**—The interest of the week has been in tomatoes. These have been withdrawn by the syndicate, and it is reported that higher prices are being asked. Gallon apples have been freely received by the trade, but the prices are higher. Nova Scotian packers supply the market. The outlook for vegetables and fruits is to higher prices. There are quite a quantity of Nova

Scotian tomatoes to arrive. Salmon has been offered rather lower. The market is quite bare. There is also a short supply of baked beans. American canned meats are quite reasonable, and the season of demand is about over. Local-packed sardines, kippered herring and haddies are being received.

**GREEN FRUITS**—There is a much firmer feeling in apples. There is quite a good crop in Nova Scotia as far as quality is concerned, but prices are high. Very large quantities are being shipped to London, where high prices are reported. In oranges, the sale is light and chiefly in Jamacias. Lemons have a fair sale and are quite firm. Grapes are at the low price free sellers. Ontario stock is good. Ontario peaches have brought good prices, and plums have moved off freely at fair figures. In pears, Nova Scotian and American are still offered at low prices. Quince are offered. In Cape Cod cranberries, both American and domestic, are offered. Prices are high. The American is the higher, being the better berry and much more highly colored.

**DRIED FRUITS**—New Californian prunes have been quoted, and are quite freely bought by the trade. Prices are rather higher than last year. The very high price of evaporated apples is expected to cause a large demand. Apricots would have sold very freely, but were so very high. New apricots and peaches are to hand. Some prices are heard in Californian raisins, but the market does not seem settled. In Valencia raisins, there are unsettled conditions, but best brands are firmly held. Malaga fruit is rather lower, and the market seems easy. Dates are held at low figures. Currants are low. Buyers of dried fruits are backward. Evaporated apples are high, and little is being done.

**PRODUCE**—In eggs prices move up slowly. There is but a fair business. Butter is firm and best quality has a ready sale. Western butter is being received. Cheese is quiet. The local market is not a large one.

**SUGAR**—There is a good steady sale. Prices are unchanged, and the Guild is working well. There is not complete satisfaction regarding yellows. The Halifax refinery offer but two grades, which is not enough, and they do not rightly correspond with Montreal sugars.

**MOLASSES**—The market is unchanged. There is quite a large stock of Porto Rico held, and prices at the moment are rather unsettled. Syrups in tins are offered. So far no American molasses has been received.

**FISH**—Fresh fish are very scarce and the variety limited. In dry fish the market is unchanged. Any tendency would seem to point to rather an easier feeling. Pickled

## SOMETHING BETTER THAN THE REST

THAT IS

# VICTORINE

A washing compound that does not injure clothes.

NO ALKALI.

Write for sample.

**VICTORINE** (Incorporated)  
**MONTREAL.**

## Wrapping Papers

SOME EXTRA VALUES

Grocers have an opportunity, if they act promptly, to secure some exceptional values in rag wrapping papers of light weight, sizes 20 x 36 28 x 30 and 25 x 37. The prices have been made very special.

—Our regular lines of wrapping papers, whether brown or manilla, always go full weight and 430 sheets to the ream.

Promptness in the filling of all letter orders is a characteristic of this business.

**CANADA PAPER CO., Limited**  
TORONTO and MONTREAL

Toronto Fruit Merchants.

## New Lemons, Sweet Potatoes, Jamaica Oranges, Spanish Onions

We have a full stock of all seasonable goods in our line, and can fill all orders promptly and carefully.

Local and long distance telephones.

# HUSBAND

 Bros. & Co.

82 Colborne St., Toronto

Telephone Numbers—Main 3428, Main 54.

## NEW GOODS.

JUST WHAT YOU WANT.

**MAIORI LEMONS,  
JAMAICA ORANGES,  
JERSEY SWEETS,  
SPANISH ONIONS.**

We have all four lines.

ORDER AT ONCE

# CLEMES BROS.,

 TORONTO.



**Satisfaction by the Gallon---**or half-gallon, or quart for that matter, but perfect satisfaction always, in the sale and use of

# “Imperial” White Wine Vinegar.

ONE DROP OF IMPERIAL is exactly like every other drop in the package---absolutely pure, perfectly healthful, delightfully smooth, even flavored, clear, sparkling, and a pickle keeper unequalled.

Ask your wholesale grocer for IMPERIAL. The best is none too good for your trade. IMPERIAL is just the price of the ordinary standard article.

THE **THISTLE** BRAND  
 ARE **GUARANTEED** **SECOND TO NONE.**  
 High-grade  
 Tomatoes,  
 Corn,  
 Peas, etc.  
**Brighton Canning Co.**

## You Have it in Your Power

largely to educate your trade, for in most cases the customer will take the goods that are **recommended** by the merchant. It will pay you then to introduce and push the goods you have confidence in. After the first sale the good goods recommend themselves. “Kent” Baked Beans will back up your statements and increase your sales in that line.



**THE KENT CANNING CO., LIMITED, CHATHAM, ONT.**

TO THE WHOLESALE

**YOUR REQUIREMENTS**

for Japan, Congou, Indian, Ceylon, Oolong, Pingsuey, Gunpowder and China Green

**TEAS**

can be filled by us promptly and satisfactorily. You are certain to be pleased with our offerings. Write for prices.

**S. H. EWING & SONS, 96 King St., MONTREAL**

herring are higher. Full figures are likely to rule. Dealers are still holding alewives, hoping for higher figures. In smoked herring, there have been fair receipts, and prices are easy. Boneless fish has a steady sale. Kippers are freely offered. Haddies move more freely. We quote as follows: Large and medium dry cod, \$3.50 to \$3.60; small, \$2.50 to \$2.60; haddies, 4 1/2 to 5 1/2 c.; smoked herring, 10 to 11 c.; fresh haddock and cod, 2 1/2 c.; boneless fish, 4 to 5 c.; pollock, \$1.50 to \$1.60 per 100 lb.; pickled herring, \$2.25 to \$2.35 per half bbl.; Canso herring, \$5 per bbl.; kippered herring, \$1 per box.

**FLOUR, FEED AND MEAL**—In flour, there is a fair business, and prices are firmly held, with rather upward tendency. Oatmeal is high and scarce, and hard to get. Oats are high. Cornmeal is held firm at full figures. Feed is hard to get. New beans are quite freely quoted. Prices continue to decline. Buyers are holding off. Barley is quoted rather higher. Blue and split peas are scarce and high. The export of hay is still very large. We quote: Manitoba flour, \$4.60 to \$4.70; best Ontario, \$3.90 to \$4.00; medium, \$3.60 to \$3.70; oatmeal, \$4.25 to \$4.30; cornmeal, \$2.85 to \$2.90; middlings, \$2.2 to \$2.3; oats, 45 to 48 c.; hand-picked beans, \$2.00 to \$2.10; prime, \$1.90 to \$1.95; yellow eye beans, \$2.80 to \$3.00; split peas, \$4.50 to \$4.55; barley, \$4.10 to \$4.25; hay, \$12 to \$14.

## ST. JOHN NOTES.

C. H. Clark, of St. Stephen, was in the city this week.

Syrup in 2 and 5-lb. tins is in stock with Hall & Fairweathers.

J. G. Rood & Co., of Waterville, N.B., have landed and distributed to the trade two cars of gallon apples this week.

THE GROCER regrets to report that Puddington & Merrett and The F. C. Colwell Candy Co. have suspended payment.

Mr. Wiley, representing Armour & Co., Chicago, in company with the local representative, J. Hunter White, called on the trade this week.

Smith & Tilton, one of our larger brokerage houses, have dissolved partnership. J. A. Tilton remains at the old stand, and will close the business of the old firm. The houses which they have represented have been divided between them.

## WOES OF A GROCER.

It was an up-town grocery which a little girl about five years of age entered the other day, saying: "I want a spool of cotton!" "You won't get that here," replied the grocer, jokingly. "You'll have to go to the blacksmith's shop for that." "I want a spool of cotton," the child repeated, clutching something very tightly in her right hand. And she continued to

reiterate the request for a long time before quitting the store. Presently her mother appeared in the door, with a very irate countenance. "D'ye mean to tell me that you haven't got a nutmeg?" she inquired indignantly. "Was that what the child wanted?" exclaimed the grocer. "She asked for a spool of cotton." "Couldn't you see the nutmeg in her hand?" retorted the mother. "I saw something in her hand, but I didn't know what it was." "Well, all you had to do was to smell it," was the final shot.

## THE NEW BRUNSWICK TOURIST BUREAU.

The Tourist Information Bureau closes to-day after a very successful season. A heavy correspondence has been carefully attended to, while visitors in the city have been enlightened regarding our most attractive and most interesting places. Visitors are surprised that such an office should be in existence, where there are no charges for literature and information, and are always impressed with the open-heartedness of the people.

The Tourist Association have done everything possible to advertise and bring visitors to the Province, and have also looked after their comfort while here. Weather and everything else have favored us this year, and we have good cause to consider this summer's tourist travel the heaviest for some time.—Sun, St. John, N.B., September 28.

*The best selling Tea in Canada today is*  
*Blue Ribbon Ceylon*  
*packed and sold by*  
*Blue Ribbon Tea Co.,*  
*112 Front St. East - Toronto*



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— TORONTO.



### The Duke and Duchess of York

would be well pleased with our extracts. No purer, better goods are on the market. They satisfy the most particular people. On genuine merit they have won renown. The grocer never has to apologize to a customer for our goods. You are safe when you sell our "R. F." for 10 cts. and "Golden Quint-essences" for 25 cts. They're always right.

ROBINSON MFG. CO.,

- - TORONTO.

## Fresh Chewing Gum

BRINGS FRESH CUSTOM.

**D** ID you ever figure the profit on the premium system of buying Chewing Gum?

Take, for instance, the rocking chair that costs \$6.75 with gum which sells for \$8.00. Your cash profit is \$1.25, without figuring the freight you pay on the chair. Now, figure 800 pieces of Britten's Havana Fruit Gum at 80c. per box, which contains one dollar and eighty cents worth of gum, and you will find the 800 pieces would cost you \$3.55 5-9. Consequently, you pay \$3.19 4-9 for your premium chair. This seems an easy way of getting the chair, but, if you'll watch some of the advertisements of the departmental stores, you'll see some of the same chairs sold for \$1.98. Don't forget that the jobbing house, the railway company, the chewing gum company, all have to make a profit on this chair, and, as you are the purchaser, you must pay the piper.

# ADAMS' TUTTI FRUTTI

is always fresh.

Price, \$1.00 per box, containing 36 five-cent bars.

American Chicle Co., - Toronto.

# Selling Agents for Canada:

**SNOWDON & PATERSON,**

449 St. Paul Street, Montreal.

**F. H. TIPPET & CO.,**

10 Water Street, St. John, N.B.

**C. E. JARVIS & CO.,**

Holland Block, Vancouver, B.C.

## Challenge

*For  
Quality,  
Quantity and  
Price,  
we claim  
Rowat's  
Pickles  
cannot be  
beaten.*

**ANY TAKERS**





October 4, 1901.

Goods in large lots and for prompt pay are generally obtainable at lower prices. All quotations for staple products are under the direct control of the Editors, who call daily upon all the leading houses in the principal centres.

| BUTTER, CHEESE<br>AND EGGS      | Montreal. |         | Toronto. |     | St. John,<br>Halifax. |        |
|---------------------------------|-----------|---------|----------|-----|-----------------------|--------|
|                                 | \$0 14.   | \$0 14. | ¢        | ¢   | ¢.....                | ¢..... |
| Dairy, choice, large rolls, lb. | 16        | 17      | 16       | 18  | 18                    | 19     |
| “ “ pound blocks ....           | 16        | 17      | 15       | 17  | 18                    | 19     |
| “ “ tubs, best.....             | 16        | 17      | 15       | 17  | 18                    | 20     |
| “ “ tubs, sec. grade ..         | 15        | 16      | 12       | 14  | 16                    | 17     |
| Creamery, boxes.....            | .....     | 20½     | 19       | 21  | 18                    | 20     |
| “ “ prints.....                 | .....     | 21      | 21       | 22  | 21                    | 22     |
| Cheese, new, per lb.....        | .....     | 10      | 10       | 10½ | 10½                   | 11     |
| Eggs, new laid, per doz.....    | .....     | 13      | 15       | 16  | 12                    | 13     |

## CANNED GOODS

|                                 |       |       |       |      |       |       |
|---------------------------------|-------|-------|-------|------|-------|-------|
| Apples, 3's.....                | ..... | 1 00  | 90    | 1 00 | 1 00  | 1 10  |
| " " gallons.....                | 2 20  | 2 50  | 2 25  | 2 40 | 2 25  | 2 35  |
| Asparagus.....                  | 1 00  | 1 00  | 95    | 1 10 | ..... | 1 10  |
| Beets.....                      | ..... | 1 30  | 1 40  | 1 70 | 1 50  | 1 80  |
| Blackberries, 2's.....          | 80    | 85    | 80    | 85   | 95    | 1 00  |
| Blueberries, 2's.....           | 80    | 90    | 80    | 80   | 90    | 95    |
| Beans, 2's.....                 | 75    | 80    | 8)    | 83   | 90    | 90    |
| Corn, 2's.....                  | 2 25  | 2 30  | 2 10  | 2 25 | 2 30  | 2 40  |
| Cherries, red, pitted, 2's..... | 2 25  | 2 30  | 2 00  | 2 25 | ..... | ..... |
| " " white.....                  | 80    | 85    | 8)    | c2½  | 85    | 9)    |
| Peas, 2's.....                  | 95    | 1 05  | 93    | 1 00 | 1 10  | 1 15  |
| " " sifted.....                 | 1 05  | 1 15  | 1 25  | 1 30 | 1 20  | 1 25  |
| " " extra sifted.....           | 1 00  | 1 60  | 1 50  | 1 50 | 1 75  | 1 80  |
| Pears, Bartlett, 2's.....       | 1 90  | 2 00  | 2 00  | 2 40 | 2 60  | 2 25  |
| " " 3's.....                    | 2 0)  | 2 40  | 2 25  | 2 50 | 2 15  | 2 25  |
| Pineapple, 2's.....             | 2 40  | 2 60  | 2 50  | 2 60 | 2 50  | 2 60  |
| " " 3's.....                    | 1 75  | 1 95  | 1 75  | 1 90 | ..... | 1 75  |
| Peaches, 2's.....               | 2 50  | 2 75  | 2 50  | 2 75 | 2 70  | 2 80  |
| " " 3's.....                    | 1 30  | 1 35  | 1 10  | 1 25 | 1 30  | 1 60  |
| Plums, green gages, 2's.....    | 1 20  | 1 25  | 1 00  | 1 10 | 1 30  | 1 50  |
| " " Lombard.....                | 1 60  | 1 25  | ..... | 1 00 | 1 10  | 1 30  |
| " " Damsou, blue.....           | ..... | 85    | ..... | 85   | 90    | 1 00  |
| Pumpkins, 3's.....              | ..... | ..... | 2 10  | 2 25 | 2 10  | 2 25  |
| " " gallon.....                 | 1 40  | 1 50  | 1 60  | 1 80 | 1 70  | 1 75  |
| Raspberries, 2's.....           | 1 50  | 1 75  | 1 60  | 1 75 | 1 50  | 1 75  |
| Strawberries, 2's.....          | 1 00  | 1 25  | ..... | 1 15 | 1 10  | 1 15  |
| Succotash, 2's.....             | 85    | 87½   | 82½   | 85   | 90    | 1 00  |
| Tomatoes, 3's.....              | 2 75  | 3 20  | ..... | 3 25 | 2 50  | 3 25  |
| Lobster, tails.....             | 1 75  | 3 75  | 3 50  | 3 70 | ..... | 1 25  |
| " " 1-lb. flats.....            | 1 00  | 1 85  | 1 75  | 1 80 | 1 35  | 1 65  |
| " " ½-lb. flats.....            | 1 00  | 1 10  | 1 15  | 1 25 | 1 35  | 1 45  |
| Mackerel.....                   | 1 35  | 1 60  | 1 35  | 1 45 | 1 50  | 1 70  |
| Salmon, sockeye.....            | ..... | 1 23  | 1 30  | 1 30 | 1 25  | 1 50  |
| " " Northern.....               | 1 00  | 1 15  | 1 15  | 1 2) | 1 25  | 1 50  |
| " " Horseshoe.....              | 12    | 12½   | 12½   | 13   | 14    | 15    |
| " " Cohoes.....                 | 20    | 21    | 20    | 21   | 20    | 21    |
| Sardines, Albert, ¼'s.....      | 11½   | 12    | ..... | 12½  | ..... | 12    |
| " " 2's.....                    | 19    | 20    | ..... | 21   | 20    | 21    |
| " " Sportsman, ¼'s.....         | 9     | 11    | 10½   | 11   | 16    | 18    |
| " " key opener, ¼'s.....        | ..... | 18    | 18½   | 23   | 10    | 11    |
| " " P. & C., ¼'s.....           | 20    | 22½   | ..... | 23   | 25    | 23    |
| " " ½'s.....                    | 27½   | 30    | 33    | 36   | 33    | 36    |
| " " Domestic, ¼'s.....          | 4     | 4½    | 4     | 4½   | 4     | 4½    |
| " " Mustard, ¼ size, cases..... | 7     | 8     | 9     | 11   | ..... | ..... |
| " " 50 tins, per 100.....       | 7 50  | 11 00 | 8 50  | 9 00 | 8 00  | 9 00  |
| Haddies.....                    | ..... | 1 00  | 1 10  | 1 15 | 1 00  | 1 10  |
| Klippered Herrings.....         | 1 00  | 1 85  | 1 00  | 1 75 | 1 00  | 1 10  |
| Herring in Tomato Sauce.....    | 1 0   | 1 55  | 1 00  | 1 70 | ..... | 2 00  |

## CANDIED PEELS

|                    |    |     |     |    |    |
|--------------------|----|-----|-----|----|----|
| Lemon, per lb..... | 10 | 11  | 12½ | 12 | 13 |
| Orange, ".....     | 11 | 11½ | 13  | 12 | 13 |
| Citron, ".....     | 15 | 16  | 18  | 15 | 17 |

## GREEN FRUITS

|                                      |      |       |      |       |      |
|--------------------------------------|------|-------|------|-------|------|
| Oranges, Jamaica, per box .....      | 4 00 | ..... | 4 50 | ..... | 5 00 |
| per bbl .....                        |      | ..... | 6 00 | ..... | 6 50 |
| Lemons, Messina, per box .....       | 3 75 | 4 25  | 3 25 | 3 75  | 4 50 |
| Bananas, Firsts, per bunch .....     | 1 75 | 2 25  |      | 1 75  | 2 00 |
| Apples, per bbl .....                |      |       | 2 50 | 3 50  | 1 50 |
| Cocoanuts, per 100 .....             |      | 3 25  | 3 75 | 3 00  | 3 25 |
| Ont. Peaches, per basket .....       |      |       | 75   | 1 25  | 1 50 |
| "    Pears .....                     |      |       | 20   | 40    |      |
| Watermelons, each .....              |      |       | 15   | 25    |      |
| Cranberries, Cape Cod, per bbl ..... |      |       |      | 8 00  |      |
| "    Ont., per bbl .....             |      |       |      | 6 00  |      |
| Sweet Potatoes, per bbl .....        |      |       | 3 00 | 3 25  |      |

## SUGAR

|                                   |      |      |           |
|-----------------------------------|------|------|-----------|
| Granulated St. Lawrence and Red   | 4 30 | 4 48 | 4 46      |
| Granulated, Acadia                | 4 24 | 4 43 | 4 40      |
| Paris lump, bbls. and 100-lb. bxs | 4 80 | 4 98 | 0 06      |
| "    in 50-lb. boxes              | 4 90 | 5 08 |           |
| Extra Ground Iceing, bbls.        | 4 80 | 5 25 |           |
| Powdered, bbls                    | 4 45 | 5 00 | 5 55 5 80 |
| Phenix                            | 4 15 | 4 38 |           |
| Cream                             | 4 20 | 4 28 |           |
| Extra bright coffee               | 4 05 | 4 23 |           |
| Bright coffee                     | 4 05 | 4 13 | 3 54      |
| Bright yellow                     | 3 85 | 4 02 | 3 55      |
| No. 3 yellow                      | 3 75 | 3 92 | 4 00      |
| No. 2 yellow                      | 3 65 | 3 83 | 3 70      |
| No 1 yellow                       | 3 45 | 3 63 |           |

## HARDWARE PAINTS AND OILS

|                                        |        |       |          |       |        |
|----------------------------------------|--------|-------|----------|-------|--------|
| Wire nails, base.....                  | \$2 85 | ..... | \$2 85   | ..... | \$3 20 |
| Cut nails, base.....                   | 2 55   | ..... | 2 55     | ..... | 2 85   |
| Barbed wire, per 100-lb.               | 3 05   | ..... | 3 05     | ..... | 3 75   |
| Oiled and Annealed Wire,<br>No. 8..... | 2 80   | ..... | 2 80     | ..... |        |
| White lead, Pure.....                  | 6 10   | ..... | 6 12 1/2 | ..... | 6 80   |
| Lined oil, 1 to 4 bbls., raw ..        | 79     | ..... | 82       | ..... | 84     |
| ..... boiled.....                      | 82     | ..... | 85       | ..... | 87     |
| Turpentine, single bbls.....           | 55     | ..... | 51       | ..... | 58     |
| Benzine, in bbls., per gal.....        | 55     | ..... | 16 1/2   | ..... | 17 1/2 |

## SYRUPS AND MOLASSES

|                            |       |    |       |          |
|----------------------------|-------|----|-------|----------|
| Syrups—                    |       |    |       |          |
| Dark                       | 1%    |    |       |          |
| Medium                     | 2%    | 30 | 32    |          |
| Bright                     | 2%    | 35 | 37    | 34 36    |
| Corn Syrup, barrel, perib. | 3     |    | 34    | 36 38    |
| “ “ 1/2 bbls. “            | 3 1/2 |    | 3 3/4 |          |
| “ “ kegs “                 | 3 3/4 |    | 3 3/4 |          |
| “ “ 3 gal. palls, each     | 1 40  |    | 1 50  |          |
| “ “ 2 gal. “ “             | 1 05  |    | 1 10  |          |
| Honey                      |       |    | 40    |          |
| “ 25-lb. palls             | 90    |    | 1 00  |          |
| “ 38-lb. palls             | 1 20  |    | 1 40  |          |
| Molasses—                  |       |    |       |          |
| New Orleans                | 22    | 30 | 23    | 60 29 36 |
| Barbadoes                  |       | 29 |       | 21 28    |
| Porto Rico                 |       |    | 38    | 42 30 34 |
| Autigua                    |       |    |       |          |
| St. Croix                  |       |    |       |          |

## CANNED MEATS

|                                 |       |        |        |        |        |        |
|---------------------------------|-------|--------|--------|--------|--------|--------|
| Comp. corn beef, 1-lb. cans.... | 1 45  | \$1 60 | \$1 60 | \$1 65 | \$1 60 | \$1 70 |
| " " 2-lb. cans.....             | 2 70  | 2 95   | 2 85   | 3 00   | 2 80   | 2 90   |
| " " 14-lb. cans.....            | 7 90  | 9 60   | .....  | 8 25   | 8 75   | 9 25   |
| Minced callops, 2-lb. can.....  | 16 50 | 23 00  | .....  | 19 50  | 20 00  | 21 00  |
| Lunch tongue, 1-lb. can.....    | ..... | 2 75   | .....  | 2 60   | 2 50   | 2 80   |
| " 2-lb. can.....                | 3 00  | 3 90   | .....  | 3 00   | 3 00   | 3 25   |
| English brawn, 2-lb. can.....   | 6 00  | 7 90   | .....  | 7 00   | 5 80   | 6 00   |
| Camp sausage, 1-lb. can.....    | 2 40  | 2 75   | .....  | 2 45   | 2 75   | 2 80   |
| " 2-lb. can.....                | ..... | .....  | .....  | 2 50   | 2 50   | .....  |
| Soups, assorted, 1-lb. can..... | ..... | .....  | .....  | 4 00   | 4 00   | .....  |
| " " 2-lb. can ..                | 1 15  | 1 50   | .....  | 1 50   | 1 40   | .....  |
| Soups and Boull, 2-lb. can ..   | 2 40  | 2 45   | .....  | 2 20   | 2 25   | .....  |
| " " 6-lb. can.....              | 1 75  | 2 50   | .....  | 1 80   | 1 75   | .....  |
| Sliced smoked beef, 4's.....    | 3 50  | 5 85   | .....  | 4 50   | 4 25   | 4 50   |
| " " 1's.....                    | 1 65  | 1 70   | 1 65   | 1 70   | .....  | 2 00   |
| " " 1's.....                    | 2 75  | 3 10   | 2 80   | 2 95   | .....  | 3 25   |

## FRUITS

| Foreign                          |       |       |       |       |       |       |       |       |       |
|----------------------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Currants, Provincials, bbls..... | ..... | ..... | ..... | ..... | ..... | ..... | ..... | 12    | 12½   |
| " " Filiatras, bbls.....         | ..... | ..... | ..... | ..... | ..... | ..... | ..... | ..... | ..... |
| " " ½-bbls.....                  | ..... | ..... | ..... | ..... | ..... | ..... | ..... | ..... | ..... |
| " " cases.....                   | ..... | ..... | ..... | ..... | ..... | ..... | ..... | ..... | ..... |
| " " ½-cases.....                 | 5½    | 6½    | 7     | 7½    | ..... | ..... | ..... | 12¼   | 12    |
| " " Patras, bbls.....            | ..... | ..... | ..... | ..... | ..... | ..... | ..... | ..... | ..... |
| " " ½-bbls.....                  | ..... | ..... | ..... | ..... | ..... | ..... | ..... | ..... | ..... |
| " " cases.....                   | ..... | 6     | 7½    | 8     | ..... | ..... | ..... | ..... | ..... |
| " " ½-cases.....                 | ..... | 6     | 7½    | 8     | ..... | ..... | ..... | ..... | ..... |
| Amalias.....                     | ..... | ..... | 7½    | 7½    | ..... | ..... | ..... | ..... | ..... |
| Vostizas, cases.....             | 7½    | 8     | ..... | ..... | ..... | ..... | ..... | ..... | ..... |
| Dates, Halloweaves.....          | 4½    | 5     | 4     | 4½    | ..... | ..... | ..... | 3½    | 4     |
| " " Salrs.....                   | ..... | 4½    | 3½    | 4     | ..... | ..... | ..... | ..... | ..... |
| Figs, 10-lb. boxes.....          | ..... | 1 00  | 10    | 11    | ..... | ..... | ..... | 10    | 12    |
| " " Mats, per lb.....            | 8½    | 3½    | 3     | 3½    | ..... | ..... | ..... | ..... | ..... |
| " " 7 cr., 28-lb. boxes.....     | ..... | 3 30  | ..... | ..... | ..... | ..... | ..... | ..... | ..... |
| " " 1-lb. glove boxes.....       | ..... | 12    | ..... | ..... | ..... | ..... | ..... | ..... | ..... |
| Prunes, California, 30's.....    | ..... | ..... | 8     | 8½    | ..... | ..... | ..... | 10    | 12    |
| " " " 40's.....                  | ..... | ..... | 8     | 7½    | ..... | ..... | ..... | 8½    | 8     |
| " " " 50's.....                  | ..... | ..... | 8½    | 7     | ..... | ..... | ..... | 7½    | 8     |
| " " " 60's.....                  | ..... | ..... | 8     | 6     | ..... | ..... | ..... | 7     | 7½    |
| " " " 70's.....                  | ..... | ..... | 7½    | 6     | ..... | ..... | ..... | 6½    | 7     |
| " " " 80's.....                  | ..... | ..... | 7     | 5½    | ..... | ..... | ..... | 6     | 6½    |
| " " " 90's.....                  | ..... | ..... | 6½    | 5     | ..... | ..... | ..... | 5½    | 6     |
| " " " 100's.....                 | ..... | ..... | 6     | 4½    | ..... | ..... | ..... | 5     | ..... |
| " " " Bosnia, A's.....           | ..... | ..... | ..... | ..... | ..... | ..... | ..... | 9     | ..... |
| " " " " B's.....                 | ..... | ..... | ..... | ..... | ..... | ..... | ..... | 8     | ..... |
| " " " " U's.....                 | ..... | ..... | 5     | 6½    | ..... | ..... | ..... | 6½    | ..... |
| " " French, 50's.....            | ..... | ..... | ..... | ..... | ..... | ..... | ..... | ..... | ..... |
| " " " 110's.....                 | 3½    | 6     | 4 3½  | 4     | ..... | ..... | ..... | ..... | ..... |
| Raisins, Fine off stalk.....     | ..... | 6     | 6½    | 7     | ..... | ..... | ..... | 8     | ..... |
| " " Selected.....                | ..... | 6½    | ..... | 7½    | ..... | ..... | ..... | 9     | 9½    |
| " " Selected layers.....         | ..... | 6½    | ..... | ..... | ..... | ..... | ..... | ..... | 10    |
| " " Sultanas.....                | 8     | 10    | 9     | 12    | ..... | ..... | ..... | 10    | 12    |
| " " California, 2-crown.....     | 6     | 5½    | ..... | ..... | ..... | ..... | ..... | 9     | 9½    |
| " " " 3-crown.....               | 7½    | 7     | ..... | ..... | ..... | ..... | ..... | 8½    | 9     |
| " " " 4-crown.....               | 7½    | 8     | ..... | ..... | ..... | ..... | ..... | 8½    | 9     |
| " " " seeded, 3-cr.....          | 9½    | 10    | 10    | 11    | ..... | ..... | ..... | 9     | 10½   |
| " " Malaga, Lon. layers.....     | ..... | 1 50  | ..... | 2 00  | ..... | ..... | ..... | 2 25  | 2 40  |
| " " Black baskets.....           | ..... | ..... | ..... | 2 25  | ..... | ..... | ..... | 2 50  | 2 75  |
| " " Blue baskets.....            | ..... | ..... | ..... | 2 25  | ..... | ..... | ..... | 2 80  | 3 00  |
| " " Dehesa clusters.....         | ..... | ..... | 3 00  | 4 00  | ..... | ..... | ..... | 3 25  | 3 50  |
| " " Choice clusters.....         | 2.75  | 3 00  | ..... | 3 00  | ..... | ..... | ..... | ..... | ..... |

## PROVISIONS

|                                |       |       |       |       |       |
|--------------------------------|-------|-------|-------|-------|-------|
| Dry Salted Meats—              |       |       |       |       |       |
| Long clear bacou .....         | 11    | 12    |       |       |       |
| Smoked meats—                  |       |       |       |       |       |
| Breakfast bacon .....          | 15    | 15    | 16    |       |       |
| Rolls .....                    | 12    |       | 12½   | 11    | 12    |
| Medium Hams .....              | 14    | 13½   | 14    | 4     | 15    |
| Large Hams .....               | 13    | 12½   | 13    |       |       |
| Shonider hams .....            | 12    |       | 12    | 8     | 9     |
| Backs .....                    | 15    |       | 15    |       |       |
| Meats out of pickle i.e. less. |       |       |       |       |       |
| Barrel Pork—                   |       |       |       |       |       |
| Canadian heavy mess .....      | 21 00 | 20 50 | 20 00 | 20 50 |       |
| short cut .....                | 22 00 | 20 50 | 22 00 | 22 50 |       |
| Plate beef .....               | 12 50 | 18 50 | 12 50 | 14 00 | 14 50 |
| Lard, terces, per lb. ....     |       | 11½   | 11½   | 11    | 11½   |
| Tubs .....                     |       |       | 12    | 12½   | 13    |
| Pails .....                    | 12    |       | 12½   | 12½   | 13    |

# JAMES' "DOME"

## BLACK LEAD

Produces in a few seconds a Deep Black, Durable Lustre, and makes no Dust on Ornaments, Carpets or Furniture.



# WILSON'S SCALES

**ARE AS GOOD AS A GOVERNMENT BOND.**

The grocer can get a Tea Scale that will turn with a postage stamp, or a Computing Scale that will count the money and show the weight of goods at the same time.

**Highest Medal at Chicago, and Paris, France.**

**Easy terms of payment.**

C. WILSON & SON

## Get Prices.

**69 Esplanade Street East, TORONTO, ONT.**

| COFFEE                          |       | Montreal. |      | Toronto. |       | St. John, Halifax. |     |
|---------------------------------|-------|-----------|------|----------|-------|--------------------|-----|
| Green—                          |       |           |      |          |       |                    |     |
| Mocha                           | 24    | 23        | 28   | 25       | 80    |                    |     |
| Old Government Java             | 27    | 22        | 30   | 25       | 30    |                    |     |
| Rio                             | 10    | 7½        | 9½   | 12       | 13    |                    |     |
| Santos                          |       | 9½        | 10½  |          |       |                    |     |
| Plantation Ceylon               | 29    | 26        | 30   | 29       | 31    |                    |     |
| Porto Rico                      |       | 22        | 25   | 24       | 28    |                    |     |
| Gautemala                       |       | 22        | 25   | 24       | 26    |                    |     |
| Jamaica                         |       | 15        | 20   | 18       | 22    |                    |     |
| Maracabo                        | 13    | 18        | 18   | 13       | 15    |                    |     |
| NUTS                            |       |           |      |          |       |                    |     |
| Brazil                          |       |           | 15   | 16       | 8½    | 9                  |     |
| Valencia shelled almonds        | 31    | 32        | 30   | 35       | 22½   | 25                 |     |
| Tarragona almonds               | 11½   | 12½       | 13   | 14       | 13    | 15                 |     |
| Formegetta almonds              |       |           |      | 14½      |       |                    |     |
| Jordan shelled almonds          |       | 40        | 40   | 43       |       |                    |     |
| Peanuts (roasted)               | 7½    | 8         | 8    | 10       | 9     | 10                 |     |
| " (green)                       | 6½    | 7         | 7    | 9        |       |                    |     |
| Cocoanuts, per sack             | 3 00  |           | 3 75 | 3 50     | 4 00  |                    |     |
| per doz.                        |       |           | 60   | 60       | 70    |                    |     |
| Grenoble walnuts                | 9½    | 10        | 11½  | 12       | 9     | 10                 |     |
| Marbot walnuts                  |       | 9½        |      | 11½      | 9     | 10                 |     |
| Bordeaux walnuts                |       | 8         |      | 9        | 9     | 10                 |     |
| Sicily filberts                 |       | 9         | 10   | 10       | 11½   | 9                  | 10  |
| Naples filberts                 |       |           | 10   | 11       | 10    | 11                 |     |
| Pecans                          |       | 10        | 12   | 13       | 15    | 12                 | 14  |
| Shelled Walnuts                 | 19    | 20        | 20   | 25       |       |                    |     |
| SODA                            |       |           |      |          |       |                    |     |
| 31-carb, standard, 112-lb. keg  | 1 65  | 1 80      | 2 00 | 2 25     | 1 70  | 1 75               |     |
| Sal soda, per bbl.              | 70    | 75        | 80   | 90       | 85    | 90                 |     |
| Sal Soda, per keg               | 95    | 1 00      |      | 1 00     | 95    | 1 00               |     |
| Granulated Sal Soda, per lb.    |       |           |      | 1        |       |                    |     |
| SPICES                          |       |           |      |          |       |                    |     |
| Pepper, black, ground, in kegs  |       |           |      |          |       |                    |     |
| pails, boxes                    | 16    | 18        |      | 18       | 14    | 15                 |     |
| " in 5-lb. cans                 | 14    | 17        |      | 19       | 15    | 16                 |     |
| " whole                         | 15    | 17        |      | 19       | 12    | 13                 |     |
| Pepper, white, ground, in kegs  |       |           |      |          |       |                    |     |
| pails, boxes                    | 26    | 27        | 26   | 27       | 24    | 26                 |     |
| " 5-lb. cans                    | 25    | 26        | 25   | 26       | 20    | 22                 |     |
| " whole                         | 23    | 25        | 23   | 25       | 20    | 22                 |     |
| Ginger, Jamaica                 | 19    | 25        | 22   | 25       | 20    | 25                 |     |
| Cloves, whole                   | 12    | 30        | 14   | 35       | 18    | 20                 |     |
| Pure mixed spice                | 25    | 30        | 25   | 30       | 25    | 30                 |     |
| Cassia                          | 13    | 18        | 20   | 40       | 16    | 20                 |     |
| Cream tartar, French            |       | 25        | 24   | 25       | 20    | 22                 |     |
| " " best                        |       | 28        | 25   | 30       | 25    | 30                 |     |
| Allspice                        | 10    | 15        | 13   | 16       | 16    | 18                 |     |
| WOODENWARE                      |       |           |      |          |       |                    |     |
| Palls, No. 1, 2-hoop            |       | 1 90      |      | 1 60     |       | 1 90               |     |
| " " 3-hoop                      |       | 2 05      |      | 1 75     |       | 2 05               |     |
| " half, and covers              |       | 1 75      |      | 1 70     |       | 1 75               |     |
| " quarter, jam and covers       |       | 1 45      |      | 20       |       | 1 45               |     |
| " candy, and covers             | 2 70  | 3 20      | 1 75 | 2 70     |       | 3 20               |     |
| Tubs No. 0                      | 11 00 |           |      | 8 50     | 11 00 |                    |     |
| " " 1                           | 9 00  |           |      | 7 00     | 9 00  |                    |     |
| " " 2                           | 8 00  |           |      | 6 25     | 8 00  |                    |     |
| " " 3                           | 7 00  |           |      | 5 35     | 7 00  |                    |     |
| PETROLEUM                       |       | Montreal. |      | Toronto. |       | St. John, Halifax. |     |
| Canadian water white            | 11½   | 15½       |      |          |       | 16                 | 16½ |
| Sarnia water white              | 16    | 17        |      | 16       | 18    | 16                 | 16½ |
| Sarnia prime white              |       | 18        |      | 16       | 18    | 15½                |     |
| American water white            |       | 19        |      | 17½      | 17    | 17½                |     |
| Pratt's Astral (barrels extra)  | 18½   | 19        |      | 17       | 18    | 18½                |     |
| Black— TEAS                     |       |           |      |          |       |                    |     |
| Congou—Half-chests Kalsow,      |       |           |      |          |       |                    |     |
| Mouling, Paking                 | 13    | 60        |      | 12       | 60    | 11                 | 40  |
| Caddies Paking, Kalsow          | 17    | 40        |      | 18       | 50    | 15                 | 40  |
| Indian—Darjeellings             | 35    | 55        | 35   | 55       | 30    | 50                 |     |
| Assam Pekoes                    | 20    | 40        | 20   | 40       | 18    | 40                 |     |
| Pekoe Souchong                  | 18    | 25        | 18   | 25       | 17    | 24                 |     |
| Ceylon—Broken Pekoes            | 35    | 42        | 35   | 42       | 84    | 40                 |     |
| Pekoes                          | 20    | 30        | 20   | 30       | 20    | 80                 |     |
| Pekoe Souchong                  | 17½   | 40        | 17   | 35       | 17    | 85                 |     |
| China Greens—                   |       |           |      |          |       |                    |     |
| Gunpowder-Cases, extra first    | 42    | 50        | 42   | 50       |       |                    |     |
| Half-chests, ordinary firsts    | 22    | 28        | 22   | 28       |       |                    |     |
| Young Hyson—Cases, sifted       |       |           |      |          |       |                    |     |
| extra firsts                    | 42    | 50        | 42   | 50       |       |                    |     |
| Cases, small leaf, firsts       | 35    | 40        | 35   | 40       |       |                    |     |
| Half-chests, ordinary firsts    | 22    | 88        | 22   | 88       |       |                    |     |
| Half-chests, seconds            | 17    | 19        | 17   | 19       |       |                    |     |
| " thirds                        | 15    | 17        | 15   | 17       |       |                    |     |
| " common                        | 13    | 14        | 13   | 14       |       |                    |     |
| Pingueys—                       |       |           |      |          |       |                    |     |
| Young Hyson, ¼-chests, firsts   | 28    | 32        | 38   | 32       | 80    | 40                 |     |
| " " " seconds                   | 16    | 19        | 16   | 19       |       |                    |     |
| " Half-boxes, firsts            | 28    | 32        | 28   | 32       |       |                    |     |
| " " seconds                     | 16    | 19        | 16   | 19       |       |                    |     |
| Japans—                         |       |           |      |          |       |                    |     |
| ¼-chests, finest May pickings   | 38    | 40        | 38   | 40       |       |                    |     |
| Choice                          | 32    | 36        | 33   | 37       |       |                    |     |
| Finest                          | 28    | 30        | 30   | 32       |       |                    |     |
| Fine                            | 25    | 27        | 27   | 30       |       |                    |     |
| Good medium                     | 22    | 24        | 25   | 28       |       |                    |     |
| Medium                          | 19    | 20        | 21   | 23       |       |                    |     |
| Good common                     | 16    | 18        | 18   | 20       |       |                    |     |
| Common                          | 13    | 15        | 15   | 17       |       |                    |     |
| Nagasaki, ¼-chests, Pekoe       | 16    | 22        |      |          |       |                    |     |
| " " Oolong                      | 14    | 15        |      |          |       |                    |     |
| " " Gunpowder                   | 16    | 19        |      |          |       |                    |     |
| " " Siftings                    | 7½    | 11        |      |          |       |                    |     |
| RICE, MACARONI, SAGO, TAPIOCA.  |       |           |      |          |       |                    |     |
| Rice—Standard B.                | 3 00  | 3 10      |      | 8½       | 8 25  | 3 40               |     |
| Patna, per lb.                  | 4 25  | 4 50      | 4½   | 5        | 5     | 6                  |     |
| Japan                           | 4 40  | 4 90      | 5½   | 6        | 5     | 6                  |     |
| Imperial Seeta                  | 4 60  | 4 90      | 4½   | 5½       | 5     | 6                  |     |
| Extra Burmah                    |       |           | 6    | 4½       | 4     | 5                  |     |
| Java, extra                     |       | 5½        | 6    | 6½       | 6     | 7                  |     |
| Macaroni, dom'ic, per lb., bulk |       | 5         | 6    | 7½       |       |                    |     |
| " Imp'd, 1-lb. pkg., French.    | 8     | 12        | 9    | 10       |       |                    |     |
| " " Italian                     | 8     | 10        | 11   | 12½      |       |                    |     |
| Sago                            | 3½    | 4         | 4    | 4½       | 4½    | 5                  |     |
| Tapioca                         | 3½    | 4         | 4½   | 4½       | 4½    | 5                  |     |



It is now time to place your orders for your winter's supply of canned goods and dried fruits. We are now booking orders for delivery in September and October at exceedingly low prices. Our assortment is large and the brands we offer are the best known and most reliable on the market.

**In Canned Goods we have:**

|             |          |                                                  |          |
|-------------|----------|--------------------------------------------------|----------|
| Tomatoes, - | 6 brands | Apples, <sup>3-lbs. and</sup> <sub>gallons</sub> | 2 brands |
| Corn, -     | 6 "      | Strawberries,                                    | 2 "      |
| Wax Beans,  | 4 "      | Pears, -                                         | 5 "      |
| Refugee "   | 4 "      | Pineapples,                                      | 2 "      |
| Peas, -     | 7 "      | Raspberries,                                     | 3 "      |
| Lima Beans, | 1 "      | Peaches, -                                       | 3 "      |
| Beets, -    | 1 "      | Salmon, -                                        | 5 "      |
| Pumpkin, -  | 1 "      | Clams, -                                         | 2 "      |

In dried fruits we can offer special inducements. We expect a first lot on October 1st, another about the 15th and a third one about 1st November. These fruits have been bought at very close figures and we can quote at pretty attractive prices.

**We will have:**

|                  |   |                |   |          |
|------------------|---|----------------|---|----------|
| Valencia Raisins | - | fine off-stalk | - | 3 brands |
| Valencia Raisins | - | selected       | - | 3 brands |
| Valencia Raisins | - | 4-crown layers | - | 3 brands |

Currants in barrels, half-barrels,  $\frac{1}{4}$ -cases and 1-lb. packages.

Shelled Almonds and Walnuts.

Figs in matts and boxes.

Malaga Raisins of all prices.

Almonds, Grenobles and Filbert Nuts.

In short, all and every kind of dried fruits usually sold in a retail grocery.

We guarantee every line of goods offered to be of superior quality and second to none on the market.

We expect about the 15th of October a large consignment of **CANDIED PEELS.**

**Lemon Peel      Orange Peel      Citron Peel**

of the very best brand and choicest quality.

We have a few boxes of 1900 PEELS left on hand and could quote very low prices.

Write and telephone for prices—no trouble to quote.

**LAPORTE, MARTIN & CIE,** Wholesale Grocers,  
MONTREAL.

## THE PROVISION TRADE.

The Markets—Roast Pork on the Fiji Islands—Miscellaneous Notes.

### ROAST PORK ON THE FIJI ISLANDS.

THE following extracts from a description of a meal on the Fiji Islands, from the pen of Col. John F. Hobbs, in *The National Provisioner*, gives an interesting account of a hog roast by the native Fijians:

"While the palaver was going on a large 'royal pig' was brought forth and killed by the simple process of knocking it on the head. I might explain, as it was afterward explained to me, that a 'royal pig' is simply a pig from the king's sty and fattened for the imperial household and for state occasions similar to this one.

"A fire had been built of wood. In two holes, which had been dug, pronged posts were stuck and made secure. A great long skewer pole which evidently had done service on other state occasions, was brought from a house by a big fellow. He opened the pig's mouth and rammed the pole right through him lengthwise and then irreverently cut the animal's tail off. They neither cleaned the pig inside nor outside. The body was then lifted on to the posts and turned from time to time until it was done. Incidentally the hair had also been singed or burnt from the skin. With a long, keen reed spear the supervising or cooking chief would now and again stab the body deep, withdraw the rod and pass it under his nose. This process was kept up until the pig was deemed cooked. Then it was taken down.

"During this whole time and process warriors in fantastic paints girated in various kinds of dances to chants which lent a wierd aspect to the surroundings. This was to impress us. I was sensibly impressed.

"I kept my eye on the pig. Its carcass was hardly on the mat spread for its reception when men began to rip up the skin with shell or flint knives and peel it off from the hindquarters. If the disembowling ever took place I never saw it. I understood that the feet, head and bones were served to the women, the forequarters to the warriors and lesser lights, while the hindquarters or hams were reserved alone for the king, the guests of the crown and the big chiefs of the tribes.

"This curious roast did not eat badly. It had a peculiar flavor; but I've been told that offal sweetens meat when cooked within the animal's body with it.

"The side dishes were beyond me. It was interpreted to me that the bigger glut-ton you made of yourself the greater

pleasure it gave the king; so I put my eye on King Thakambau, my hope in God and sailed in to do my share to make Great Britain and its High Commissioner solid with the Fiji natives. But I don't wish any more Fiji parley feasts in my dietetic experience, and I thoroughly sympathize with Sir Arthur Gordon when he said 'I don't like the Fiji menu.'"

### COLD STORAGE SPACE FOR SALE.

The special committee appointed to look after the St. Lawrence market have recommended that tenders be asked for the lease of the cold storage space in the basement of the new building. It is proposed that the space available, 202,000 cubic feet, be leased for 21 years, and with conditions to the effect that the rates charged do not exceed those ruling elsewhere in Ontario.

### HORSE MEAT IN VIENNA.

According to Carl R. Hurst, Consul-General at Vienna, the high prices of beef, mutton and pork in that city have put this meat out of reach of the poorer classes, and have caused a considerable demand for horse meat. It has been legal to sell horse meat in Vienna since 1854, since which time the sale has steadily grown, until last year 25,646 horses were slaughtered for food.

The price of horse meat ranges, per lb. of fore quarter, from 5 to 8c.; hind quarter, 6 to 9c.; choice cuts for steak and roast, from 5 to 11c.; the same cuts in beef averaging from 20 to 24c. per lb. The horse meat is also worked up into sausages, and, as such, sells at correspondingly low prices. Butchers and restauraners selling horse meat must have a conspicuous sign announcing the fact.

The regulations as to the proper condition of the horses slaughtered are very stringent and carefully enforced. The special inspectors appointed are, in the main, veterinary surgeons, and those intrusted with the microscopical examination of the meat must be able to show a certificate of having graduated from a course of study in this line at a veterinary or similar institution, and are sworn to the faithful performance of their duties.

### THE PROVISION MARKETS.

#### TORONTO.

All dressed meats hold firm in tone, as the supply is moderate and the demand improving. We quote: Dressed hogs, \$9.40 to \$9.80 per cwt.; mutton, \$5.50 to

\$6 per cwt.; lambs, 6½ to 7½c. per lb.; beef carcasses, \$7.25 per cwt. for best and \$6 to \$7 for mediums; hind quarters, 8c. for best; fore quarters, 4½ to 5½c. for best; calves, \$8.50 for best and \$6 to \$7 for mediums.

The market for pork products continues active, and prices continue to stiffen. Breakfast bacon and rolls are ½c. higher. We quote: Long clear bacon, 11½ to 12c. Smoked meats: Breakfast bacon, 15c.; rolls, 12½c.; small hams, 14c.; medium hams, 14c.; large hams, 13c.; shoulder hams, 12c.; backs, 15c. Barrel pork—Canadian heavy mess, \$20.50; Canadian short cut, \$22. Lard—Tierces, 11½c.; tubs, 11¼c.; pails, 12c.

#### MONTREAL.

The market is still very firm. Cottolene has been advanced ¼c., and American pork is also 25c. higher. We quote as follows: Heavy Canadian short cut mess pork, \$22.50; Chicago clear pork, \$25.00 for heavy and \$24.50 for medium; selected heavy short cut mess pork, boneless, \$22.50 to \$23.00; hams, 13c.; bacon, 15c.; lard, pure Canadian, \$2.40 to \$2.45; per pail; refined lard compound (Fairbank's), \$2.01 for 1 to 24 pails; \$2.00 for 25 to 49 pails; \$1.98 for 50 pails and over; Snow White and Globe compound, \$1.65 per pail; Cottolene, 9¾c. per lb. in tierces, 10¾c. in 26-lb. pails, and 10½c. in 50-lb. boxes, for Quebec.

#### ST. JOHN, N. B.

Barrelled pork continues to climb. Barrelled beef is higher, and is very firm, and still higher prices expected. Lard is very high, as are smoked meats. Compound lard has quite a free sale.

## EGGS, BUTTER, CHEESE, ETC.

### CONSIGNMENTS SOLICITED.

Write us when you have Eggs and Butter to offer. Cases supplied.

The J. A. McLean Produce Co., Limited,  
77 Colborne St., TORONTO.

Established 1873.

Pork Packers, Commission Merchants,  
Buyers and Exporters of

Eggs, Butter,  
Cheese, Poultry.

D. GUNN, BROTHERS & CO.  
76-78-80 Front St. E. - TORONTO.



BUY THE BEST AND DO IT  
NOW.

**REGISTERED**  
*Bow Park*  
**BRANDS**

## SWEET PICKLES

**ALWAYS LEAD.**

PREPARED BY

**Shuttleworth & Harris,**  
BRANTFORD, ONT.

The demand for

**REGISTERED**  
*Bow Park*  
**BRAND**  
**HAMS**

is growing every day, and we think it will pay you to handle them.

Your customers will enjoy them and you will be pleased to sell them, as they are the best in any line of goods.

**The Brantford Packing Co.**  
LIMITED  
BRANTFORD, ONT.

**O**CTOBER and the coming of cold weather remind us of the arrival of that time of the year when Sausages and other Fresh Pork Products are considered to be in season. These are now considered to be among the essentials of the up-to-date grocer's stock. They go to increase his trade, and they show a good profit.

We beg to remind the trade that we supply all kinds of fresh

**Sausages, Pork Pies,  
Brawn, Potted Tongues,**

etc. We guarantee them to be made of good Canadian Pork, seasoned with pure spices, and put up with the greatest care.

Our trade for these lines has largely increased during the past few years, and they have met with great favor from the buying public. We shall be glad to furnish you with complete list and prices.

**F. W. FEARMAN CO.,**

Pork Packers and  
Lard Refiners,

Limited

Hamilton, Ont.

**THE CANADIAN PACKING CO.**  
LONDON, ONT.

WE SELL  LARD  
BACON, HAMS  
CANNED MEATS

GUARANTEED CHOICE AND PURE.  
**GOLD MEDAL, PARIS 1900.**  
Please order goods through your wholesale house

**TO MAKE GOOD COCOA.**

One. Advise your customers to start with a pure cocoa of undoubted quality and excellence of manufacture, and which bears the name of a respectable firm. This point is important, for there are many cocoas on the market which have been doctored, either by the addition of alkali, starch, malt, kola, hops, etc. The treatment of kola with alkali, is to render it more miscible with water; and therefore a cocoa which seems to dissolve very freely in water should be regarded with suspicion. If the cocoa thickens very much in the cup, even though a small quantity is used, it probably points to an addition of starch which lowers the nutritive value of the leverage. The addition of other constituents is unnecessary and have no good effect, but, on the contrary, may be positively harmful.

Two. With a little warm water or milk, thoroughly reduce the powder to a fine, thin batter, carefully crushing down all lumps.

Three. Pour on boiling water as quickly as possible, stirring rapidly. It is necessary that the water should be really boiling; if just below the boiling point a perfect mixture is not obtainable. If milk be employed, it should also be at a boiling point.

Cocoa prepared in this way forms, with water or milk, a perfect mixture, and leaves no sediment in the cup. It is a good plan to stir the contents of the cup now and again between the intervals of drinking.

If cocoa is to be prepared in large quantities for catering, the best plan is to bring the water to the boil, and then gradually add the powder to the boiling water, constantly stirring.—Caterer's Gazette, London.

**QUALITY IN WOODENWARE.**

"Quality counts in Woodenware," said a representative of Boeckh Bros. & Co., Toronto, the other day. "We have often lost orders because we were unable to meet the quotations of some United States house, but we never lose a customer on this account. One, or at the most two, experiences with inferior goods is sufficient. This letter, from one of our travellers, is a fair instance. The concern he refers to is one of the largest pork packers in Western Ontario.

"Read this: 'They have as you will see, placed an order for another car with me. They had received a car of United States pails last week, and he, without looking at them, wrote you in the way he did. After examining them with me to-day he acknowledged making a mistake in buying them, and was quite satisfied to place an order for another car with me.' That has happened time and again, and I think there is good ground for saying quality counts in woodenware."

**THE COWAN CO., Limited, TORONTO**

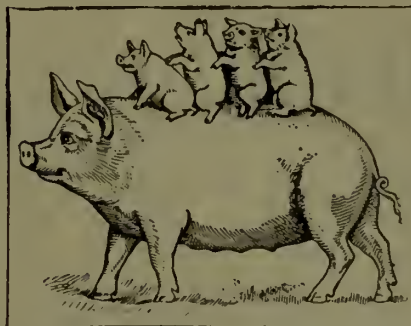
MANUFACTURERS OF CHOICEST

**Coatings for Confectioners**

DARK CHOCOLATES ARE

**O. K., Beaver, Black Pearl, and Ebony**

LIGHT CHOCOLATES ARE

**Triumph, Pearl and Empress****THESE GOODS EITHER WITH OR WITHOUT VANILLA.****LARD**

that is

**— PURE****IS LARD THAT SELLS.**

And the progressive grocer will handle nothing else.

Order from us and **quality** and **purity** is guaranteed, and your customers will appreciate your efforts to secure for them the best article on the market.

**THE FARMERS' CO-OPERATIVE PACKING CO.****OF BRANTFORD, LIMITED.**

From 3-lb. Tins up.

Write for Price Lists.

**Our Brands Give Satisfaction.****SUGAR-CURED HAMS,****BONELESS BREAKFAST BACON,****ROLL BACON, PURE LARD****Hot Weather Specials****READY FOR LUNCHEON:**

**BOILED PORK HAMS,  
LUNCH BEEF,  
BOLOGNA SAUSAGE,**

**BOILED BEEF HAMS,  
HAM, CHICKEN and TONGUE  
SAUSAGE.**

**The Park, Blackwell Co., Limited****Packers and Exporters,****TORONTO, CANADA.**

London Agents: Messrs. Miller Bros.  
16 Tooley St.

Liverpool Agents: Messrs. W. P. Sinclair & Co.  
12 North John St.



Subscribers wanting goods or special quotations on anything anywhere in Canada at any time, can get them by mail or wire by corresponding with THE CANADIAN GROCER, Toronto or Montreal.

IT doesn't matter whether it is a case of  
TOO FAT or TOO THIN  
Bread, Cakes, etc., made from

## "SUPERIOR GLUTEN FLOUR"

Will restore nature to its normal condition

Samples and prices on application to

**E. A. SHOEBOOTHAM**  
CANADIAN AGENT,

St. James' Park, LONDON, Canada.



ESTABLISHED 1869

## Geo. Stanway & Co.

Brokers and  
General Commission Merchants

Teas, Sugars, Molasses, 46 Front St. East,  
Canned Goods TORONTO

Correspondence Solicited.

## ROCK SALT FOR HORSES and CATTLE.



TORONTO SALT WORKS, Toronto, Ont.

NEW EXTRA CHOICE

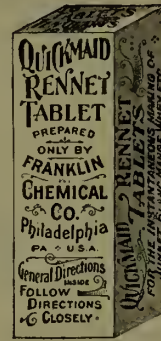
## SULTANAS

Bright, bold fruit now in store.

**WARREN BROS. & CO.**

TORONTO.

## QUICKMAID RENNET TABLETS



Make delicious desserts in ten minutes.

A book of recipes goes with each package.

The most reliable Rennet Tablets on the market. For sale by all wholesalers.

Retail at  
10 Tablets for 10 Cents.

## SLEE, SLEE & CO.,

Limited

Tower Bridge Brewery,  
LONDON, ENG.

FOR  
English Malt  
Vinegars.

Ontario Agents

John W. Bickle & Greening.  
HAMILTON AND TORONTO.

From whom Samples and Prices can be obtained.

Rotary  
Smoked Beef Shaver  
with Patented  
Self-Sharpening Device



No. 125, 2 Blades, \$18.00  
No. 129, 1 Blade, 18.00

Self-Priming and  
Measuring Pump



No. 97, \$5.50

Auger for above Pump



No. 97, 60 cents

## "ENTERPRISE"

*Rapid Grinding and Pulverizing Mill*

*Fitted with General Electric Co's. 1/2 H. P. Motor*

The Machine is self-contained and is ready for connection to feed wire as shipped from factory

Will be furnished with Motor suitable for all conditions as to Current, Voltage, etc.

### GRINDING CAPACITY

FAST SPEED

Granulating 3 pounds of Coffee per minute

SLOW SPEED

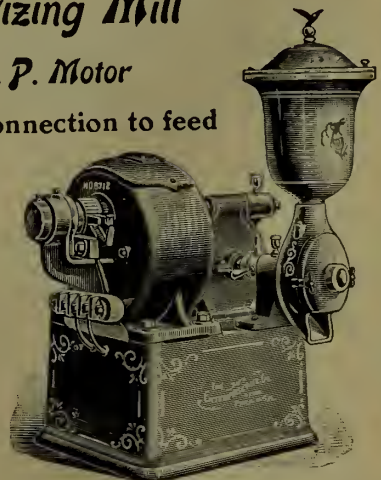
Granulating 2 pounds of Coffee per minute

Pulverizing 1-2 pound of Coffee per minute

Can be regulated for Fine or Coarse Grinding while Mill is running

Pulverizing Grinders furnished only when so ordered

Illustrated Catalogue Mailed FREE. Order from your Jobber



No. 8712

Height, 30 inches. Width, 18 inches.  
Length, 22 inches. Weight, 250 lbs.

Capacity of Iron Hopper  
4 lbs. of Coffee

PRICE ON APPLICATION

*The Enterprise Manufacturing Co. of Pa.*

*Philadelphia, Pa., U. S. A.*



## BUSINESS CHANGES.

## DIFFICULTIES, ASSIGNMENTS COMPROMISES.

**B.** LEVESQUE, general merchant, Chicoutimi, Que., has assigned, and V. E. Paradis has been appointed provisional guardian.

John Owens, grocer, Fredericton, N.B., has suspended.

Robert Law, baker, Hamilton, Ont., has assigned to James Dunlop.

G. W. Doxsee, grocer, Toronto, has assigned to H. P. Clancy.

John McAllister, grocer, Newcastle, N.B., has assigned to the sheriff.

Assignment has been demanded of Oscar Ducharme, grocer, Magog, Que.

The creditors of B. Bowring, general merchant, Sydney, N.S., are to meet.

Porier, Fidele & Son, general merchants, Shediac, N.B., are asking an extension.

A. Desmarteau has been appointed curator of Albert Plante, grocer, Valleyfield, Que.

The sheriff is in possession of the business of John Dunlop, general merchant, Lillooet, B. C.

Frchette & Frere, general merchants, East Angus, Que., have effected a compromise.

W. Jell, grocer, Preston, Ont., has assigned, and a meeting of his creditors has been called.

A meeting of the creditors of G. A. Labelle, general merchant, Masham Mills, Que., has been called.

The creditors of J. Ouellet, general merchant, Chicoutimi, Que., will meet to appoint a curator to-morrow (Saturday).

Byron Hines, general merchant, East Pubnico, N.S., has assigned to J. Horton, Yarmouth, N.S., and a meeting of his creditors will beheld to day (Friday).

## PARTNERSHIPS FORMED AND DISSOLVED.

Le Feuvre & Co., grocers, Nanaimo, B.C., have dissolved. M. A. Camp retires.

G. C. and J. W. DeWolfe have registered under the style of G. C. DeWolfe & Sons, grocers, Dartmouth, N.S.

Smith & Tilton, commission flour dealers, etc., St. John, N.B., have dissolved, each continuing in his own name.

## SALES MADE AND PENDING.

The assets of Jeremie Dion, grocer, Montreal, are to be sold on October 8.

J. W. Robinson, general merchant, Rockwood, Ont., is offering his business for sale.

The assets of A. Dumesnil, general merchant, Cascades Point, Que., have been sold.

The stock of J. M. Mickle, general merchant, Cardinal, Ont., is advertised for sale by tender.

The stock of Barbara C. Morlock, grocer,

etc., Hespeler, Ont., is advertised for sale by tender.

Thomas Davis, grocer, Winnipeg, is advertising his business for sale.

D. H. Booth, grocer, etc., Norwood, Ont., is advertising his business for sale.

The assets of Dionne & Cie, general merchants, St. Moise, Que., have been sold.

The stock of the estate of Jacob Rosen, general merchant, Selkirk, N.W.T., is to be sold by auction.

The stock of the estate of Alex. Cowan, general merchant, Kingsville, Ont., has been sold to Emily Allworth at 62c. on the dollar.

## CHANGES.

Thomas Foxcroft, grocer, Winnipeg, has sold out.

Alfred Gould, confectioner, Buctouche, N.B., has removed to Shediac.

J. E. Matthews, confectioner, etc., Acton, Ont., has sold out to Mrs. Anna Maddock.

Keeler & Constance, general merchants, Mount Sicker, B.C., have sold out to M. V. Finch.

H. R. Bennett & Co. have bought out J. D. McKerrall, grocer, Chatham, N.B., and will continue the business in the present stand.

The general business of the estate of P. Lamphier, Grahamsville, Ont., has been sold to Mr. Steel, who took possession on Tuesday.

## FIRES.

Monteith Bros., grocers, London, have suffered loss by fire; insured.

The stock of S. Marsolais, grocer, Montreal, has been damaged by fire and water.

## DEATHS.

S. E. Peters, provision dealer, Port Morien, N.S., is dead.

Geo. Cunningham, of Cunningham & Curran, flour dealers, etc., Halifax, N.S., is dead.

## PROFITABLE AND UNPROFITABLE GOODS.

Why should a grocer carry in stock unprofitable goods? In order to get the trade on the profitable goods, of course. How pat the answer comes. But all grocers don't have to do it. Here's a Boston dealer, mentioned by Grocer's Magazine, who sells fancy fruits and vegetables, fresh meat and game, cheese (he sells 35 or 40 kinds), butter, eggs, canned goods, tea and coffee in packages, but no flour or sugar. In short, he sells only profitable goods, no doubt looking so carefully after quality that people gladly patronize him, while they have to be coaxed to the stores of the ordinary grocers.—New York Merchants' Review.

*Enterprise*  
RENOVATOR.

The perfect carpet and clothes cleaner.

Grocers: Send for special offer.

ENTERPRISE SPECIALTY CO.,  
83 Bay Street, TORONTO.

IF NOT,  
WHY NOT?

If not selling

**N. & B.  
Jelly Powder**

Why not? It is the best on the market. Gives a good profit, and is always right.

♦♦

NICHOLSON & BROCK,  
TORONTO.

**ROSS'**  
THIS FIGURE ON EVERY PACKAGE  
  
**High Grade**  
**TEA**

Ross' High-Grade Ceylon Tea is for sale in over 600 stores in the City of Toronto alone, and we have only been in business a year.

Not a package has been placed on consignment, every sale has been genuine.

No other package tea accomplished in three years what we have in one in Toronto.

The reason is plain: the people will have a good article.

THE ROSS TEA CO., - - TORONTO.



# CEYLON AND INDIA TEA

## BLACK

The merit of the **Black Teas** has established them high in popular estimation. They are drunk wherever the English language is spoken. They follow the flag and drive out less meritorious growths.

## OR

But some consumers are wedded to light drawing kinds, with pale liquor and without the full body and richness of the black kinds.

## GREEN

The **Green Teas** of Ceylon and India are made expressly for this trade. In Make, Quality and Price they challenge comparison with other growths.

They are grown, prepared and packed with the same skill by the British Planters who have revolutionized the black tea trade.

They have caught on in Canada and are no longer in the experimental stage. Try them.

## HOW BEST TO GET FOREIGN MARKETS.

THE following letter has been received by Mr. George H. Hees, Toronto, chairman of the Tariff Committee of the Canadian Manufacturers' Association, from J. S. Larke, commercial agent for Canada in Australia, in reply to a communication of Mr. Hees, touching on Canadian trade with that colony :

"Dear Mr. Hees,—Your views are mine, and long since were mine. Some time ago I turned up a paper written in 1890 for the late Sir John A. Macdonald. I therein took the ground that the future of Canadian manufacturers would largely depend upon seeking markets abroad. My idea was to apply to manufacturers a modification of the policy which I had suggested years before in respect to our dairy industry. There is no question that it has developed our cheese and butter productions. The constant visits of Professor Robertson to Great Britain and his return to meet Canadian producers have cost something, but they have abundantly repaid the outlay. General manufactures are more complex than butter and cheese making, and no man can be expert in all lines, but Canadian industrial development has reached the stage that it is not necessary so much to tell our people how to make. Nor has it reached the stage that the chief need is to show what to make. The principal concern is to ascertain what lines Canadians are making that can be sold abroad, and to point out how best to get the market. Hence the need that the Canadian agent abroad should be in touch with Canadian manufacturing progress, and he can only learn well by personal sight.

"Canada has found out that it is profitable to export cattle rather than wheat, and butter and cheese rather than cattle ; mainly because there is more labor and less waste of our natural resources in cattle than in wheat and to a greater extent in butter and cheese. It is still more so in the export of manufactures. No one ought to be more interested in that export than the Canadian farmer, for thereby he is able to reach markets which otherwise would be closed to him. No Ontario farmer thinks of sending butter or mutton or wool to Australia, yet every thousand dollars' worth of goods sent here when reduced to their elements, mainly, is made up of butter, mutton and wool and the other productions of the Canadian farmer sold directly and indirectly to the mechanics and the capitalists who made them. It seems to me that it is to the highest interest of Canada that reasonable aid should be given to Canadian manufacturers to secure an export trade.

"It is not enough to get it : It must be held afterwards. A glance at our returns will show how fluctuating has been our trade with countries which were good markets for our goods. Take Australia for instance. In 1876 our exports were \$185,610. The next year an effort was made to extend the trade, and in a few years it reached the sum of \$661,208. It then declined until 1894. When the Government renewed its work it had fallen to \$288,352, composed, if I recollect aright, chiefly of fish and timber. It is many times that now, and though our sales of both fish and timber have increased, they form but a limited percentage of the trade. What is needed is continuity of effort."

## THE SONG OF THE PRUNE.

There's a murmur from the Coast  
Like the rumble of a host,  
There's a patter and a clatter from  
the dune,  
And the burden of the roar,  
As it swells from off the shore  
Is the boasting and the toasting of  
the prune !

Let potatoes all go hide,  
And tomatoes journey wide,  
They're not in it for a minute with  
the prune ;  
Prunes are fine and prunes are cheap—  
You can put away a heap ;  
Sick or healthy, poor or wealthy,  
they're a boon.

Oh, they say the crop is great  
In the far off Golden State—  
Oh, we'll know it when they show  
it very soon ;  
For each car that carries freight  
Rumbles eastward from the Gate,  
And it groaneth and it moaneth  
neath the prune !  
—Cleveland Plaindealer.

## FRENCH SUGAR BOUNTIES.

The French Government have published a decree fixing the rates of the direct bounties on sugar : French native or colonial sugars (raw crystals), testing 98 per cent., 1 fr. 78c. per 100 kilos of refined sugar ; raw sugar, testing from 65 to 98 per cent., 1 fr. 56c. Other classes or qualities are also benefitted in proportion. It will be seen there may be some encouragement for the lower classes of sugar, owing to the long range of qualities over which one rate of bounty operates. The above, according to an exchange, appears to be only the export bounty, the bounty on production presumably remaining the same as ever.

## AGENT FOR SCALES WANTED.

THE CANADIAN GROCER is advised by a correspondent in the United States that a scale and cash register concern of some proportions is prepared to establish an agency in Canada and is looking for an energetic man to appoint as representative. Any letters in the nature of applications that come to us will be forwarded.

## "THE COUNTRY IS ALL RIGHT."

Mr. J. J. Roberts, Winnipeg, representative of THE CANADIAN GROCER in that part of the country, was in Toronto last week. He reported that trade conditions and business methods were gradually improving in the West. "Our population is increasing," he said, "but we want more. The country is all right. We have a great country."

POPULARITY

is the proof of merit, and no brand has ever achieved popularity so quickly as

"BOBS"

CHEWING TOBACCO

In 5 and 10c. Plugs.

BOBS costs you only 36 cents,  
and pays a good profit.

BOBS is well advertised.

BOBS is selling well in almost  
every store from the Atlantic  
to the Pacific.BOBS is A BIG PLUG FOR  
LITTLE MONEY

Made by

THE EMPIRE TOBACCO CO.,  
LIMITED  
MONTREAL, QUE.



CANADIAN ADVERTISING is best done by THE  
E. DESBARATS ADVERTISING AGENCY  
MONTREAL

Mediterranean Fruits  
Annulated and Raw Sugars  
Molasses and Syrups, Glucose, Etc.

Excelsior Macaroni  
White Castile Soap

C. A. CHOUILLOU & CIE.  
14 Place Royale (Customs House Sq.) MONTREAL.

**"Chief Keokuk"**

Pickles and Condiments.

**"Montrose"**

Tomatoes, Peas and Vegetables.

SOLD ON THEIR MERITS.

**KEOKUK PICKLE CO.**

KEOKUK, IOWA, U.S.A.



## CLOTHES PINS...

Selected and full count, in  
packages of 4 doz.—6 doz.  
—12 each to a case.

This makes a very attractive  
shelf display line. Also in  
cases of 5 gross, large and  
small sizes. Ask for quotations.

**BOECKH BROS. & COMPANY,  
TORONTO.**

Manufactured by  
**WM. CANE & SONS MFG. CO**  
NEWMARKET. Limited,

**Hugh Walker & Son,** Wholesale Fruit Importers, **Guelph, Ont.**

- DIRECT IMPORTERS OF -

## Fancy and Domestic Fruits.

OUR SPECIALTIES

Fancy Oranges, Lemons, Malaga Grapes, Cape Cod Cranberries.

Special Attention to Mail and Telephone Orders.

**GRIMBLE'S** English Malt  
Six GOLD Medals **VINEGAR**

**GRIMBLE & CO., Limited, London, N.W., Eng.**



## "CAPSTAN" BRAND

Package and Bulk **MINCE MEAT.**

**PACKAGES**— $\frac{1}{4}$  gross in case.

**BULK**— $\frac{1}{4}$  pails, 6 in crate.

60 lb. **TUBS**

100 lb. "

25 lb. **PAILS**

75 lb. **TUBS**

500 lb. **BARRELS.**

Sold by all wholesale grocers.

Sole Manufacturers—

**The Capstan Mfg. Co., - Toronto.**



## WORK — CASH.

You save both by handling  
**Dwight's "Cow Brand" Baking  
Soda**, which is handsomely packed,  
ready to hand to a customer. No  
measuring, bagging, weighing, or tying,  
and you make more profit on a package  
than on a pound of bulk soda.

**JOHN DWIGHT & CO.,  
34 Yonge St., TORONTO.**

Agencies in all leading centres.



## LICORICE..

We manufacture everything in the Licorice line carried by the Gro-  
cery, Drug and Confectionery trades. We might mention—Y. & S. Stick  
Licorice, plain and corrugated; Acme Licorice Pellets; Y. & S. Licorice  
Lozenges, in cans or glass jars; A B C Blocks; Purity & Dulce Brand one  
cent sticks; Bundled Licorice Root; Small Cigars, 300 to box, etc. In PLI-  
ABLE LICORICE, Triple Tunnel Tubes, Mint Puff-Straps, Navy Plugs and  
Golf-Sticks 100 to box; Blow Pipes 200 and 300 to box; Manhattan  
Wafers, 2  $\frac{1}{2}$  lb. boxes; Curved Stem Pipes, 200 to box. Write for illustrated  
catalogue.

**YOUNG & SMYLLIE**

Established 1845.

BROOKLYN, N.Y.

|                                                           |      |
|-----------------------------------------------------------|------|
| Clothes Pins (full count), 5 gross in case, per case..... | 0 55 |
| 4 doz. packages 12 to a case).....                        | 0 70 |
| 6 doz. packages (12 to a case). ....                      | 0 90 |



# Edwardsburg Silver Gloss Starch.

Your idea may be that all starch is starch and that your customers won't detect even a slight difference in quality. You may think that because there is a cent or two extra profit on "Mushroom" brands (that come and go), you can retain the confidence of your trade—it doesn't pay to trifle with the confidence that a customer has in you and your goods.

Edwardsburg Silver Gloss Starch is as staple as flour. In the name there is the fame of nearly half a century. In the making there is the skill of long experience combined with honesty of purpose and unequalled manufacturing facilities. Edwardsburg Silver Gloss Starch represents the highest type of perfection there is or can be in starch. Kegs of 100-lbs.—handsome enamelled horse-shoe tins holding 6-lbs.—handsome 1-lb. packages that give a touch of life and color and "go" to a grocer's shelves.

## Edwardsburg Starch Co'y, Limited Established 1858.

164 St. James Street,  
Montreal.

Works,  
Cardinal, Ont.

53 Front Street East,  
Toronto.

# DUNN'S PURE MUSTARDS

GIVE UNBOUNDED SATISFACTION.

The reason is—They are profitable to dealers and satisfying to consumers.

### COUPON BOOKS—ALLISON'S.

|                                           | \$2, \$3, \$5, \$10 and \$20 books. | Un-<br>num-<br>bered. | Covers and<br>Coupons<br>numbered. |
|-------------------------------------------|-------------------------------------|-----------------------|------------------------------------|
| 50 books, one kind or as-<br>sorted.....  | \$1 50                              | \$1 75                |                                    |
| 100 books, one kind or<br>assorted.....   | 2 50                                | 3 00                  |                                    |
| 500 books, one kind or<br>assorted.....   | 11 50                               | 14 00                 |                                    |
| 1,000 books, one kind or<br>assorted..... | 20 00                               | 25 00                 |                                    |

### Allison's Coupon Pass Book.

|                   |               |
|-------------------|---------------|
| \$1 00 books..... | 2 cents each  |
| 2 00 books.....   | 2 cents each  |
| 3 00 books.....   | 2 cents each  |
| 5 00 books.....   | 2½ cents each |
| 10 00 books.....  | 3 cents each  |
| 15 00 books.....  | 3½ cents each |
| 20 00 books.....  | 4 cents each  |
| 25 00 books.....  | 5 cents each  |
| 50 00 books.....  | 8 cents each  |

### EXTRACTS.

#### HENRI JONAS & Co. Per gross.

|                                  |        |
|----------------------------------|--------|
| 1 oz. London Extracts.....       | \$5 00 |
| 1 oz. " " (no corkscrews).....   | 5 50   |
| 2 oz. " ".....                   | 9 00   |
| 2 oz. Spruce essence.....        | 6 00   |
| 2 oz. " ".....                   | 9 00   |
| 2 oz. Anchor extracts.....       | 12 00  |
| 4 oz. " ".....                   | 21 00  |
| 8 oz. " ".....                   | 36 00  |
| 1 lb. " ".....                   | 70 00  |
| 1 oz. Flc+ ".....                | 9 00   |
| 2 oz. Flat, bottle extracts..... | 18 00  |
| 2 oz. Square ".....              | 21 00  |
| 4 oz. " " (corked).....          | 36 00  |
| 8 oz. " ".....                   | 72 00  |

### Per doz.

|                                         |      |
|-----------------------------------------|------|
| 8 oz. " glass stop extracts.....        | 3 50 |
| 8 oz. " ".....                          | 7 00 |
| 2½ oz. Round quintessence extracts..... | 2 00 |
| 4 oz. Jockey decanters.....             | 3 50 |

### FOOD.

|                                          |      |
|------------------------------------------|------|
| Robinson's Patent Barley ½ lb. tins..... | 1 25 |
| " " 1 lb. tins.....                      | 2 25 |
| " " Groats, ½ lb. tins.....              | 1 25 |
| " " 1 lb. tins.....                      | 2 25 |

### GILLET'S POWDERED LYE.

|                     |        |
|---------------------|--------|
| 4 doz. in case..... | \$3 60 |
|---------------------|--------|

### JAMS AND JELLIES

#### SOUTHWELL'S GOODS. per doz.

Frank Magor & Co., Agents.

|                            |      |
|----------------------------|------|
| Orange Marmalade.....      | 1 50 |
| Clear Jelly Marmalade..... | 1 80 |
| Strawberry W. F. Jam.....  | 2 00 |
| Raspberry " ".....         | 1 75 |
| Apricot " ".....           | 1 85 |
| Black Currant " ".....     | 1 80 |
| Other Jams, W. F.....      | 1 55 |
| Red Currant Jelly.....     | 2 75 |

#### Jams—T. UPTON & CO.

|                                                |        |
|------------------------------------------------|--------|
| 1-lb. glass jars 2 doz. in case, per doz.....  | \$1 00 |
| 5-lb. tin pails, 8 pails in orate, per lb..... | 0 06¾  |
| 7-lb. wood pails, 6 ".....                     | 0 06¾  |
| 14-lb. wood pails, per lb.....                 | 0 06¾  |
| 30-lb. " ".....                                | 0 06¾  |

#### Jellies—

|                                |        |
|--------------------------------|--------|
| 1-lb. glass jars, per doz..... | \$1 00 |
| 7-lb. wood pails, per lb.....  | 0 06¾  |
| 14-lb. " ".....                | 0 06¾  |
| 30-lb. " ".....                | 0 06¾  |

### KNIFE POLISH.

Nixey's "Cervus" 6d. and 1s. tins  
For price list and sliding scale apply W. G.  
Nixey 12 Soho Sq. London, Eng.

### LICORICE.

#### YOUNG & SMYTH'S LIST.

|                                                            |        |
|------------------------------------------------------------|--------|
| 5-lb. boxes, wood or paper, per lb.....                    | \$0 40 |
| Fancy boxes (36 or 50 sticks) per box.....                 | 1 25   |
| " Ringed" 5 lb. boxes, per lb.....                         | 0 40   |
| " Acme" Pellets, 5 lb. cans, per can.....                  | 2 00   |
| " Acme" Pellets, fancy boxes (40)<br>per box.....          | 1 50   |
| Tar, Licorice and Tolu Wafers, 5 lb.<br>cans, per can..... | 2 00   |
| Licorice Lozenges, 5 lb. glass jars.....                   | 1 75   |
| " 20 5 lb. cans.....                                       | 1 50   |
| " Purley" Licorice 10 sticks.....                          | 1 45   |
| " " 100 sticks.....                                        | 0 75   |
| Dulce, large cent sticks, 100 in box.....                  |        |

### MUSTARD.

#### COLMAN'S OR KEEN'S.

|                                    |        |
|------------------------------------|--------|
| D. S. F., ¼ lb. tins, per doz..... | \$1 40 |
| " ½ lb. tins, ".....               | 2 50   |
| " 1 lb. ".....                     | 5 00   |
| Durham, 4 lb. jars, per jar.....   | 0 75   |
| " 1 lb. ".....                     | 0 25   |
| F. D., ¼ lb. tins, per doz.....    | 0 85   |
| " ½ lb. tins.....                  | 1 45   |

### JONAS' FRENCH MUSTARDS

#### HENRI JONAS & Co. Per gross,

|                       |        |
|-----------------------|--------|
| Pony size.....        | \$7 50 |
| Imperial, medium..... | 9 00   |
| Imperial, large.....  | 12 00  |
| Tumblers.....         | 12 00  |

### Per gross

|                 |       |
|-----------------|-------|
| Mugs.....       | 13 20 |
| Pint jars.....  | 18 00 |
| Quart jars..... | 24 00 |

### MATCHES.

|                                       |        |
|---------------------------------------|--------|
| Eddy's Telegraph, 5-case lots.....    | \$1 00 |
| " single cases.....                   | 4 20   |
| Telephone, 5-case lots.....           | 3 90   |
| " single cases.....                   | 4 10   |
| Eagle Parlors, 200s, 5-case lots..... | 1 60   |
| " single cases.....                   | 1 70   |
| " 100s, 5-case lots.....              | 1 80   |
| " single cases.....                   | 1 90   |
| Victoria Parlors, 5-case lots.....    | 2 90   |
| " single cases.....                   | 3 00   |

### MINCE MEAT.

|                                         |         |
|-----------------------------------------|---------|
| Wetley's Condensed, per gross, net..... | \$12 00 |
| " per case of doz., net.....            | 3 00    |

### ORANGE MARMALADE.

#### T. UPTON & CO.

|                                       |        |
|---------------------------------------|--------|
| 1-lb. glass 2 doz. case, per doz..... | \$1 00 |
| 7-lb. pails and 5 and 7 lb. tins..... | 0 07   |

### PICKLES.

#### STEPHENS'.

|                                       |      |
|---------------------------------------|------|
| A. P. Tippet & Co., Agents.           |      |
| Patent stoppers (pints), per doz..... | 2 30 |
| Corked pints, ".....                  | 1 90 |



## SODA.—COW BRAND



Case of 1 lbs. con-  
taining 60 pkgs.,  
per box, \$3.00.  
Case of 1/2 lbs. con-  
taining 120 pkgs.,  
per box, \$3.00.  
Case of 1 lb. and 1/2  
lbs. (containing 30  
1 lbs. and 60 1/2 lb.  
packages) per box, \$3.00.  
Case of 50. pkgs (containing 36 pkgs) per  
box \$3.00.

## SOAP



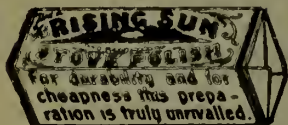
A. P. TIERNEY & CO.,  
AGENTS  
Maypole Soap, colors  
per gross, \$10.20.  
Black  
per gross, \$15.30.  
Olefin Soap, per gross  
\$10.20

Gloriola Soap, per gross, 12 00  
Straw Hat Polish, per gross, 10 20

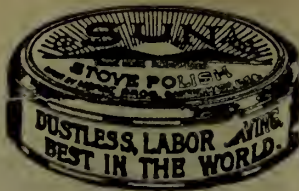
## STOVE POLISH.



No. 4-3 dozen in case, per gross 4 80  
" 8-3 dozen in case " " 8 40



Per gross  
Rising Sun 8-oz. cakes, 1/2 gross box \$8 50  
Rising Sun, 3-oz. cakes, gross box 4 50  
Sun Paste, 10c. size, 1/2 gross boxes 10 00  
Sun Paste, 5c. size, 1/2 gross boxes 5 00



## STARCH.

EDWARDSBURG STARCH CO., LTD.

Laundry Starches— per lb.  
No. 1 White or Blue, 4-lb. cartons 0 66  
No. 1 " 3-lb. " 0 06  
Canada Laundry " 0 05  
Silver Gloss, 6-lb. draw-lid boxes 0 07 1/2  
Silver Gloss, 6-lb. tin canisters " 0 07 1/2  
Edwardsburg Silver Gloss, 1-lb. pkg. 0 07 1/2  
Kegs Silver Gloss, large crystal 0 07 1/2  
Benson's Satin, 1-lb. cartons " 0 08 1/2  
No. 1 White, bbis. and kegs " 0 05 1/2  
Benson's Enamel, per box " 3 00

Culinary Starch—  
Benson & Co.'s Prep. Corn " 0 01 3/4  
Canada Pure Corn " 0 05 1/4  
Rice Starch—  
Edwardsburg No. 1 white, 1-lb. cart 0 01 3/4  
Edwardsburg No. 1 White or 0 08 1/4  
Blue, 4-lb. lumps " 0 08 1/4

KINGSFORD'S OSWEGO STARCH



SILVER 40-lb. boxes, 1-lb. pkgs. 0 08 1/4  
GLOSS 6-lb. boxes, sliding cover 0 08  
(12-lb. boxes each cover) 0 08  
PURE 40-lb. boxes 1-lb. pack " 0 07  
" 48-lb. " 18 3-lb. boxes 0 07  
For puddings, custards, etc.  
OSWEGO 40-lb. boxes, 1-lb. 0 07 1/4  
CORN STARCH, " packages " 0 07 1/4  
ONTARIO 38-lb. to 45-lb. boxes, 0 08  
STAROH " 8 bundles " 0 08  
STAROH IN Silver Gloss " 0 07 1/2  
BARRELS Pure " 0 13 1/2

BEE STARCH.  
Cases, 64 pkgs. 48's \$5.00  
1/2 Cases, 32 pkgs. 24's 2.50  
Packages 10c. each.

BRANTFORD STARCH WORKS, LIMITED.

Ontario and Quebec.

Laundry Starches—  
Canada Laundry, boxes of 40 lbs. \$0 65  
Acme Gloss Starch—  
1-lb. cartons, boxes of 40 lbs. " 0 05 1/4  
Finest Quality White Laundry—  
3-lb. Canisters, cases of 48 lbs. " 0 06  
4-lb. " " " 0 06  
Barrels, 175 lbs. " " 0 05 1/4  
Kegs, 100 lbs. " " 0 05 1/4  
Lily White Gloss—  
1-lb. fancy cartons, cases 30 lbs. 0 07 1/4  
6-lb. toy trunks, 8 in case 0 07  
6-lb. enameled tin canisters,  
8 in case " 0 07 1/4  
Kegs, ex. large crystals, 100 lbs. 0 06 1/4  
Frantford Gloss—  
1-lb. fancy boxes, cases 36 lbs. " 0 08 1/4  
Canadian Electric Starch—  
Boxes of 40 fancy pkgs, per case 3 25  
Celluloid Starch—  
Boxes of 45 cartons, per case " 3 75  
Culinary Starches—  
Challenge Prepared Corn—  
1-lb. packages, boxes 40 lbs. " 0 05 1/4  
No. 1 Brantford Prepared Corn—  
1-lb. packages, boxes 40 lbs. " 0 06 1/4  
Crystal Maize Corn—  
1 lb. packages, boxes 40 lbs. " 0 06 1/4



## TEAS.

SALADA CEYLON. Wholesale. Retail

Brown Label, 1's " 0 20 0 25  
" 1/2's " 0 21 0 26  
Green Label, 1's and 1/2's " 0 22 0 30  
Blue Label, 1's, 1/2's, 3/4's and 1/4's " 0 30 0 40  
Red Label, 1's and 1/2's " 0 36 0 50  
Gold Label 1/4's " 0 44 0 60

Ceylon Tea, in  
1 and 1/2 lb. lead  
packages, black  
or mixed.

Black Label, 1-lb., retail at 25c. " 0 19  
" 1/2-lb. " " 0 20  
Blue Label, retail at 30c. " 0 22  
Green Label " 40c. " 0 28  
Red Label " 50c. " 0 35  
Orange Label, retail at 60c. " 0 42  
Gold Label, " 80c. " 0 55

## CROWN BRAND

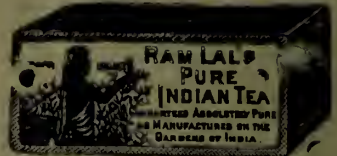
Wholesale Retail.

Red Label, 1-lb. and 1/2's " 0 35 0 50  
Blue Label, 1-lb. and 1/2's " 0 28 0 40  
Green Label, 1-lb. " 0 19 0 25  
Green Label, 1/2's " 0 20 0 25  
Japan, 1's " 0 19 0 25

"SNELLINOS PATENT"



English Break  
fast Hopped Tea  
29c.; retail, 40c.  
A. Waddell & Co  
agents, Toronto  
Samples on appli-  
cation.



Cases each 50 1-lb. " 0 35  
" " 30 1-lb. " " 0 35  
" " 120 1/2-lb. " " 0 36

LUDELLA CEYLON, 1  
AND 1/2 PKGS.

Blue Label, " 0 18 1/2 0 25  
Blue Label, 1/2's " 0 19 0 25  
Orange Label, 1's and 1/2's " 0 21 0 30  
Brown Label, 1's and 1/2's " 0 28 0 40  
Brown Label, 1/4's " 0 30 0 40  
Green Label, 1's and 1/2's " 0 35 0 50  
Red Label, 1/2's " 0 40 0 60

## TOBACCO.

THE EMPIRE TOBACCO CO., LIMITED  
Smoking—Empire, 3 1/2, 5s and 10s. " 0 39  
Royal Oak, 2 x 3, Solace, 8s " 0 52  
Something Good, 7s " 0 48  
Chewing—Bobs, 5s and 10s " 0 36  
Currency, 13 1/2 oz. bars, spaced 9s. " 0 39  
Currency, 6s and 10s " 0 39  
Old Fox, Narrow 10s " 0 40  
Snowshoe, 10 1/2 oz. bars, spaced 8s " 0 44  
Snowshoe, pound bars, spaced 6s. " 0 44  
Snowshoe, 2x4, 6s. " 0 44  
Pay roll, 6s " 0 44

## WOODENWARE

BOXER BROS. & COMPANY.  
Washboards Leader Globe " 1 40  
" Improved Globe " 1 50  
" Standard Globe " 1 65  
" Solid Back Globe " 1 75  
" Jubilee (perforated) " 1 85  
" Crown " 1 25  
F.o.b. Toronto.

## YEAST.

Royal yeast, 3 doz. 5c.-pkgs. in case.. 1 00

## We are always glad

to receive orders for the insertion of adver-  
tisements. But will those who send us "Con-  
densed" or "Want" advertisements please  
bear in mind that they can only be inserted  
when cash or stamps accompany the order.  
The rate is 2c. per word each insertion, num-  
bers and contractions counting as words.

MACLEAN PUB Co., Limited

Montreal.

Toronto.

## WE STOCK

NO. 197

## SYRUP PUMP

AND MEASURE.

Highly commended by those who  
KNOW. (Ask for circular).

WALTER WOODS &amp; CO.

HAMILTON.

## Soap

"IMPERIAL" and

"SNOW"

Twin Cakes.

NOW IN STORE.

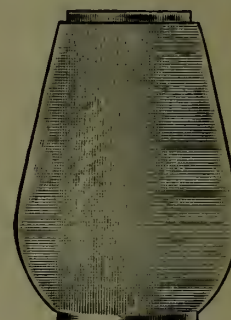
Perkins, Ince &amp; Co., - Toronto.



ASK FOR

MOTT'S

## ARE YOU USING OUR

Cold Blast  
or Jubilee  
GlobesAetna or  
Quaker Flint  
Chimneys?

Give them a Trial.

THE SYDENHAM GLASS CO.,  
of WALLACEBURG, LimitedShredded Whole  
Wheat BiscuitFor sale by all  
Wholesale Grocers.

J. HEWITT, Agent

61 Front St. E., TORONTO.



# The Auer Gas Lamp

Money-Back Style.

No. 9

EVERY store-keeper who wants a brightly lighted store should use this lamp—it is the only one giving 200 candle power.

IT makes its own gas automatically and is cheaper to run than a center-draft oil lamp.

THERE is no smoke or smell, of any kind, from it.

HUNDREDS of them are in use and every one is giving satisfaction.

AUER LIGHT CO., 1682 Notre Dame St., MONTREAL.



IF THE LAMP IS NOT ALL YOU HOPE IT TO BE WE WILL CHEERFULLY RETURN YOUR MONEY.

WRITE FOR OUR CATALOG AND DISCOUNTS.

# MOLASSES

.....P.Q., May 9th, 1901

THE DOMINION MOLASSES CO.,

Halifax, N.S.

Dear Sirs,—I beg to advise receipt of the car Molasses, which came to hand in good order and condition, and, as a proof I am satisfied with the quality, now offer same figures for two cars same grade.

This is an extract from a letter received a few days ago referring to a carload of Barbadoes shipped to one of the largest cities in the Province of Quebec.

We have some more of this grade to offer, and the price is low.

The Dominion Molasses Co.,

Limited

MOLASSES AND SYRUPS.

HALIFAX, N.S.

## POTATOES and OATS

IN CAR LOTS.

If open to buy or sell, wire

R. W. HANNAH

Board of Trade, TORONTO

## THE "GLENER"

KINGSTON, JAMAICA, B.W.I.

The Newspaper with the Largest Circulation in Jamaica and the West Indies.

Canadian manufacturers, merchants, etc., desiring to do business with this country and introduce their goods in this market, should put an advertisement in "THE GLENER."

Write for scale of charges, etc., to

THE GLENER CO.,

Limited

"Gleaner" Office, KINGSTON, JA.

BUY

## Star Brand

COTTON CLOTHES LINES

— AND —

COTTON TWINE

Cotton Lines are as cheap as Sisal or Manila and much better.

For sale by all Wholesale Dealers

See that you get them.

## BUSINESS NEWS

of any kind that is of value to business men supplied by our Bureau. We can give you market quotations from any town in Canada, reports from the city markets, stock quotations, etc. You can get commercial news from any Canadian paper through us.

Write us, giving us particulars of what you want and where you want it from, and we will quote you prices by return.

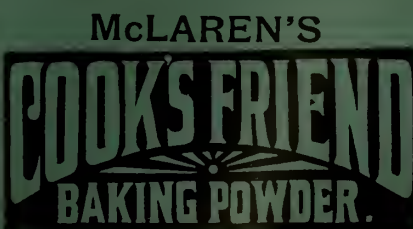
"Clippings from any Canadian paper on any subject."

CANADIAN PRESS CLIPPING BUREAU,

232 McGill Street, MONTREAL, QUE.  
Telephone Main 1255.

10 Front St. East, Toronto. Telephone 2148.

Is Honest Goods and just the Thing on Which to Make or Extend a Business.



The Best Grocers make a point of Keeping it always in Stock.

## Lamps and Lamp Goods



Our line is complete and better than ever.

Write for prices on anything you require.

### Oil Heaters.

Now is the time to sell them, and we have the best.

Have you ordered any of those table tumblers with splendid portraits of King Edward, Queen Alexandra and Duke and the Duchess of York to retail at 10c. each?



## GOWANS, KENT & CO.

Earthenware and China, Glassware and Lamps,  
TORONTO and WINNIPEG.

WHEN YOU BUY

## Wethey's Condensed Mince Meat

you have an article that will satisfy the most critical trade and make steady customers out of people who never would be customers if you did not have this choice, delicious and popular Mince Meat on sale.

For sale by all wholesalers and manufactured by

**J. H. WETHEY,**  
ST. CATHARINES, ONT.

# CROSSE & BLACKWELL'S New Season's Candied Peels

LEMON, ORANGE, CITRON, MIXED (O. L. and C.)

In 7-lb. Tins, 7-lb. or 10-lb. Wood Boxes, and 1-lb. Cartons.

**C. E. COLSON & SON,**

**MONTREAL.**

CHAS. P. CLARK, President.

JARED CHITTENDEN, Treasurer.

...ESTABLISHED 1849..

## BRADSTREET'S

Capital and Surplus, \$1,500,000.

Offices Throughout the Civilized World.

Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants by the merchants, for the merchants. In procuring, verifying and promulgating information, no effort is spared, and no reasonable expense considered too great, that the results may justify its claim as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

Subscriptions are based on the service furnished, and are available only by reputable wholesale, jobbing and manufacturing concerns, and by responsible and worthy financial, fiduciary and business corporations. Specific terms may be obtained by addressing the Company at any of its offices. Correspondence invited.

### —OFFICES IN CANADA—

HALIFAX, N.S.  
OTTAWA, ONT.  
VANCOUVER, B.C.

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QUEBEC, QUE.  
VICTORIA, B.C.

LONDON, ONT.  
ST. JOHN, N.B.  
WINNIPEG, MAN.

MONTREAL, QUE.  
TORONTO, ONT.

THOS. C. IRVING, Gen. Man. Western Canada, Toronto. JOHN A. FULTON, Gen. Man. Eastern Canada, Montreal.

**OAKEY'S**

The original and only Genuine Preparation for Cleaning Cutlery 6d. and 1s. Canisters.

'WELLINGTON'  
**KNIFE POLISH**

**JOHN OAKEY & SONS, LIMITED**  
MANUFACTURERS OF

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England.

Agent:

**JOHN FORMAN, 644 Craig Street  
MONTREAL**



PUBLISHED EVERY  
FRIDAY

CIRCULATES IN  
EVERY PROVINCE

# THE CANADIAN GROCER

AND  
GENERAL  
STOREKEEPER

QUALITY..

When a salesman talks price to you

Ask him about **QUALITY**

When he talks quantity . . .

Ask him about **QUALITY**

When he talks merit to you . . .

Ask him about **QUALITY**

That's the——

**STRONG POINT**

in

**Colman's Mustard**

## BISCUITS! BISCUITS!



CARR & CO.'S CELEBRATED  
CAFE NOIR

(THE ORIGINAL)

Delicate flavor. Just what the ladies want for 5 o'clock tea.

**FRANK MAGOR & CO.,**

Canadian Agents.

16 St. John Street, MONTREAL

C. E. JARVIS & CO., Vancouver, Agents for B.C.



D  
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RISK  
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of losing a customer by offering a substitute for

## Millar's Paragon Cheese.

It is the best to be had in Canada, and the dealer who is desirous of satisfying his customers, and at the same time making good profit, will always have it in stock. HAVE YOU?

The T. D. Millar Paragon Cheese

Co.

Ingersoll, Ont.

AGENTS—W. H. Dunn & Co., Montreal, A. E. Richards & Co., Hamilton, Joseph Carman, Winnipeg, Martin & Robertson, Vancouver and Victoria, B.C.

OUR

# CANS

# CANS

# CANS

CAN not be surpassed in point of  
workmanship, material, quality.

We are the largest manufacturers in Canada of Key-Opening Fruit Cans, Vegetable Cans, Meat Cans, Spice Cans, Syrup Cans. What are your requirements? Write for quotations to

## THE ACME CAN WORKS

Office and Factory: Ontario St. and Jeanne D'Arc Avenue.

Jas. B. Campbell.

MONTREAL.

William Pratt.

### The Nibble of a Mouse

will eventually consume the biggest cheese, and the loss of pennies, nickels, dimes and dollars, if it don't "bust" the biggest business, will reduce the profits to an alarming extent. And you're bound to lose more or less if you do a credit business, and depend on ledger balances taken from the day-book. Throw out your day-books and other time-wasting devices, and adopt the modern ALLISON COUPON SYSTEM.



### If a Man Wants Credit

for \$10, give him a \$10 Allison Coupon Book, charge him with \$10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING. There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

For Sale in  
Canada by

The Eby Blain Co., Limited, Toronto.  
C. O. Beauchemin & Fils, Montreal.

**ALLISON COUPON CO.,** Manufacturers,  
Indianapolis, Indiana.

## Symington's

### "Edinburgh" Coffee Essence

Is the Purest and therefore Best and Cheapest!

Refuse imitations said to be "just as good" as Symington's, and recollect that the careful process by which Symington's Essence is made eliminates all unpleasant properties.

ANYONE CAN DRINK IT.

**THOS. SYMINGTON & CO.,**  
EDINBURGH and LONDON.

Agents, W. B. Bayley & Co., Toronto





## *A Few Short Weeks.*

In a few short weeks of holiday buying quality is criticized more carefully than usual, you'll agree to that. If the time ever was when quality cut more figure than price, it is at just such a time. You can't wait to stock up when the time comes, because, when a woman wants a thing, she wants it right then and there. It pays to be prepared. It will pay you, and extremely well, to ask your wholesaler now for the high-grade

### *"Griffin" Brand Dried Fruits.*

Grown, cured and packed in the largest vineyards on the Pacific Coast—Seeded Raisins, Prunes, Dried Apricots, Peaches and Pears. Not shipped in bulk and then re-packed but sent right through from the Coast in the original package. No hands touch the fruit but yours. "Better and better" is the motto of the "Griffin" Brand, the brand that made California Dried Fruits famous.

Sold by leading wholesalers everywhere.

**ARTHUR P. TIPPET & CO., Agents,**

8 Place Royale, Montreal.

23 Scott St., Toronto.

Trade may be acquired by schemes, but it can only be retained by giving the people what they require all the time.

If you are the grocer whose aim it is to retain the trade of the people—sell them the extracts they require all the time—

# JONAS' FLAVORING EXTRACTS.

The distinctive qualities that have made these extracts famous will prove of the greatest possible assistance to you in building up a permanent demand for them. They lack nothing that will assist the user to secure the most satisfactory results in whatever they are used. Every bottle that leaves our factory is as perfect as the choicest and purest ingredients coupled with skilled labor and over thirty years of experience can make. Every known fruit, flower and spice is represented in them. The high standard of quality that has secured for these extracts a place in the front rank will never be lowered. When you sell or recommend Jonas' Flavoring Extracts you may rest assured you give just what is required. Looking at them from the profit standpoint—they are money-makers.

MANUFACTURED BY

**HENRI JONAS & CO.**  
**MONTREAL.**

---

You cannot invest your money to better advantage than by buying your **OLIVES** from us. We also have a choice lot of **CAPERS** (French) in four gallon kegs—send for quotations.



# Cigars

## For the Holidays.

How about your holiday trade on Cigars? Were you a little disappointed last year? If you'll accept my proposition to ship you an assortment of a thousand or more at my expense (including one or two hundred each of my "Pharaoh" 10-cent Cigar and my "Pebble" 5 cent Cigar), you'll be surprised at your increased trade.

I have been making good Cigars for so many years that I know the details of the business from A to Z, and when I make the statement as above I can back it up with facts and figures. I'll take no back seat on the Cigar question.

J. BRUCE PAYNE, Mfr.,  
Granby, Que.

## The Grocer's Choice in Pickles

when he caters for a good and steady trade is

## "Sterling" Brand

pickles—a pickle that never disappoints the storekeeper or customer.

- Made in Canada's largest pickle
- factory, of best grown Canadian
- vegetables, by most skilled methods.

**T. A. LYTTLE & CO.,**  
Limited  
124-128 Richmond Street West,  
TORONTO.

# You or your Competitor

Every day it is dawning upon some grocer the advantage which comes to the dealer who determines to make TILLSON'S PAN-DRIED ROLLED OATS the only kind which shall pass into his store. Another season is at hand when it will pay to make a special effort with Breakfast Foods.

If not you, perhaps the man across the street will be the first to seize this opportunity.

Are the best known, best advertised, best flavored Rolled Oats too good for your trade?

FROM TWO LETTERS LAST WEEK ABOUT

"Your goods are very popular with us"—

"Have sold hundreds of bags with splendid satisfaction."

**Tillson's**  
**Pan-Dried**  
**Oats**

THE TILLSON CO., Limited, Tilsonburg, Ont.

# JAPAN TEA



Japan Central Tea Traders' Association, Tokio, Japan.

?

?

?

## AN IMPORTANT QUESTION IS :

Is Your Tea Department on as Satisfactory, Profit-Paying Basis as it Should Be ?

If not—Japan Tea will assist you as a means to this end.

It is a recognized fact that tea is the most important article in a grocer's stock—because it yields good profits, and he therefore is anxious to attain and maintain a good reputation for this department by selling satisfaction-giving, profitable teas.

# JAPAN TEA

always proves itself a powerful drawing card for attracting tea trade.

No Mixture about  
**JAPAN  
TEA.**

JAPAN CENTRAL TEA TRADERS'  
ASSOCIATION.  
Trafalgar Chambers, Sun Life Building.  
Annex.  
Tel. Main 4142, MONTREAL, CANADA.


No Mixture about  
**JAPAN  
TEA.**



*to. Engr. 18 1902*

# IMPERIAL

CREAM TARTAR



# BAKING POWDER

**PUREST, STRONGEST, BEST.**

Contains no Alum, Ammonia, Lime, Phosphates, or any Injurious.

E. W. GILLET, Toronto, Ont.

## Ivory Gloss Starch

Satisfies careful housekeepers because it gives such a beautiful finish, and satisfies economical housekeepers because of its reasonable price—hence, an increased demand is continually being evidenced for . . .

## Ivory Gloss Starch

Manufactured by

**THE ST. LAWRENCE STARCH CO.,**

Limited,

PORT CREDIT, ONT.



## Occasionally

some of our merchant friends write in asking us if we make a particular kind of Extract. For their benefit we put up the following flavors both in "R. F." (10c.) and "Golden Quintessences" (25c). The most popular are the following :

LEMON,  
VANILLA,  
MACE,  
PEAR,

RASPBERRY,  
STRAWBERRY,  
PINEAPPLE,  
ALMOND,

BANANA,  
NUTMEG,  
GINGER,  
RATAFIA,

CHERRY,  
CINNAMON,  
ORANGE,  
COCHINEAL,

PEPPERMINT,  
WINTERGREEN,  
PEACH,  
ROSE, Etc.

**ROBINSON MFG. CO.,**

**TORONTO.**

## REPORTER WANTED.

A BRIGHT young man, full of ideas, one who has had experience in a general store preferred, is wanted to assist the commercial editor of a newspaper, as a market reporter and assistant editor. Apply, stating experience, wages expected, etc.,

**Box 64, CANADIAN GROCER,  
TORONTO.**

Convenience and economy are experienced if you use the

## CANDAPER ROLL HOLDER

This holder is strongly made—solid steel throughout—with spring knife, and works in very complete and satisfactory manner. It is polished nickel and really an ornament to your counter. Can be made up in any combination.

—Roll paper—all widths,  
—always in stock.

**CANADA PAPER CO, Limited**  
TORONTO and MONTREAL

## SOMETHING BETTER THAN THE REST

THAT IS

## VICTORINE

A washing compound that does not injure clothes.

**NO ALKALI.**

Write for sample.

**VICTORINE** (Incorporated)  
MONTREAL.



# Selected Valencias

What we have left show the finest possible condition. We are offering at specially low prices. — As an investment it will pay you to look into this and BUY.

W. H. GILLARD & CO., Wholesale Grocers, HAMILTON



THE DOMINION BREWERY CO., LIMITED  
Brewers and Maltsters  
TORONTO

Manufacturers of the Celebrated

## WHITE LABEL ALE

ASK FOR IT AND SEE THAT OUR  
BRAND IS ON EVERY CORK.

Our Ales and Porters have been examined by the best Analysts, and they have declared them Pure and Free from any Deleterious Ingredients.

WM. ROSS, Manager.



## “JUST OUT.”

Don't be obliged to use  
the above chestnut  
regarding

## Paterson's Sauce.



Rose & Laflamme,

Agents,

MONTREAL.



Batty & Co.

ESTABLISHED 1894

LONDON.



OLIVES  
AND  
PURE  
OLIVE  
OILS.



INDIAN  
CURRIES  
AND  
CHUTNIES.

Makers of High-class

PICKLES  
OF  
ALL KINDS.



SAUCES  
OF  
ALL KINDS.



# Buying, Handling and Selling Coffees.

ONE OF THE PRIZE ESSAYS.

By S. A. BRUBACHER, Berlin, Ont.

**B**UYING coffee, is, I contend, the most important of the three above mentioned. A grocer may be a good seller, but a poor buyer; but as the old saying is, "Goods well bought are half sold," and that applies to coffee as well as to other lines of any description.

In buying coffee, first of all, buy good coffee. It is not good policy for a grocer or any coffee dealer to buy a lot of cheap coffee, perhaps the cheapest he can procure in the market, then as some grocers do, advertise it heavily at a mere cost and supply his customers; in fact, load them up with his cheap trash (as it may be termed), which, in many cases, will lose him customers, because of the poor-quality coffee he supplied them with; also, he has loaded up, perhaps, most of his customers with this low-grade coffee, who have previously been buying good coffee. It is certain if his coffee does not give satisfaction he will lose many future coffee sales as well as sales of other goods. Then he loses the public confidence in his coffee, decreases his sales; and, it is most important to note, that the merchant also deprives himself of his profit in more than one way. In doing this he will have very few customers left to sell coffee to for a time.

## IN BUYING CHEAP, LOW-GRADE COFFEE

he can't make a reasonable margin. There are as many pounds of good coffee consumed as cheaper lines; in fact, more pounds if the coffee is good and gives satisfaction. He therefore has an opportunity of selling more pounds, and making a better margin per pound. Consequently it is all important and profitable to buy good coffee.

## GOOD COFFEE BRINGS NEW CUSTOMERS.

I may add good coffee will also bring new customers to a store. It is necessary for a grocer to study the wants of his customers when buying coffee. For instance, in buying coffee for a German community, you must buy coffee which has strength, as strength is really more considered than flavor, but both are better than one. Still, a German will, in nine cases out of ten, prefer a cup of strong coffee, where English-speaking people prefer a mild but nicely flavored coffee.

It is not advisable to carry too many lines; a good plan is to

## BRING OUT A FEW LINES

of your own blends. Term them, say, "Smyth's Golden Blend"—or whatever you wish to term them. See that you have them blended in the proper proportion so as to produce strength and flavor; both these blends should be advertised in your local paper or papers; also, a nice display of the particular line you are advertising. Then, to do it up proper

## HAVE A DEMONSTRATION

in your store. Serve the line you wish to introduce; invite everybody to call in and try your blend coffee. In this way everybody will know about "Smyth's Blend Coffee," and no one else in the country has it for sale, only the merchant who introduces it.

Always strain your coffee before serving as well as not to leave it in the pot, which will in a short time make your coffee harsh and will not retain its original flavor. A lady should serve it, but she should be well instructed how it

should be done. Don't forget to have sugar and cream handy. Some prefer it without sugar or cream. It would be well to have a line of low-grade coffee ready to draw, also, to convince your customers of the fact that there is really a big difference in coffee—more so than they thought. When buying coffee for these blends see that you always buy exactly the same in order to keep your blends uniform. When your blends vary you are apt to lose the confidence of the public. They will then say you are selling them a cheaper coffee at the same price. Keep up the standard, and no one else can supply your customers with the same coffee. After you have demonstrated, say, a 25c. line, in a month or so, demonstrate a higher grade, say, a 40c. line.

To make this blend scheme complete, get some nice coffee bags, lined or lead-lined, and have your blend printed on the bags, and never send out that particular blend only in that bag. Don't buy a large quantity of roasted coffee at a time. Even if well kept it is well to buy your roasted coffee in small quantity and often; and have it fresh, which will give your customers better satisfaction and retain its flavor and strength. Should there be an advance in the coffee market, and you wish to take advantage of it,

## BUY THESE LINES GREEN

and get them fresh roasted when required; or, if a grocer has time, or means to afford his own coffee roaster, it is well to do so. The fresher roasted you can supply your customers, the better satisfaction they will give; but there are very few wholesale grocers who have their own coffee roasters. They are expensive, and unless the grocer has a large coffee trade it does not pay. Fresh roasted coffee gives the best results in all cases.

## WHEN BUYING COFFEE,

consider, also, that you have to live from the profits, and consider what you can sell it at retail to get a good reasonable margin. It is good policy to buy from a reliable house whether you are a coffee judge or not. If not a good judge of coffee, it is all the more necessary, but study coffee as well as other branches of your business and learn to be a good judge of coffee. When buying coffee see that your customers are getting value. It is to your interest to buy coffee right; also to buy for your customers' interests. When buying green coffee buy a Golden Rio, Teaberry, or Maracaibo. See that they are all nice, clean and even beans. I, for myself, would not buy a Ceylon coffee. In my opinion it is without strength and has little flavor, while the price asked for it is too high.

I would not advise grocers to buy Mocha or Java coffees green, as the housewife in roasting her coffee in the oven will not get the full advantage of the fine flavors these coffees contain; so it is desirable not to sell them green. A grocer should read the coffee markets daily; also, in his trade journal. He can get weekly reports which are very instructive, and there may be a time, probably not far away, when a coffee stock will be better than the money it cost.

It is well to buy

## A SMALL STOCK OF PACKAGE COFFEE

or coffee in tins, so as to be able to supply your customers should they object to buy your bulk coffees. For picnicing buy condensed coffee; it is very convenient. But these are



**RISING SUN**  
IN  
**CAKES**  
WELL KNOWN AND RELIABLE



**SUN**  
STOVE POLISH  
DORABLE AND ECONOMICAL  
3000 TONS SOLD YEARLY



**SUN PASTE**  
STOVE POLISH  
DUSTLESS, LABOR SAVING,  
BEST IN THE WORLD.

**SUN PASTE**  
STOVE POLISH  
IN TINS  
GUARANTEED TO THE TRADE

Our packages are larger and more attractive in style than any others.

The quality of our goods is superior to anything else on the market.

**MORSE BROS., Proprietors, Canton, Mass.**

For sale by all Wholesale Grocers; also the McClary Mfg. Co., London, Montreal, Winnipeg, Vancouver and Toronto.

nearly all adulterated, in fact, some bear the label compound, so it is after all best to encourage the sale of your own coffees; and if they want it compound let them do it themselves—let them buy the compound ingredients. Buy a little chicory (English). It is well to have in stock. There are quite a number of brands of cereal coffee in the market. They may be healthful; but when I wish my customers to drink grain coffee, it is not right to charge them 15 cents a pound when grain is worth only one to two cents per pound. In conclusion re coffee in packages, tins, etc., never buy it unless you have a thorough knowledge of their contents; also, if people want to drink health coffee tell them to use a little less good coffee; this is my idea, of course. P.S.—When buying coffee procure a sample—then compare with your consignment.

#### HANDLING COFFEE.

Handling coffee is the most simple of the three given points in this essay. Although it is important to handle coffee carefully, cleanliness is the essential point in handling coffee. Coffee may be bought right, but if not kept and handled right, it will be a great injury to the stock of the best buyer. Roasted coffee should be kept in strictly clean tins or coffee canisters, air-tight if possible, as roasted coffee exposed to the air will lose strength and flavor. It is also very important to carry your coffee stock away from fish, tobacco, onions, or anything else which may taint it, which it will if too close to those things mentioned. Your coffee scoops should be thoroughly clean. It is better to have scoops for coffee only; thereby you are sure not to mix anything else in your coffee. Handle pure coffee. Keep it in a dry place, as if kept in a damp place it is liable to get tough, lose its strength and get musty, especially roasted coffee. Coffee costs money, so in dishing out coffee, don't spill it.

There are probably more things to mention, which, if observed, save and make money for the proprietor, who has it to sell. Handle it with cleanliness; clean paper or bags to wrap it in; also, it is advisable when wrapping up ground coffee, put two papers around it, and tell your customer to put it in an air-tight jar or coffee tin to preserve its strength and flavor.

#### SELLING COFFEE

is easier of the two former. Buying and handling are adhered to, but if coffee is well bought, well handled, and no one to sell it, the coffee business will not be a success. Without the proper system for selling it is very clear if "Smyth's" coffees are good. There is no great difficulty in selling them when once introduced. This, however, must be done; all your lines of coffee must be introduced, and by selling constantly good coffee you will create a demand for all your coffees and make them a standard line in your stores. Coffee displays on your counters are nice, if well placed, and the display of a line on your counter will assist in selling them. Sell pure coffee. Encourage your customers to buy bulk coffee. They are

sure of getting it pure and good. I contend when you sell package coffee, either you or your customer pays for the package directly or indirectly. You either get less profit or the customer gets less value, and in nine cases out of ten package coffees are compound. So unless they insist on having package coffee, sell your bulk coffee. Don't sell coffee for the fun of it. Sell it at a profit, and a substantial profit, too. A good plan to increase your coffee sales is to

#### GIVE YOUR CLERKS A COMMISSION.

say, 1-2c. per lb. on cheap coffee, 1c. per lb. on medium coffee, and 2c. per lb. on the best coffee. This will introduce your coffee, increase your salesmen's salary, and encourage your salesmen to sell the best coffee, which will, of course, increase your profits. This should be done only on certain days when you think advisable. Never misrepresent the coffee. If it is compound, sell it as such; also, when selling fresh ground coffee don't urge a customer to take a large quantity, as it evaporates if too long ground; then both flavor and strength are reduced. Use your coffee mill for coffee only, so as not to taint your coffee with some other spices. I say again, sell good coffee.

#### THE TWO BUSINESS MEN.

Once upon a time two business men were each confronted with what seemed to be a fine chance to make money.

One man, being of a cautious and prudent nature, said: "I will not take hold of this matter until I have carefully examined it in all its aspects and inquired into all its details."

While he was thus occupied in a thorough investigation he lost his chance of becoming a partner in the project, and as it proved to be a booming success he was much chagrined.

The other man, when he saw a golden opportunity looming up before him, embraced it at once, without preliminary question or doubt.

But alas! after he had invested all his fortune in it, the scheme proved to be worthless, and he lost all his money.

#### MORALS:

This fable teaches that you should strike while the iron is hot, and look before you leap.—Century Magazine.

#### GRAPE AND RAISIN TRADE.

United States Consul Covert reports from Lyons, August 30, 1901: A recent publication asserts that raisins and grapes were imported in 1900 into the countries hereunder mentioned as follows:

| Country.           | Grapes.     | Raisins.     |
|--------------------|-------------|--------------|
| Spain .....        | \$26,517.03 | \$103,281.72 |
| Great Britain..... | 18,126.69   | .....        |
| Denmark.....       | 4,008.76    | 163,172.65   |
| Germany .....      | .....       | 12,238.95    |
| France.....        | .....       | 2,106.12     |



Make a display of 

## EMPIRE GOODS IN YOUR WINDOWS OR ON YOUR COUNTER.

*Empire Salmon*  
*Empire Extracts*  
*Empire Baking Powder*  
*Empire Coffee*

*Empire Tea*  
*Empire Tomatoes*  
*Empire Mustard*  
*Empire Brooms*

They are attractively labeled.

**LUCAS, STEELE & BRISTOL, Wholesale Grocers, Hamilton, Ontario**

# CONFIDENCE IS HALF THE BATTLE

and you can't gain your customers' better than by selling them a good tea. We have lots of good teas, but you ought to see our twenty five cent Japan. It is certainly a winner. Decidedly the best value we have seen. Makes us feel right up to date to have such exceptional value. Just ask for a sample of it.

**JOHN SLOAN & CO., - - TORONTO.**

*Sloppy goods are a thing of the past. You cannot stay in business unless you sell good stuff. How few cheap raisins you now sell! All your customers must have best selected, so in Brooms, formerly 3 for a quarter was all the go---now you must have the best, we have them.*

**All hand-made, under our supervision.  
No Dyed Corn.  
Every Broom Guaranteed.  
Every Handle Kiln-dried.**

**SIGNAL--** Plain, well-made, strong, on the heavy side, solid shoulder. Good, every day broom.

**STANDARD--** From fancy green corn, the nicest Carpet Broom made, bound to give satisfaction.

**BAMBOO CURLERS--** We introduced these years ago. How many Bamboo Curlers are now offered you proves we struck the right key. Our Curlers are still to the fore with larger-sales than ever before.

**MINING--** Just what is wanted for underground working, heavy, weighing 42-lbs. per dozen, wire string instead of twine, made from coarsest corn procurable.

**James Turner & Co., Wholesale Grocers, Hamilton**

# NEW GOODS NOW IN STORE

**Sockeye Salmon.** "Clover Leaf" and "Horse Shoe" (Talls.)

**Currants.** Cases and half-cases Fine Fihatras and Amalias.

**Figs.** Eleme—4 Row, in 10-lb. Boxes.

**Raisins.** Arguimbau, Trenor, and Whiting—Selected and Fine Off-Stalk.

**Sultanas.** Brands Good and Fine.

**THOS. KINNEAR & CO., Wholesale Grocers,**  
49 Front Street East, TORONTO.

## THE LIPTON SYSTEM OF BUSINESS.

By SIR THOMAS LIPTON, K. C. V. O.

**T**HERE is no royal road to riches, and, in a business as big as mine, no back lane. My methods are open, and anybody can see them. A successful concern is created and maintained by the recognition of great facts and obvious principles—the growth of population and the increased facilities of inter-communication among men and nations. These are the great factors in forming great businesses. To supply the many instead of the few, to handle large instead of small quantities, and to be the grower, the manufacturer as well as the vendor and retailer—to do all this is to adopt, in short, a system of business obvious and open to all.

### THE LIPTON RECEIPT FOR PROSPERITY.

If I proceed to speak of my own application of these principles, and of the individual qualities necessary to work them out in the details of business, I fear I must fall back on some very old saws. My receipt for prosperity in such a concern as mine, is at the disposal of all. Here it is: "Work hard, deal honestly, be enterprising, exercise careful judgment, advertise freely, but judiciously."

Though he who drives fat oxen need not himself be fat, a captain of industry must live up to his name—must himself be industrious. That is my belief, and it has been my practice all my life. Beginning work at an early age, I left Glasgow for New York, in the hope of finding shorter avenues to fortune than the Old Country afforded. I got experience, at any rate—in New York City, on a South Carolina plantation, and elsewhere. I got a little purse together, too; enough to take me back to Glasgow and my parents, to better whose position was then the mainspring of my effort and ambition.

### THE GROWTH OF A GIGANTIC BUSINESS.

"Never despair; keep pushing on!" was my motto during all that time of

struggle. No successes have been sweeter to me than those early ones which my parents shared with me. In High street, Glasgow, was opened the first of the provision marts which are now numbered by hundreds through England, Ireland and Scotland. That multiplication of places of distribution was the application, once again, of the great wholesale principles. Expenses of production and of supply decreased as the consumption and the demand increased. I was able to go to my native Ireland as a great buyer of her produce; by degrees I got my own tea plantation in Ceylon; my own carts and ships and ice-storage vans; my own fruit gardens in Kent; my own biscuit factory; my own tin factory. London by degrees became the great centre for collection, for storage, and for distribution, and the monster warehouses in the City Road are the result.

It has been said that a certain attention to business is necessary, even for failing in it. Yes; and that gives some clue to the immense attention bestowed by a successful organizer upon his child—his business. To foster it like a child; to know it cannot thrive by itself; to keep an ever-watchful eye on its thousand details; to tie its very shoestrings, so to speak; and, above all, to do these things one's self and not leave them to the less interested—to do the work that others would do only a little less well—all this is to make the baby of a business thrive and come to a flourishing maturity.

The details of a small business are many; of a great business they are multitudinous. By the number of the details of his work that a man can personally master, one may usually judge of his capacity for success. There are men with a singular grasp for this or that—of a certain limited branch in the great organism of a business, but, outside that special branch, they lack interest and even common intelligence. This may seem to say that the mind capable of

large interests and great issues is rare; but I do not intend to say that. The rarity consists rather in the mind of large interests that is able to concentrate itself upon small details and be the master of a hundred branches of a trade, working in all with one object, but having in each, perhaps, a different method of procedure and a separate spirit.

### THE STUDIES OF A MASTER TRADER.

Far less facile, for instance, is the mind required in the management of an estate. The manager of a business must have a mind that travels—even as his goods do. Often I have proved to myself the truth of Daniel Defoe's words:

"An estate is a pond, but trade is a spring."

In my case, the spring soon became a brook, the brook a rivulet, the rivulet a river rich and with innumerable tributaries, and navigable for great ships. It is perhaps not too fanciful to say that the master trader's consciousness must follow those tributaries to their own sources. Tea planting in Ceylon, for instance, involves some knowledge of native labor, therefore of native life. Through agriculture the producer touches geology, botany, chemistry, as well as the history of races. It would be unfair to be ignorant of the conditions and circumstances of one's laborers. Under all skies they are sensible of a fellow-feeling. One of the first students of public economy in France in the 19th century said that all the difference between a liberal and successful enterprise, and one that was tyrannical and unpromising, lay between the two phrases in the mouth of the master:

"Go to work" and "Come to work."

He said that in farming, at any rate, "Go to work" meant ultimate failure, and "Come to work," with ordinary luck, led securely to fortune.

Even among people accustomed not only to be commanded but driven, the industry of the overseer, who is present, has its sure effect, and the attention of the master who is seen at intervals has its undeniable influence. How much more



# IN STORE NEW SEASON'S FRUITS.

SEE OUR TRAVELLERS.

# THE DAVIDSON & HAY, LIMITED

36 YONGE STREET - - TORONTO.

is this the case in the European workshop and in the complex work of distribution! Here also there is a ready response to the beginnings of profit-sharing. In the agricultural system of one of the best tilled districts of Europe—Central Italy—the cultivator shares the gross profits with the landlord. This is very far from the English system of wages; but I find that a little interest may be pleasantly combined with the routine of the employee. My packers are at work, so many to a table, and I give a bonus to be divided among the workers at the table that shows the greatest number of finished packages. A zealous workman thus not only earns his own gratuity, but helps to earn his comrades', and is in favor with them. This emulation is combined with good-fellowship, and money-making with a little fun.

#### HARD WORK A LIGHT BURDEN.

How much value I place on industry, and how I believe in devoted hard work at the thing once for all accepted as a man's "calling" in life, may be seen from the fact that even at this stage of my career I generally work from nine in the morning to 10 at night. It has been said by many who have a right to speak, that labor is never anything but painful, however willingly undertaken and courageously done. But I think this was the

conclusion of men who had one of two kinds of labor to do—the entirely physical and the entirely mental. It is painful to stoop under a burden all day, and "the man with a hoe" is not one of the favorites of fortune.

Nor is the philosopher grappling with infinites anything else than a voluntary martyr. But a mingling of the kinds of work, a variety of interests and of fortunes, the labor of the directing head and that of the obedient hand, the change that travelling brings, even when it is travelling for a purpose—all these make of business anything but a painful vocation.

#### THE TALISMAN THAT BRINGS SUCCESS.

What more can I say in answer to your queries? I hardly know. Work, work, always work, is the only talisman. The goods of life are not unfairly apportioned, as some suppose. The man of leisure and of "pleasure" can hardly complain if he is not also a man of wealth and of health. Success in one's career is the reward of sacrifices made for its sake.

I do not say that hard work has not its own liberty, its own enlargement, its own relaxation. It has all these. It has also its own romance that does not exist for the mere dilettante. The trifle trifles even with happiness. I think that a man who makes a great business must

put himself into it: but I do not mean by that that he must necessarily become a machine. Against that notion I would put a long list of names, beginning with Peabody and not ending with Carnegie.—Saturday Evening Post.

#### THE ADVANCE IN BROOM CORN.

In connection with the report of heavy advances in the primary broom corn markets, a large Ontario dealer writes to THE CANADIAN GROCER expressing the opinion that practically all Canadian buyers are on the short side, and that the advances which have been made at primary points, averaging over 60 per cent., are bona fide, and are likely to affect the market here because of the shortage of stocks held by Canadian manufacturers. He states, furthermore, that broom wire is nearly double the usual prices and that broom handles are from \$2 to \$3 per M. higher than in former years. As a result of this combination of circumstances he predicts a sharp advance in brooms on the Canadian market during the present season.

Mary M. McLeod has registered as proprietress from September 21 of M. M. McLeod & Co., general merchants, Glace Bay, N.S.



**The Secret** of the success of many grocers is in recommending to their customers, not merely the article which brings them most profit, but the one most likely to satisfy the purchaser.

You are always safe in recommending

**UPTON'S JAMS, JELLIES and MARMALADE.**

**A. F. MacLAREN IMPERIAL CHEESE CO., Limited.**

## TRADE IN COUNTRIES OTHER THAN OUR OWN.

## CANNED TOMATOES IN THE UNITED STATES.

THE chief feature to-day in this department is the increasing strength shown in tomatoes. Since last report the market shows a perceptible advance in all descriptions and a better buying interest. We hear of sales to-day of Southern 3s. on the basis of 95c. f.o.b. Baltimore, on which basis there the market is reported strong and advancing. It is reported that a little was moved yesterday at 92½c., the transaction covering, it is stated, around 2,000 cases. Gallons continue scarce and sales are noted up to \$2.75, with some business up to \$2.85. Jersey 3s. are hard to get some holders asking up to \$1.05, and a few lots are held at \$1.10. Yesterday a sale was reported at \$1. To-day we heard of business in Jersey tall tins amounting to 4,000 cases at \$1.25 f.o.b. factory, and a lot of 2,500 cases was moved yesterday at \$1.20 f.o.b. factory. Some business is noted in 2-lb. Southern at 77½c. Advices from Philadelphia report the market there on 2-lb. up to 82½c. Buying on the spot is fairly active and the tendency of the market is upward. Goods offering from packing quarters both in the South and New Jersey are reported to be limited, and some sections, it is believed, will pro rate heavily on deliveries. In corn the market is quiet. Business in State standards is reported possible at 70c. delivered.—N. Y. Journal of Commerce, October 5.

## TEAS IN NEW YORK.

The market for green teas continued to show decided strength. Offerings were very moderate; holders generally expressed confidence in the outlook as the prospects were for short supplies. Business transacted was, at full prices; sales reported were 400 pkgs. country greens and 300 pkgs. Pingsuey, all to arrive. Black teas were quiet but well held. The jobbing business continued to show a fair amount of spirit, the consuming trade being a steady buyer.—N. Y. Journal of Commerce.

## AUSTRALIAN FLOUR IN ENGLAND.

Australian flour is so good that we apprehend it needs only to be generally known to become a serious rival to the article we use at present in this country. At all events, that seems to be the opinion of the members of the conference to further its consumption, held at the Victorian Offices, Westminster, on a recent date. The special produce under consideration was that of flour from South Australia, from samples of which a batch of bread was submitted for the examination of the experts who attended. Mr. D. Tallerman, who presided, pointed out that South Australian flour produced

remarkable results. The bread before them was a magnificent product, equal in quality, taste and appearance to that sold in the best shops at 5½d. and 6d. per quartern. Yet the flour only realized 19s. 3d. per sack in London. That quantity yielded 100 four-pound loaves, which at only 5d. each would realize £2 1s. 8d. retail, thus leaving the big margin of £1 2s. 5d. to cover baking, working expenses and profit. At 5½d. per loaf, retail, the margin would be £1 6s. 7d. A very liberal allowance for the purposes named was 15s. per sack. It is at least a reasonable view that if these facts were better known, the colonial grower would receive a much better price for his flour from ourselves.—Commerce.

## VALENCIA RAISINS IN ENGLAND.

About 100 tons of Valencia raisins were offered for sale on Wednesday last, the fruit, on the whole, being extremely desirable both in regard to quality and condition. It became apparent, however, at an early stage in the bidding that caution would be the keynote of buyers' operations, and about one-third of the fruit only changed hands. Supplies of high-class fruit being barely sufficient to meet the demand, choice parcels realized fully previous prices, and common and good selected in half-boxes also being in a moderate compass found ready buyers at only slightly reduced values. On the other hand, however, medium to fine qualities in quarter-boxes proved to be in excess of the requirements of the trade, and with some pressure to sell met with a further decline of 2s. to 3s. per cwt. Shipments advised from Spain are by no means heavy, and a steady market is therefore anticipated at the reasonable range of prices now established.—Produce Markets' Review, Sept. 28.

## CANNED SALMON IN LONDON

The market for the lower grades of salmon has been quiet, and prices if anything are rather easier. Although there is a fairly good supply of Alaska on the spot, the better qualities, especially in 1-lb. and ½-lb. ovals, are somewhat limited, and valuations are firm. The present low prices have not only increased the home consumption, but a much larger trade has been done for export, and shipments are larger than for some months past, and it is encouraging to see this popular article coming into increasing favor with the consumer, after having, owing to the high prices, been somewhat neglected.—Produce Markets' Review.

## CURRANTS IN LONDON.

Only one further cargo of new currants has arrived here during the week, and, with an extremely active market, available supplies are at a very low ebb. This state of things seems hardly likely to be much changed for some time to come, as all consuming markets are unusually active, and Greek shippers are consequently inclined to hold back their fruit to supply actual purchasers, rather than

send it on consignment to the English markets. Every fresh arrival brings new evidence of the excellent quality of the crop; prices, although higher than a week ago, are still very moderate, and the balance between supply and demand is, for all the reasons given, very even, with, however, a decided tendency towards the preponderance of the latter over the former. A large business Provincial afloat and for future shipment is being done, and it would seem that purchases of this character are this year on a much safer basis than usual, on account of the universally excellent quality of the fruit.—Produce Markets' Review, Sept. 28.

## MONTREAL GROCERS' ASSOCIATION.

THE regular monthly meeting of The Montreal Retail Grocers' Association was held in the Monument National on Thursday evening, with President Lapointe in the chair. There was a good attendance of the members including: Secretary J. P. Dixon, P. O'Brien, N. Chartrand, M. de Repentigny, E. W. Farrell, O. Champagne, J. O. Leveque, Ald. Turner, A. O. Galarneau, H. Macy, F. Bigaonette, J. E. Manning, H. A. Laniel, and A. D. Fraser.

## ELECTION OF OFFICERS.

The most important bit of business came first, the election of officers for the ensuing year. President Lapointe made a short farewell speech and called for the elevation of the first vice-president, Ald. Turner, to the highest position. Ald. Turner, an Englishman, was immediately proposed by two Frenchmen for the position, and was declared elected by acclamation. For vice-president Mr. O'Brien nominated Mr. Chartrand, and he was elected by acclamation, as also was Mr. J. E. Manning for the 2nd vice-presidency, Mr. F. Bigaonette for the treasurer'ship, and Mr. N. Lapointe for the honorary secretary'ship. Mr. J. P. Dixon was reappointed secretary. Twelve directors were appointed: they are A. O. Galarneau, H. Macy, J. O. Leveque, J. B. Deschamps, M. de Repentigny, P. O'Brien, A. D. Fraser, O. Champagne, H. A. Laniel, P. Daoust, H. Poirier and E. W. Farrell.

The elections concluded, Mr. Lapointe vacated the presidential chair in favor of the newly elected President Turner, who delivered a brief inaugural address, congratulating Mr. Lapointe on his success and pledging his best services to the association, both to make the meetings interesting and to bring in new members. Mr. Turner is one of Montreal's most faithful reform aldermen and it is expected that The Grocers' Association will make rapid strides under his leadership.

Mr. N. Lapointe moved, and Mr. H. A. Laniel seconded, a motion to grant \$25 to each, the Notre Dame and General Hospitals, and one of President Turner's first duties was to sign these cheques of charity.

## TRADING STAMPS

Mr. J. O. Leveque drew the attention of the meeting to the trading-stamp evil and asked that the association join the crusade against the custom. He had been duped into an agreement to give them and was naturally much incensed. Several others showed how they were losing \$1 or \$5 a week at the same game



# NEW PACK—NOW IN STORE.

"ANCHOR" BRAND SALMON—

GUARANTEED THE FINEST FRASER RIVER SOCKEYE FISH PACKED.

ALSO THE WELL-KNOWN "HORSE-SHOE" BRAND—IMMEDIATE DELIVERY—  
SPECIAL PRICES ON

NEW CURRANTS, RAISINS, SULTANAS, PEELS.

THE **EBY, BLAIN CO.,** LIMITED

WHOLESALE GROCERS, ETC.

**TORONTO.**

and it was finally decided to announce a special meeting to discuss the matter.

## SUNDAY CLOSING.

There are quite a number of small grocery stores that keep open in Montreal on Sunday, and it was proposed that the association exert itself to have them closed. Ald. Turner was entrusted with the task of looking after the matter to see what was needed, and the subject will come up again.

## CAPACITY OF LIQUOR FLASKS,

The secretary read the resolution passed the day before by The Licensed Victuallers Association, condemning the illegal practice of the grocers selling flasks of

liquor containing less than an Imperial pint. It seems that, while there is a law against this practice, there is a tacit understanding with the Government that it shall not be enforced. The president, ex-president and secretary were appointed a committee to interview the Hon. Mr. Duffy on the matter and ask him to tolerate the custom until the Legislature meets to pass a suitable law, giving the grocers legal power to sell these small flasks. It would seem unfair to the grocers to be forbidden to sell small flasks of domestic liquor and yet be allowed the privilege of selling foreign goods in bottles of like size. Quite a number of merchants evade this point in the law by selling these small bottles in pairs.

## SCHEME TO INCREASE MEMBERSHIP.

The secretary was authorized to send out the following notice to eligible non-members of the association.

Seeing that our association is some 600 members strong, and that there are 1,200 grocers in Montreal to-day, we want you all to join. It is not for the cost of \$2 a year you have to pay as a member of that body that we ask you to join us; it is because you can be of great value to us in more ways than one, and the association will give you in return all the benefits of our body of grocers, such as fighting combines, "trusts," seeing that the Governments and municipal bodies give us fair treatment in our lines of business, and that the large departmental stores are taxed so that we in suburban quarters of our city may live without being forced to the wall by those big monopolies.

After passing some accounts, the meeting adjourned.

# Fresh Chewing Gum

BRINGS FRESH CUSTOM.

# ADAMS' TUTTI FRUTTI

is always fresh.

Price, \$1.00 per box, containing 36 five-cent bars.

**D**ID you ever figure the profit on the premium system of buying Chewing Gum? Take, for instance, the rocking chair that costs \$6.75 with gum which sells for \$8.00. Your cash profit is \$1.25, without figuring the freight you pay on the chair. Now, figure 800 pieces of Britten's Havana Fruit Gum at 80c. per box, which contains one dollar and eighty cents worth of gum, and you will find the 800 pieces would cost you \$3.55 5-9. Consequently, you pay \$3.19 4-9 for your premium chair. This seems an easy way of getting the chair, but, if you'll watch some of the advertisements of the departmental stores, you'll see some of the same chairs sold for \$1.98. Don't forget that the jobbing house, the railway company, the chewing gum company, all have to make a profit on this chair, and, as you are the purchaser, you must pay the piper.

American Chicle Co., - Toronto.

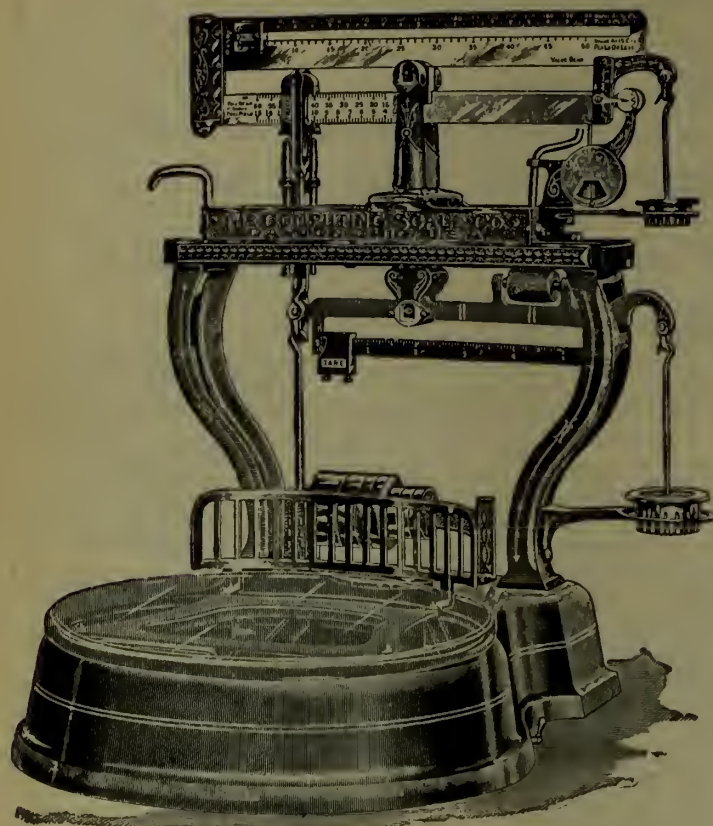
## THE NEW MAJESTIC.

The finest scale ever made for a merchant. Beautifully finished. Agate bearings throughout. Furnished with bevel edge glass platform. Revolving swivel base hidden beneath the platform, enabling you to use the scale from either side of the counter. Patent near-weight device or over-weight detector which alone is worth the price of the scale. Solid brass weights and new patent lifting device. Send for full particulars.

Our scales are sold on easy monthly payments.

**The Computing Scale Company**  
DAYTON, OHIO.

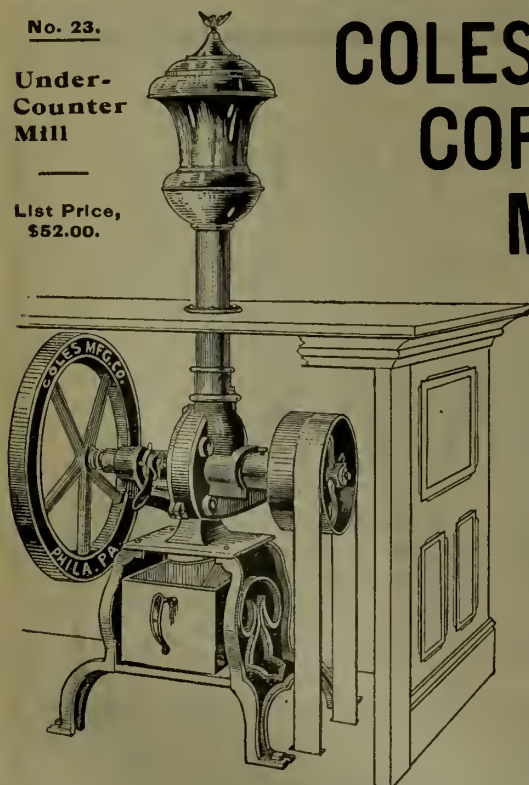
Money-Weight Scale Co., No. 47 State St., Chicago, Ill.  
E. E. Meeker, No. 52 Franklin St., New York, N. Y.  
J. B. Poirier, Dist. Agent, No. 1662 Notre Dame Street  
Montreal, Que., Canada.  
L. A. Davidson, Dist. Agent, No. 104 King St. West, Toronto,  
Ont., Canada.  
White & Ecclestone, Dist. Selling Agents, Vancouver, B. C.



No. 23.

Under-  
Counter  
Mill

List Price,  
\$52.00.



## COLES COFFEE MILLS

None better for  
Granulating or  
Pulverizing.

Our mills will  
Pulverize with-  
out heating Coffee.

Every Coles  
Coffee Mill has a  
Breaker that  
breaks the Coffee  
before it enters the  
grinders, thus re-  
ducing wear of  
grinders.

A GREAT  
LABOR-SAVER.

Our Grinders  
wear longest.

Agents: TODHUNTER, MITCHELL & CO., Toronto.  
DEARBORN & CO., St. John, N.B.  
FORBES BROS., Montreal.  
GORMAN, ECKERT & CO., London, Ont.

**COLES MANUFACTURING CO., PHILADELPHIA, PENN'A.**

## Rowntree's

### Chocolates and Pastilles

The "Court Circular" says of the Chocolates:

"Unexcelled for purity, delicacy of flavor, and daintiness. They compete with, if not surpass, the finest French chocolates made."

"Grocery" says:

"One thing in which Messrs. Rowntree & Co. excel is undoubtedly their Gums. The secret lies in the quality of the Gum, the excellence of the flavoring, and the carefulness in manufacturing."

Two excellent lines of confections made by  
the manufacturers of

**Elect Cocoa and Elect Lemonade.**

Agents for Canada:

For Quebec, Ontario and the Maritime Provinces:  
MR. CHAS. GYDE, 20 St Francois Xavier St., MONTREAL.  
For Manitoba, Northwest Territories and British Columbia:  
THE HUDSON'S BAY CO., WINNIPEG.



# THE CANADIAN GROCER

President,  
JOHN BAYNE MacLEAN,  
Montreal.

## THE MacLEAN PUBLISHING CO. Limited.

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### CANADA'S TRADE WITH RUSSIA.

SOME interest in our trade with Russia has been created by the return from that country of Mr. Wm. Whyte, assistant to the president of the C.P.R. The special object of his visit to that country was to investigate the possibilities of an enlarged trade between it and Canada, the railway with which he is associated having under consideration a proposition to put on a line of steamships to ply between Vancouver and Vladivostock. Mr. Whyte made a tour of the Trans-Siberian road, and the result of his investigation is a report which is to be submitted for the consideration of the directors. He believes that the present is a most opportune time for business men in Canada to put forth an effort to secure a larger share of Russia's trade. What makes the present particularly opportune is, of course, the discriminating duties which have been levied against the products of the United States on account of the countervailing duty which the latter country imposes upon Russian sugar.

The Russian law, under which the discriminating tariff was put into operation

against the United States," provides that "Goods which form the basis of manufacture and trade in those countries which do not give Russia the most favored privileges of import and transit are subject" to an increase of 20 to 30 per cent. in the import Customs duty.

In 1900 Russia imported from the United States merchandise to the value of \$21,661,515. In view of this it is not surprising that the manufacturers of the United States became much exercised when the Russian Government, in March last, put on a discriminating tariff of 20 to 30 per cent. against them.

Canada's trade with Russia is very small. In 1900 it amounted to less than \$100,000, our imports therefrom being \$24,659, and exports thereto \$70,558.

In exports, there was an increase over the previous year, but in imports there was a marked falling off. Our exports to Russia during 1899 and 1900 were as follows:

|                                                | 1899.  | 1900.  |
|------------------------------------------------|--------|--------|
| Carriages and bicycles. ....                   | \$ 686 | \$ ... |
| Coal. ....                                     | 5,572  | .....  |
| Fish. ....                                     | 10,100 | 432    |
| Agricultural implements. ....                  | 11,362 | 35,599 |
| Other iron and steel and manufactures of. .... | 16,872 | 21,434 |
| Ships. ....                                    | .....  | 11,688 |
| Wood and manufactures of. ....                 | 9,331  | .....  |
| All other goods exported. ....                 | 1,725  | 1,405  |

Total exports. .... \$55,648 \$70,558

Russia is a country of great possibilities. The total exports of the country were \$354,604,280, and the imports \$294,805,440. And one of the best evidences that its trade is worth looking after is the fact that a sharp, farseeing concern like the Canadian Pacific Railway laying its plans to connect its system with that of the Trans-Siberian Railway.

### WILL CONTEST THE LAW.

The Dominion Trading Stamp Co., Limited, who have branches in many of the principal cities of Ontario, have definitely announced their intention to fight the legality of the "Anti-Trading Stamp Act," passed at the last session of the Ontario Legislature, which empowered municipalities to prohibit the use of trading stamps within their bounds. The company will contest the Act on the ground that the Provincial Legislatures have no right or power to pass such legislation.

The legal battle will be watched with interest.

### EXCITEMENT OVER SALT TRUST STOCK.

THE new salt Trust has at last started on its business career. The concern was incorporated some weeks ago under the laws of New Jersey, but it was not till October 1 that the plan of organization and the subscription agreement for the exchange of securities were officially promulgated. The proper name and style of the Trust is the International Salt Co., and the prospectus states that it is the purpose of the company to acquire at least a majority in amount at par of the aggregate of the preferred and common stock of the National Salt Co., and at least a majority in amount at par of the capital stock, and a substantial part of all of the first mortgage 5 per cent. gold bonds of the Retsof Mining Co., and the capital stock, bonds or real and personal properties of such other companies or individuals engaged in the salt business or allied industries as may from time to time be deemed advantageous to said International company.

The authorized capital of the company is \$30,000,000, all common stock. Of this amount \$18,500,000 will be issued to take over the full issue of outstanding stock of The National Salt Co. and The Retsof Mining Co., and to supply \$1,000,000 cash as working capital. The remaining \$11,500,000 of stock will be held for issue subsequently, as may be necessary for the acquisition of other salt plants. Among the other salt plants which it is proposed to acquire are certain ones in Canada and Great Britain. This is specifically set forth in the circular which the company issued the other day.

A few days after the announcement that the Trust had practically begun business it became one of the cynosures of the stock market. Rumors had obtained currency to the effect that in the absorption of The National Salt Co. by the International company \$7,500,000 bonds would come ahead of the stock, and also that the president of the National had resigned for the purpose of assuming a like position in the Plough Trust. There seems to have been little or no foundation for the rumors, but they were sufficient to cause a decline of over 15 points in the common stock of the National company.

The Journal of Commerce, New York, of October 5, in commenting on the decline, said: "It appears, therefore, that yesterday's severe break was due to a misunderstanding of the terms, although the bonus in new stock to the old preferred stockholders and to the underwriting syndicate is, of course, unfavorable to the common stockholders of the National company."



## A PLACE FOR SIR RICHARD.

SIR RICHARD CARTWRIGHT'S name is now being used again in connection with the Lieutenant Governorship of Ontario. The term of the present occupant will soon expire, and there is certainly no one among those who have been named who would either fill the position better or who has greater claims upon it.

For a generation he has been among the most prominent in Canadian politics, and if he has not always been wise in the course he has pursued there are few indeed in public life to-day who have given more of their time and talents to the welfare of their country.

Now that his years are multiplying fast his fitness for the arduous duties of a Cabinet position is gradually diminishing. This THE CANADIAN GROCER has time and again of late pointed out. Whatever his fitness for the portfolio of Trade and Commerce might have been a few years ago, there is not a shadow of doubt in regard to his present unfitness, partly no doubt due to the fact that it is one for which he is naturally not adapted, but largely on account of his weight of years.

None more than the party of which he is such a prominent and honored member recognizes that the portfolio of Trade and Commerce should be filled by a younger man and one of more practical business experience, but the question has been what to do with him. He certainly could not be cast overboard. His services have been too faithful and his friends are too numerous for that. Some of his friends have gone the length of urging for his appointment to the High Commissionership in London. But that would be, as we have repeatedly pointed out, a fatal mistake.

With the expiration of Sir Oliver Mowat's term as Lieutenant Governor of Ontario, an opening will be created for the appointment of Sir Richard Cartwright to on office which, with his scholarly attainments and many parts, he is eminently qualified to fill. And, what is still more important as far as the commercial interests of this country are concerned, opens a way for

escape from what is no doubt an awkward dilemma.

### THE LATE N. CLARKE WALLACE.

WE record with regret the death at Woodbridge, York Co., Ontario, on Tuesday, October 8, of Hon. N. Clarke Wallace, M.P., formerly Controller of Customs in the Governments of Sir John Thompson and Sir Mackenzie Bowell.

Mr. Wallace was a merchant for many years and understood business questions. When he took office in 1892 with Sir John Thompson he at once applied himself to the work of his Department in a thoroughly practical spirit. His demeanor and policy exhibited a desire to appreciate and carry out the wishes of the mercantile community, for which we gave him credit at the time and have always since remembered in his honor. He was a useful Minister of the Crown. When he resigned, owing to a difficulty with his colleagues on the school question, the Conservative Ministry of 1895 lost a good member.

During his term of office we had occasion to criticize strongly in these columns certain decisions on tariff matters for which Mr. Wallace was officially responsible, but in relation to which we never doubted his personal rectitude and his wish to do what was best in the public interest. This difference of opinion on public matters never disturbed the friendly relations of the writer with Mr. Wallace. He leaves, despite his short term of office, a record which other politicians can well imitate. His family have our sincere sympathy.

### CALIFORNIAN PRUNES IN CANADA.

CALIFORNIAN prunes appear to have effectually driven European prunes from the Canadian market. The latter may still have the preference when the fancy descriptions are considered, but for general consumption the Californian article is the favorite. It is not that its quality is better. In flavor, plumpness and thinness of skin, Bosnia and French prunes have the advantage. But as far as appearance of fruit and package are concerned the American is to be preferred.

This season Bosnia prunes, of the sizes

generally consumed in Canada, could be laid down here at rather lower figures than those of Californian growth, but, in spite of this fact, the figures have no attractions for importers in this country. It is evident, therefore, that we have become wedded to the Colifornian prune.

All that importers now seem to care for are the cheaper grades of French prunes when they can be laid down here at a very low figure. How the importation of Californian prunes has increased at the expense of those from the other countries from whom we chiefly import may be gathered at a glance at the following table:

|           | U. S.<br>lb. | Austria.<br>lb. | France.<br>lb. |
|-----------|--------------|-----------------|----------------|
| 1897..... | 770,388      | 219,844         | 309,304        |
| 1898..... | 2,594,244    | 131,634         | 195,589        |
| 1899..... | 2,166,763    | 912,042         | 267,975        |
| 1890..... | 3,410,065    | 512,554         | 144,057        |
| 1901..... | 3,781,705    | 44,702          | 543,860        |

It will be noticed that in five years our importation of Californian prunes has increased by 3,000,000 lb.

### CANADIAN CHEESE WON GOLD MEDAL.

IT is significant that the reports of the remarkable showing of Canadian cheese at the Pan American Exposition at Buffalo have been received with so little enthusiasm by the Canadian public, and particularly by those interested in the Canadian cheese trade.

A gold medal was offered by the Exposition for the best cheese exhibit. The Ontario Department of Agriculture sent over at different times 140 boxes of cheese the product of 57 factories in various sections of the Province. This exhibit, though in competition with the entire United States, as well as all other American countries, proved so superior that it easily won the gold medal.

Each box of cheese was also judged on its individual merit. According to the rules of the Exposition, any exhibit scoring 94 points or over would receive a diploma, and of the Ontario August cheese, which was last scored, only one package failed to reach this standard, while some of the packages scored as high as 99½ per cent.

Such a showing as this is indeed remarkable and furnishes excellent reason for enthusiasm. But the verdict of the judges was received calmly, almost with indifference. Canadian cheese has captured so many honors in competition with the makes of other countries, and particularly of the United States, that the Canadian public appears to believe in its supremacy as a matter of course. A victory for it excites little enthusiasm, but a defeat would arouse a general feeling of amazement.

Canadian cheese, it will be remembered, also received the highest award at the Chicago Exposition in 1893.



# A CORNER FOR CLERKS

BY W.T. ROBSON

## THE VALUE OF SAVING.

THIS subject is one generally overlooked by the average clerk, not that he does not know the value of money in the world to-day, but he is led away by a desire to have "a good time" and to enjoy all the pleasures of life. That he should have none the less pleasure or happiness is my desire, only for his own sake, for the purpose of future advancement, should he so arrange his affairs that a certain amount, even if it must be small, should be continually set aside for some important purpose. It is a mark of stamina in any young man who voluntarily and deliberately faces his financial problems and so arranges them that he can have his own bank account. To do this one is not required to be mean and small in his relations with other young men. No one has any use for the mean man, but it can be accomplished in most cases by a simple matter of adjusting the necessary expenses. A young man who has not the capacity to master his private money affairs, who will be the slave of his desires, instead of their master, enters life with a serious handicap. The use and abuse of money in the early part of a man's life often determines his success or failure. I care not what his intellectual endowments are, how pleasing his personality, if he is unable to properly manage his money affairs the chances are he will end disastrously. There have been men in the past, it must be admitted, who were notoriously indifferent to personal money affairs—brilliant men of wonderful genius—but under the present condition of affairs, in order to be reasonably successful, a young man must make plans and execute them with a purpose steady and fixed. Thousands of young men are making a failure of life because they have never learned to deny themselves the luxuries and pleasures which are, in their circumstances, beyond their income.

An errand boy faithfully laying aside but three cents a day would have in 50 years (with 6 per cent. interest) about \$3,000.

A seamstress on but five cents a day would have almost \$5,400 to call her own.

A stenographer spending 50 cents a week for candy would blow in \$7,000.

A clerk smoking 10 cents a day would dissipate over \$9,500.

A laborer averaging two and a half schooners a day would in that time swallow \$12,000.

A shoemaker saving but 15 cents a day could retire on \$15,000.

A mechanic on 20 cents a day would be worth \$19,000.

A storekeeper cutting expenses 25 cents daily and putting it away, could rest in peace on \$26,000.

A lawyer on \$100 a year would have \$29,000.

A doctor on \$150 a year would be considered wealthy with \$43,000.

A business man paying himself an extra salary of \$50 per month or \$600 per year, and putting it away as a sinking fund at 6 per cent. could give his business away in 30 years and live very comfortably for the rest of his days on over \$225 per month, income from a \$47,000 principal.—Selected.

## A PROMISED SALARY INCREASE.

"C. A. E." says: Some time ago I was promised a raise in salary; should I ask for it?

Why, certainly, ask for what was promised and what you had a right to expect. Be courteous and businesslike in your request for information on this subject.

## MARY'S GROCER BEAU.

One of the "boys" sends me this:

Mary had a grocer beau,  
He worked from dawn till late,  
And every time that Mary called,  
He gave her overweight.

—Commercial Tribune.

It needs another verse, something like this, I should think:

One day when Mary called,  
She saw her beau had left,  
And to her horror she has found  
That now he's up for theft.

## STORE COATS.

The question of coats for the store is bothering some of the boys. The white coat seems to have the call among most clerks. Have it well made, of good quality, always well laundered, and I think they look attractive, giving a uniform appearance to the clerks, and an impression of cleanliness to the customers.

## READY FOR CUSTOMERS.

"J. C. H." My idea is, a salesman when disengaged should find some work near the front, so as to be ready to wait on customers promptly, just as soon as

they enter the store. Don't make a fuss and swoop down upon them, but gentlemanly and pleasantly, with proper deference, attend quickly to their wants. Try and make your customers feel your interest in their welfare from the time they enter until they depart from the store. Give them a good impression of your goods, and let them feel you value their trade. You won't need to tell them. "Actions speak louder than words," is an old saying, and nowhere is it more true than in a grocery store when serving customers. A frown never made a sale, while smiles have many to their credit. No matter what your feelings are, be pleasant at all times with customers, and you will attract trade just as surely as a magnet will attract a needle.

"Alex. C." tells me of a new game practised by a church to raise money. It is called a "rummage sale." All the old stuff the women can pick up is gathered together and sold for what it will bring. Judging from what my correspondent tells me a sale of this description would be a good place to stay away from. I once took in a "basket social" in a church and that experience will do me for all time to come. If the "rummage sale" is any worse or as bad—"excuse me." I think some stores might adopt the idea, and have a regular time for going through the stock to see what is getting out of date or spoiling and getting for it what it will bring rather than have it waste.

"F. G." Lipton's teas are sold in Canada, but as yet have not had an extensive sale. I do not know of any other products of this firm now sold on this market.

## THE MANITOBA WHEAT CROP.

Notwithstanding a few reports of loss from sprouted wheat, the indications are that the Manitoba wheat crop will be fully up to the more conservative estimates. On Tuesday, of last week, G. U. Hastings, Manager of The Lake of the Woods Milling Co., Limited, who had just returned to Montreal from a trip through Manitoba, gave out his opinion that the crop in Manitoba and the Northwest Territories would be close to 46,000,000 bushels, leaving a surplus of 40,000,000 to be disposed of. On Monday, this week, F. W. Thomson, of The Ogilvie Milling Co., Limited, stated that the loss from sprouting would not likely be serious and the crop should net at least \$25,000,000.

Taylor Bros., wholesale fruiterers, Winnipeg, Man., will shortly move to 241 to 245 Main street, which premises are being altered to suit their business.

# The One Great Advantage

in handling

# "SALADA"

Ceylon Green  
Tea

is that there is no necessity for you to carry the old-fashioned big stock. There is no loss in weight, no deterioration in quality, and will give your customers better satisfaction than the finest Japan tea grown. It will soon be as popular as "Salada" black tea is now.

Samples for the asking.

"Salada"--Toronto and Montreal.



## LILY WHITE GLOSS STARCH

—o IS PACKED IN o—

Handsome 1-lb. Packets.

Beautiful 6-lb. Tins or Trunks.

100-lb. Kegs—Extra Large Crystals.

Strongest, Whitest and Purest.

The Brantford Starch Works, Limited,  BRANTFORD, ONT.

## COUGH DROPS

CANADA (BLACK)  
MENTHOL . . .  
ENGLISH . . .  
GOLDEN . . .

## 4 STYLES.

IN GLASS JARS AND TINS.

**THE CANADA BISCUIT COMPANY, Limited**

Office Phone: Main 3624.  
Warehouse Phone: Main 3676.

King and Bathurst Streets, TORONTO



# MARKETS AND MARKET NOTES

## INFORMATION FOR BUYERS.

If any reader wishes to know where any article can be purchased in Canada or abroad, a letter to the Editor will probably place him in communication with the seller.

## ONTARIO MARKETS.

Toronto, October 10, 1901.

### GROCERIES.

THE week has not been noted for any strikingly new features. Business is fair. Very little attention is being paid to canned vegetables, all the buying being of a small sorting up character, with prices ruling steady. The firmness in teas noted last week has been maintained, but business is only moderate. Coffees are quiet and fairly steady. Currants are meeting with a fair demand and prices rule firm. Very little is being done in Valencia raisins. The new Californian prunes that are on the market are so far receiving little or no attention. Sugars are quiet and unchanged at last week's decline. The demand for syrups has improved a little, but the demand is still light. Rice and tapioca are in moderate request.

### CANNED GOODS.

No particular feature has developed in regard to canned goods during the week. The rather firm feeling previously noted in regard to canned tomatoes has been maintained, but there is very little business being done, purchases being of a sorting-up nature. The idea as to price to the retail trade for tomatoes is 80 to 82½c. for old stock, and 85 to 90c. for new. Corn is quoted at from 80c. up, and peas at from 82½c. up. The demand for canned fruits is picking up and the sale seems to be, if anything, rather larger than is usual at this time of the year. The demand is principally for raspberries and strawberries. The trade is looking for a good demand for peaches, and already there have been some sales to arrive at \$1.70 to \$1.80 for 2's, and \$2.60 to \$2.80 for 3's. Canned meats are quiet. There is a small sorting-up business being done in canned salmon, and prices rule as before. In another column we publish a table showing the pack on the Fraser river, the different kinds put up, and the quantity packed by each company. Quotations are:

Fraser River sockeyes, \$1 42½ for 5-case lots and over, and \$1.45 for less quantities for the well known brands and \$1.35 for brands not so well known; Northern sockeye, \$1.25 to \$1.30; pink salmon, 95c. to \$1; cohoes, \$1.05 to \$1.10.

### COFFEE.

The outside markets have ruled steady during the past week, but very little business has been done. Much the same is to be said in regard to the local market. We still quote green Rios as follows: No. 7, 7½c. per lb.; No. 6, 8c.; No. 5, 8½c.; No. 4, 9¼c.

### SYRUPS AND MOLASSES.

The representatives of the refineries have been offering all grades of sugar syrups during the past week, but they report there is no demand. Local wholesalers, on the other hand, report that, while trade is still quiet in syrups, there is a slight improvement on retail account. There is also a

See pages 31 and 32 for  
Toronto, Montreal, and St.  
John prices current.

slightly better demand from retailers for molasses, which remains steady in price.

### SPICES.

There is just a steady demand locally, and advices from the outside markets report that the visible supply of pepper, mace, pimento, cassia and ginger are steadily decreasing. Higher prices within the next few weeks are expected in some lines of spices.

### RICE AND TAPIOCA.

In both rice and tapioca there is the usual steady trade being done at unchanged prices. B rice is quoted at 3¼ to 3½c. per lb. and Japan at 5½ to 6c. Tapioca rules at 4¼ to 4½c. per lb.

### SUGAR.

The wholesale trade, as a rule, is only doing a moderate business, while the representatives of the refineries report trade almost nil. Raw sugars have shown a slightly higher tendency, there being more buyers than sellers. Receipts at the four United States Atlantic ports last week were only 18,000 tons, while the meltings were 31,000 tons, making a decrease of 13,000 tons for the week. Receipts for the months of November and December at the four

ports in question are expected to be light, as shipments from Java at the present time show a considerable falling off, as compared with last year. Mr. Licht's estimate for the approaching crop of beet sugar varies all the way from 6,185,000 to 6,715,000. He favors the mean of these figures and expresses the opinion that the crop will be about 6,450,000, or an increase of 381,000 tons compared with the production of last year. Prices, locally, are unchanged at last week's decline.

### TEAS.

The situation in teas continues favorable as far as prices are concerned. Advices from Japan note increased firmness. A cable received in Toronto on Monday asked ½c. per lb. advance on medium grades of Japan teas and 1c. on good teas. Low-grade teas, on the other hand, are considered to be rather lower. The wholesale houses report that they have been doing quite a little in Japan teas during the past week on retail account. In Indian and Ceylon teas, good flavory descriptions at about 8d. are being looked for by importers, but very few of them are to be had, especially under 8d. There are quite a few low-grade teas on the local market, but they are apparently getting reduced. Very little is being done in China greens. Mail advices from London, England, under date of September 27, say that with rather smaller auctions and a revival of trade in the Provinces the market for Indian teas was again strong, resulting in a very steady market for all descriptions. Common whole leaf teas were, if anything, slightly dearer. In regard to Ceylon teas the advices state that with a comparatively light auction and a continuance of the improved quality competition was strong, and prices showed an advance varying from ¼d. to ½d. per lb.

### FOREIGN DRIED FRUITS.

CURRANTS—The few new currants that are on the local market are meeting with a good demand. The ruling quotations for good, clean fruit are as follows: Filiatras, 7½ to 8c.; Patras, 8 to 8½c., and Vostizzas, 8½ to 9½c., according to quality. Uncleaned fruit is quoted at ½c. less. For November delivery, wholesalers are quoting clean fruit as follows: Fine Filiatras, 6c.; Patras, 6½, and Vostizzas, 8½c., for fine goods. Should the firmness in the primary market be maintained, it is quite possible that prices for futures may be held rather firmer.



**VALENCIA RAISINS**—There have been some transactions on importation account during the past week, but wholesalers are still inclined to hold off in the hope of lower figures. Holders in Spain, on the other hand, do not appear inclined to make any concession whatever. A cable despatch from Denia says that the market is bare, and is expected to remain so for some time, while prices were expected to rule steady. It is understood from this by local authorities that the growers in Spain are not bringing in their fruit to market. The steamer Bellona is at present loading at Denia for the Canadian market. New fruit at present on the market is being quoted at 7 to 7½c. for selected and 6½ to 7c. for fine off-stalk. There is still some fine, clean selected of last year's crop to be had at 5c.

**FIGS**—There is only a small demand for the few figs that arrived on this market last week. The prices for 10 to 30 lb. boxes run from 11 to 17c. per lb. according to size. For future delivery tapnets are being quoted at 3¼c. and naturals at 4¼ to 4½c. in bags.

**PRUNES**—Although there is only a small business being done it is rather larger than is usual at this time of the year. Prices in California are rather easier than they were, for the quotations just come to hand are about ¼c. lower than those previously received. We quote new Californian prunes as follows: 100 110's, 5c.; 90-100's, 5½ to 6¼c.; 80 90's, 6½ to 7c.; 70-80's, 6¾ to 7¼c.; 60 70's, 7½ to 8c.; 50-60's, 8 to 8½c.; 40 50's, 8¾ to 10c. French, 100's, 3½ to 4c.

#### GREEN FRUITS.

Trade is keeping up fully as well as could be expected. Plums are done, and the receipts of high-grade pears and peaches are light. But grapes, apples and late varieties of peaches and pears are still arriving in large quantities. Cranberries are selling briskly, as are also bananas, oranges and lemons. The sale of other lines is well maintained. We quote prices as follows: Pears, 20 to 40c. per basket; peaches, Crawford's, 60c. to \$1; apples, 30 to 40c.; egg plant, 10 to 15c.; tomatoes, 25 to 35c.; cucumbers, 10 to 15c.; peppers, 25 to 50c.; grapes, in 10 lb. baskets, 15 to 17½c.; Niagaras, 17½ to 20c., and 20 to 25c. for Delawares and Rogers; quinces, 30 to 40c. per basket; muskmelons, 25 to 35c. per crate of 12; bananas, \$1 75 for 1st and 75c. to \$1 for eight hands. New Verdilli lemons are offering at \$3.75 to \$4.25 per box, and Jamacia oranges at \$6 per bbl. or \$4 to \$4 25 per box; Cape Cod cranberries, \$8 per bbl.; Ontario cranberries, \$6 per lb.; pineapples, \$3.50 per case.

#### COUNTRY PRODUCE.

**EGGS**—There has been an unusually heavy export trade done during the last two or three weeks, and as the local demand keeps active the price of all lines is firmly maintained. As high as 18c. has been asked for cases of selected new-laid, while fresh-gathered range from 15 to 16c. Cold-stored eggs sell readily at 14 to 16c., and limer eggs at 14 to 15c. per doz.

**BEANS**—The market has steadied since the break noted a week ago, and last week's quotations, \$1.75 to \$1 80 for prime pea beans, still hold good.

**HONEY**—Comb honey is 25c. per doz. higher. The sales of both strained and comb have been large. We quote: 9 to 10c. for extracted clover and \$2 to \$2.25 for No. 1 clover comb.

**DRIED APPLES**—New evaporated apples are offering at 9c. for carlots and 10c. for cases. There is little trade reported, however. Dried apples are not offering, but nominal quotations range from 5½ to 6½c.

**POTATOES**—The market is well maintained. Cars are selling fairly well at 50 to 55c. per bushel on track Toronto. Small lots are in active request at 60 to 70c.

#### BUTTER AND CHEESE.

**BUTTER**—The weakening feeling noted in dairy butter last week is more in evidence this week, and has affected creamery prints, which are ½c. lower. Dairy prints are 1c. cheaper. We quote as follows: Dairy prints, 16 to 17c.; best tubs, 15 to 16c.; poor to medium grades, 12 to 14c.; creamery prints, 21 to 21½c.; boxes, 19 to 20c.

**CHEESE**—The steadiness of a few days ago has given way to uncertainty, as the export movement is still light and buyers in Great Britain are decidedly cautious. As a result, the jobbing price is ½c. lower, the range being 9½ to 9¾c.

#### POULTRY AND GAME.

**DRESSED POULTRY**—The weather is not quite cool enough to cause a big delivery of poultry, and so what does come is readily absorbed. We quote as follows: Chickens, 40 to 60c. per pair; hens, 30 to 50c. per pair; ducks, 50 to 75c. per pair; geese, 7 to 8c. per lb.; turkeys, 10 to 11c. per lb.

**LIVE POULTRY**—The Canadian Produce Co., 36 and 38 Esplanade east, Toronto, will pay until October 17, for spring chickens, not less than two lb. each, 6c. per lb. For ducklings, 5c. per lb. For hens (including last year's birds) 3c. per lb. These prices are for live weight on arrival. Crates shipped free and express paid up to 50c. per 100 lb. of chickens.

**GAME**—The demand readily absorbs all offerings which are, however, only fair.

Prices are unchanged at the following figures: Teal and butterballs, 25 to 30c.; pintails and redheads, 50 to 60c.; black ducks, 75c. to \$1 per brace.

#### FISH.

There is an excellent trade doing in trout and whitefish, in oysters and in dried fish. Prices show no change. We quote as follows: Fresh fish—Codfish, 7 to 7½c.; whitefish, 8c.; trout, 7½c.; halibut, 15c.; sea salmon, 20 to 25c.; haddock, 6c.; herring, 4c.; perch, 4c.; British Columbian salmon, 20c. Smoked fish—Ciscos, \$1 per basket; finnan haddie, 7 to 8c. per lb. Digby herring, 75 to 80c. per bundle. Prepared fish—Dried cod, in 112-lb. bundles, \$4.75 per cwt.; flitched cod, \$5 to \$5.25; boneless cod, in bricks, 5 to 5½c. per lb.; steak cod, 6½c. per lb.; shredded cod (2 doz. in box), \$1.80 per box; boneless fish, loose, in 25-lb. boxes, 4 to 4½c., and 5-lb. boxes, 5c. per lb. Oysters—Standards, \$3.75 per small pail or \$1.50 per Imperial gallon; selects, \$2 per Imperial gallon.

#### VEGETABLES.

The demand for most lines keeps active. Prices hold strong. We quote as follows: Carrots and beets, 20c. per peck; turnips, 15 to 20c. per peck; lettuce, 20 to 30c. per doz.; radishes, 30 to 40c.; watercress, mint and parsley, 20c.; cauliflower, \$1 25 to \$1.50; celery, 40 to 60c.; red cabbage, No. 1, 10 to 15c.; cabbage, 25 to 50c.; corn, 6 to 10c.; cucumbers, short, 10 to 15c.; tomatoes, 15 to 25c. per basket; pickling onions, 30 to 40c. per peck; dry onions, \$1.00 per bush.; potatoes, 60 to 70c. per bushel; gherkins, 15 to 25c. per 100; egg plant, 30 to 35c. per basket; Hubbard squash, 10 to 30c. each; vegetable marrow, 5 to 15c. each; pumpkins, 10 to 25c. each; citrons, 15c. each.

#### GRAIN, FLOUR AND BREAKFAST FOODS.

**GRAIN**—Last week's decline brought wheat prices to a steady level. Manitoba No. 1 hard is quoted at 79c. grinding in transit, or 77c. Toronto and west. Ontario wheat is quoted at 65 to 66c. at outside points, middle freights. Deliveries on the local street market are fairly large. Oats are 2c. higher. The receipts of barley show a great range of quality, and prices cover a correspondingly wide range. We quote: Wheat, white and red, 68 to 73½c.; goose, 65½ to 67c.; oats, new, 40c.; rye, 54c.; barley, 47 to 57½c.; peas, 65 to 70c.

**FLOUR**—There is no change. Prices are steady. We quote on track, Toronto (bags included) as follows: Manitoba patents, \$4; Manitoba strong bakers', \$3.60; Ontario patents, \$3.50 to \$3.60; straight roller, \$3.



**GIBSON & HILTON,**

Manufacturers' Agents and  
Wholesale Commission Merchants.  
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**McWilliam &  
Everist**Commission  
Merchants.Fruit Importers  
and Exporters.Canadian Apples  
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CORRESPONDENCE SOLICITED.

Quote us if you have anything to offer.  
Ask for our prices when requiring fruit.

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Long Distance 'Phone Main 645.  
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If you trade  
any of your  
goods to the  
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duce, you can  
get **CASH** for  
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The  
**DAWSON** Commission  
Co., Limited

**FRUIT, PRODUCE AND  
COMMISSION MERCHANTS.**

Cor. Market and  
Colborne Streets,

**TORONTO**

**BREAKFAST FOODS**—A steady improve-  
ment in the demand is noted. Prices are un-  
changed. We quote as follows: Standard  
oatmeal, \$3.70 in bags, and \$3.80 in  
bbls.; rolled oats, \$3.60 in bags, and \$3.70  
in bbls.; rolled wheat, \$2.35 in 100-lb. bbls.;  
cornmeal, \$2.75; split peas, \$4; pot barley,  
\$4.

**HIDES, SKINS AND WOOL.**

**HIDES**—The market continues active,  
with prices firm. We quote: Cowhides,  
No. 1, 8c.; No. 2, 7c.; No. 3, 6c. Steer-  
hides are worth 1c. more. Cured hides are  
quoted at 8½ to 9c.

**SKINS**—Lambskins and pelts are steady  
since last week's advance. Prices are un-  
changed. We quote as follows: No. 1  
veal, 8 lb. and up, 9c. per lb.; No. 2, 8c.,  
dekins, from 55 to 60c.; culls, 20 to 25c.;  
lamb and pelts, 55c.

**WOOL**—There is not much doing. Our  
quotations are: Combing fleece, washed,  
12 to 12½c., and unwashed, 7½ to 8c.

**SEEDS.**

Most of the early-threshed alsike is mar-  
keted. There is a steady demand yet, how-  
ever, for good seed at \$5.50 to \$6.60 at out-  
side points, with a slightly higher price for  
absolutely pure, large grain seed. Red  
clover is in good request at \$4.60 to \$4.75  
for the finest feed, suitable for exporting,  
and at \$4.25 to \$4.50 for medium qualities,  
which would have to be kept over till the  
spring trade.

**TRADE CHAT.**

Kennedy Bros., Sifton, Man., are build-  
ing a large elevator there.

The name of The American Cereal Co.,  
Limited, who are building a large mill-  
ing plant at Peterboro', Ont., has been  
changed to The Quaker Oats Co. This  
company also have works at Akron,  
Ohio, and Cedar Rapids, Iowa.

Rougier Freres have been incorporated  
in Montreal to do an importing and ex-  
porting trade with France and other  
European countries.

The window display in Jackson & Son's  
grocery store, Guelph, Ont., is winning  
much attention, the attraction being a  
figure of John Bull, with rolling eyes.

The Classic City Flour Mills, Strat-  
ford, Ont., will be started in a few days.

J. T. Price, grocer, Simcoe, has sold  
out to E. Bailey, of Brantford, Ont., and  
has accepted an agency for The Sun Life  
Assurance Co., in Simcoe.

Representatives of the State of Wash-  
ington, U.S.A., have decided to establish,  
if permitted, fish hatcheries on the Fraser  
river, British Columbia, as it has been  
found impracticable to establish such  
hatcheries in the rivers of Washington.  
It is probable that permission will be  
given, and that Canadian canners will  
assist in the enterprise.

The following Brands manufactured by

**The AMERICAN TOBACCO CO.**

OF CANADA, Limited.

Are sold by all the Leading Wholesale Houses

**CUT TOBACCO****OLD CHUM.****SEAL OF NORTH CAROLINA****OLD GOLD****CIGARETTES****RICHMOND STRAIGHT CUT.****SWEET CAPORAL.****ATHLETE.****DERBY**

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in Canada should have a card in these  
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**COX'S GELATINE** Always  
Trustworthy  
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Winnipeg Fruit Merchants.

**THE RUBLEE FRUIT CO.**

LIMITED.

**IMPORTERS OF FOREIGN AND DOMESTIC  
GREEN AND DRIED FRUITS, NUTS, Etc.**

151 Bannatyne St.,  
WINNIPEG, MAN.

12th St.,  
BRANDON, MAN.

## QUEBEC MARKETS.

MONTREAL, October 9, 1901.

## GROCERIES.

**T**RADE does not show much change from last week except that retailers show more inclination to buy dry fruits, now that they can feel pretty sure that the market is stable. Valencia raisins have declined somewhat this week, but the market is firmer again and prices here are not affected to any great extent. Currants are about steady. We understand that some concessions are being allowed on walnuts, but the market is very steady. There is still but little interest taken in canned foods of all kinds. Vegetables are obtainable at former prices and dealers show no eagerness to buy salmon. Spices are all firm and Japan tea is cabled somewhat higher. One of the leading features of the week is the drop in sugar and its continued weakness.

## SUGAR.

The drop that materialized in the sugar market last week has not served to steady it any, as dealers are looking for further reductions to a cent at any moment. The raw sugar markets do not seem to show any tendency to recover from their depression and it is felt that the refined prices must come down to a proportionate level. Wholesalers report the demand only fairly good, dealers buying only from hand to mouth. The price of refined is \$4.30 for granulated and \$3.45 to \$4.20 for yellows, as to grade, per 100 lb. City 5c. extra.

## TEAS.

The latest cable news from Japan is to the effect that prices are advancing, and have already recovered the decline that took place some weeks ago, putting quotations back to where they were at the opening of the season. Locally, there is not much life to the tea business, although a fair trade is reported by the wholesale houses.

## SYRUPS.

There has been a moderate demand for syrup during the past week at unchanged prices. We quote:  $3\frac{1}{4}$ c. in bbls.,  $3\frac{3}{4}$ c. in  $\frac{1}{2}$ -bbls.,  $3\frac{1}{2}$ c. in  $\frac{1}{4}$ -bbls.; \$1.50 in  $38\frac{1}{2}$ -lb. and \$1.10 in 25-lb. pails.

## CANNED GOODS.

In spite of the continued reports about a short pack of vegetables, in spite of the advance made by the syndicate, and in spite of the fact that wholesalers have not yet advanced prices, there is little or no speculative demand for canned goods, and there is many a dealer who firmly believes that we shall yet see lower prices. Where he can find a basis for such a prophecy is hard to conceive. It seems that after the

heavy decline of last year no one has any confidence in the stability of the canned goods market. At present dealers are offering tomatoes at  $82\frac{1}{2}$  to  $87\frac{1}{2}$ c., corn at  $77\frac{1}{2}$  to  $82\frac{1}{2}$ c., and peas at 80 to 95c. There is nothing fresh to report in regard to canned fruits, which are unchanged.

There is little or no interest being taken in salmon, no change in prices coming from the Coast. Deliveries of contracts are now coming to hand. It seems that the standard brands will not be reduced, as the packers of these goods have but little surplus stock and do not wish to bear the value of all the goods they have shipped just to get quickly rid of a few thousand cases. No private brands of Fraser River sockeye are offered below \$4 to the jobber or \$5 to the retailer. Rivers Inlet salmon is quoted at \$4.80. It is now reported that there is a short run of humpback fish, but this will likely have little influence on prices. Kipperd herring, domestic and imported, is now in stock, the former worth \$1 per doz., the latter \$1.50 to \$1.60 for plain, and \$1.40 to \$1.50 in tomato sauce.

## SPICES.

The latest New York advice is to the effect that the visible supplies of pepper, mace, pimento, cassia and ginger, are steadily decreasing. The prospects are favorable for an exceedingly large demand for consumption during the next 60 days, and "materially higher prices are certainly most probable." Nutmegs are still rather weak. We quote as follows: Nutmegs, 35 to 65c. per lb., as to size; Penang mace, 45 to 50c. per lb., as to quality; pimento, ground,  $12\frac{1}{2}$  to 15c.; cloves, 15 to 25c.; pepper, ground, black, 17 to 20c., according to grade; white, 25 to 27c.; ginger, whole, Cochin, 14 to 16c.; Japan, 10c.; Jamaica, 20c.; ground, Japan, 15c.; Cochin, 16c.; Jamaica, 25c.

## RICE AND TAPIOCA.

Tapioca remains very firm and values are advancing. Otherwise there is no change. We quote in combine district: B rice, in bags, \$3.10; in  $\frac{1}{2}$  bags, \$3.15; in  $\frac{1}{4}$  bags, \$3.20; in pockets, \$3.25. In 10-bag lots an allowance of 10c. is made. CC rice, \$3 in bags; \$3.05 in  $\frac{1}{2}$  bags; \$3.10 in  $\frac{1}{4}$  bags; and \$3.15 in pockets. In the open territory prices are about 10c. less. Patna rice is worth  $4\frac{3}{4}$ c. per lb., and tapioca,  $3\frac{3}{4}$  to  $3\frac{1}{2}$ c.

## FOREIGN DRIED FRUITS.

VALENCIA RAISINS—There is still some old fruit to be sold; it is now offered at \$1 per box, but is much candied. New Valencia raisins that are on the market are worth 6 to 7c., according to grade. For fruit to come by the second direct steamer, prices are rather unsteady, with an easy

tendency, a decline of 6d. to 1s. being recorded this week. The latest turn was upward. Prices for second steamer are about 1s. below those for the first. Dealers are quoting  $5\frac{1}{2}$  to  $5\frac{3}{4}$ c., according to brand, for fine off-stalk on the Escalona, and as low as  $4\frac{3}{4}$ c. for goods off the Bellona, to arrive three weeks later. Selected are  $\frac{3}{4}$ c. higher. Four-crown layers are selling at  $6\frac{1}{4}$  to  $6\frac{3}{4}$ c.

CURRANTS—For fine off stalk Filiatras, in barrels and half-barrels to arrive, 5c. is asked; uncleaned, in half-cases,  $5\frac{3}{4}$ c.; cleaned, in half-cases, 6c.; cleaned in 1-lb. cartons, 8c., and finest Vostizza currants,  $7\frac{3}{4}$  to  $8\frac{1}{4}$ c. The currant market is steady and retailers are placing their orders freely.

SULTANA RAISINS—New goods are being offered at 8 to 9c.

FIGS—Good sales of figs are reported on all sides, particularly for table figs. Some new goods have already arrived, and are selling well. In tapnets, Comadre figs are worth  $3\frac{1}{4}$  to  $3\frac{3}{4}$ c. Eleme figs are worth 8 to  $9\frac{1}{2}$ c. per lb. in 10 to 12-lb. boxes.

PRUNES—There are still some old prunes to be had, and they are selling freely. To arrive prunes are worth  $7\frac{3}{4}$ c. for 40 50's,  $7\frac{1}{4}$ c. for 50 60's, 7c. for 60 70's,  $6\frac{1}{4}$ c. for 70 80's, 6c. for 80 90's and  $5\frac{1}{2}$ c. for 90-100's. Some old 90-100's are obtainable at  $4\frac{1}{4}$ c.

CALIFORNIA RAISINS—Some old 4-crown raisins are obtainable at  $7\frac{1}{2}$ c. New seeded raisins are being offered at  $9\frac{1}{2}$  to 10c., and loose muscatels at  $6\frac{1}{2}$  to 7c.

PEELS—English peels for future delivery are worth  $9\frac{1}{2}$  to 10c. for lemon, 10 to  $10\frac{1}{2}$ c. for orange and 14c. for citron.

## NUTS.

It is said that this week importers have been offered some concessions on Grenobles. Prices are unchanged for new crop nuts. Grenobles are worth  $10\frac{1}{2}$  to 11c. to arrive, Sicily filberts, 8 to  $8\frac{3}{4}$ c.; Tarragona almonds,  $10\frac{1}{2}$  to 11c., and shelled almonds, 25c. Last year's shelled walnuts are worth 16 to 17c.

## GREEN FRUITS.

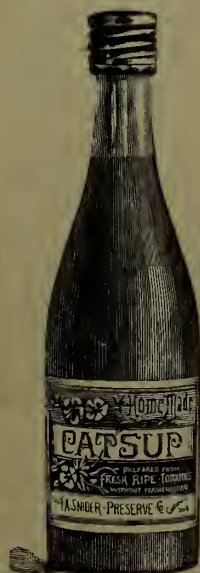
Business is very active in seasonable fruits, particularly apples and grapes. A few peaches and plums are still coming to the market. Jamaica oranges are a little lower this week. Malaga grapes are now on the market as well as cranberries and sweet potatoes. We quote as follows: Californian Valencias, \$5 to \$6 per box; Jamaica oranges, \$5.50 per bbl.; Messina lemons, 300's, \$2.50 to \$3.50; 360's, \$2.50 per box; Verdilli lemons, \$3.75 to \$4.75 per box; pineapples, 20 to 30c.; Canadian apples, 15 to 30c. per basket; Californian plums, \$1 to \$2 per box; peaches, \$1 to \$1.25; limes, \$1.50 per box; Ontario



# ARRIVING FOR LIVE CANADIAN GROCERS

*600 Cases Snider's Tomato Catsup and Tomato Soup*  
*500 Kegs Scotch (Lochfyne) Herrings*  
*75 Cases Huntley & Palmer's Biscuits*  
*240 Cases (Societe) Roquefort Cheese*  
*50 Cases Gorgonzola Cheese*  
*50 Cases Edam Cheese*  
*3,000 Lbs Gruyere Cheese*  
*200 Cases Olives, in Glass and Kegs*  
*100 Cases Bensdorp's Cocoa*

The above expected to arrive about end of October.



A. F. MacLAREN IMPERIAL CHEESE CO., Limited, TORONTO.

RETURNED SEP 29 1902

peaches, 75c. to \$1 per basket; Ontario plums, 50 to 60c.; cocoanuts, \$3 50 per bag of 100; Californian Bartlett pears, \$4.25 per box; bananas, No. 1, \$1.75 to \$2.25, and eight hands, \$1 to \$1.50; Canadian pears (baskets), 40 to 50c.; Bartlett pears (bbls.), \$2 to \$3.75; Spanish onions, 80 to 85c.; sweet potatoes, \$2.50 to \$3.50; Malaga grapes, \$5.50 per keg; Canadian grapes, 18 to 20c. for blues, 20 to 23c. for green and red; cranberries, \$7 25 to \$7.50 per bbl.; barrel onions, \$2.50.

#### COUNTRY PRODUCE.

**EGGS**—The feeling is very firm at the late advances in prices, and the demand from both local and export buyers continues good. Sales of fresh candled lots have taken place at 17 to 18c., and round lots are worth 15½ to 17½c. Seconds are selling at 12 to 13c.

**HONEY**—Dealers are asking 12 to 12½c. for their honey, paying 10½c. Extracted white is selling at 9 to 9½c. The market is active and firm.

**POTATOES**—Growers are asking 50 to 52½c. f.o.b. per bag of 90 lb. The price here is 62 to 65c. per bag in carlots.

**BEANS**—The market is steady for primes at \$1.55 to \$1.65.

**ASHES**—The market is quiet; first pots sell at \$4.25 and seconds \$3.90.

#### LIQUORS.

##### SCOTCH WHISKIES.

|                                                   | Per case of quarts. |                     |
|---------------------------------------------------|---------------------|---------------------|
| Roderick Dhu                                      | \$9 50              | less 3 p.c. 30 days |
| Usher's O.V.G. Special Reserve                    | 10 50               | " " "               |
| Usher's G.O.H.                                    | 13 00               | " " "               |
| Gaelic, Old Smuggler                              | 9 75                | " " "               |
| Greer's O.V.H.                                    | 9 50                | " " "               |
| Old Mull                                          | 9 75                | " " "               |
| Sheriff's One Star                                | 10 25               | " " "               |
| " V.O.                                            | 10 50               | " " "               |
| Kilmarnoch                                        | 9 75                | " " "               |
| Doctor's Special                                  | 10 00               | " " "               |
| House of Lords                                    | 10 75               | " " "               |
| Bullock, Lade & Co.—                              |                     |                     |
| Special blend                                     | 9 25                |                     |
| Extra special                                     | 11 00               |                     |
| John Dewar & Sons—                                |                     |                     |
| Extra special                                     | 9 50                |                     |
| Special liqueur                                   | 12 25               |                     |
| Extra                                             | 16 50               |                     |
| James Ainslie & Co.—                              |                     |                     |
| Highland Dew                                      | 6 75                |                     |
| Glen Lion, extra special                          | 12 50               |                     |
| J. Brown & Co.—                                   |                     |                     |
| Duke of Cambridge                                 | 12 00               |                     |
| Mitchell's—                                       |                     |                     |
| Heather Dew                                       | 7 00                |                     |
| Special Reserve                                   | 9 00                |                     |
| Mullmore                                          | 6 50                |                     |
| W. Teaches & Sons—                                |                     |                     |
| Highland Cream, qts., \$9.50 less 3 p.c. 30 days. |                     |                     |

##### CANADIAN WHISKIES.

|                              | In barrels per gal.            |  |
|------------------------------|--------------------------------|--|
| Gooderham & Worts, 65 O. P.  | \$4 50                         |  |
| Hiram Walker & Sons          | 4 50                           |  |
| J. P. Wiser & Son            | 4 49                           |  |
| J. E. Seagram                | 4 49                           |  |
| H. Corby                     | 4 49                           |  |
| Gooderham & Worts, 50 O. P.  | 4 70                           |  |
| Hiram Walker & Sons          | 4 70                           |  |
| J. P. Wiser & Son            | 4 09                           |  |
| J. E. Seagram                | 4 09                           |  |
| H. Corby                     | 4 09                           |  |
| Rye, Gooderham & Worts       | 2 20                           |  |
| " Hiram Walker & Sons        | 2 20                           |  |
| " J. P. Wiser & Son          | 2 19                           |  |
| " J. E. Seagram              | 2 19                           |  |
| " H. Corby                   | 2 19                           |  |
| Imperial, Walker & Sons      | 2 90                           |  |
| Canadian Club, Walker & Sons | 3 60                           |  |
|                              | Less than one bbl. per gallon. |  |
| 65 O. P.                     | \$4 55                         |  |
| 50 O. P.                     | 4 15                           |  |
| Rye                          | 2 25                           |  |

#### CHAMPAGNE.

The prices below are subject to the trade discount of 5 and 3 per cent.:

| Comte de Castellane—            | Per Case.       |
|---------------------------------|-----------------|
| Cuvee Reservee... { Quarts..... | \$12 50         |
| " " { Pints.....                | 13 50           |
| Carte d'Or.....                 | 15 00           |
| Champagne Ve Amiot—             |                 |
| Carte d'Or.....                 | 16 00           |
| " " Blanche.....                | 13 00           |
| " " d'Argent.....               | 10 50           |
| Pommery—                        |                 |
| Sec and Extra Sec.....          | Quarts. Pints   |
| Mumm's—                         | \$28 00 \$30 00 |
| Extra Sec.....                  | 28 00 30 00     |
| Moet & Chandon—                 |                 |
| White Seal.....                 | 28 00 30 00     |
| Brut Imperial.....              | 31 00 33 00     |
| Perrier-Jouet—                  |                 |
| Brut.....                       | 28 00 30 00     |
| Reserve Dry.....                | 28 00 30 00     |

#### GIN.

| Pollen Zoon—                                 | Per Case. |
|----------------------------------------------|-----------|
| Red, cases of 15 bottles.....                | \$9 75    |
| Green, " 12 ".....                           | 4 75      |
| Violette, " 12 ".....                        | 2 45      |
| P. Hoppe "Night Cap" Brand—                  |           |
| Red, cases of 15 bottles.....                | 10 50     |
| Green, " 12 ".....                           | 5 25      |
| Yellow, " 15 ".....                          | 10 75     |
| Blue, " 12 ".....                            | 5 40      |
| Poney, " 12 ".....                           | 2 50      |
| Draught—                                     | Per Gal.  |
| Hogsheads.....                               | \$2 95    |
| Quarter casks.....                           | 3 00      |
| Octaves.....                                 | 3 05      |
| De Kuyper—                                   |           |
| Violet, 2 doz. cases.....                    | 5 30      |
| Green, " ".....                              | 6 00      |
| Red, " ".....                                | 11 50     |
| White, " ".....                              | 4 00      |
| Terms, net 30 days, 1 per cent. off 10 days. |           |
| In five-case lots, freight may be prepaid.   |           |
| Key Brand—                                   |           |
| Red cases.....                               | 10 25     |
| Green ".....                                 | 4 85      |
| Poney ".....                                 | 2 60      |
| Melcher's—                                   |           |
| Infantes (4 doz).....                        | 4 75      |
| Picnic.....                                  | 7 75      |
| Poney.....                                   | 2 60      |
| Blue cases.....                              | 4 75      |
| Green ".....                                 | 5 50      |
| Red ".....                                   | 10 25     |
| Honeysuckle, small.....                      | 7 00      |
| " large.....                                 | 15 25     |

#### FLOUR AND GRAIN.

**FLOUR**—This week buyers seem to have decided to wait for lower prices. Spring wheat brands are inclined to be easier on account of the big crop. Spring patents are worth \$3 95 to \$4 10; winter patents, \$3.55 to \$3 75; straight roller, \$3.30 to \$3.40; strong bakers', \$3.50 to \$3 80.

**GRAIN**—We quote: Manitoba No. 1 hard, 75c. afloat October; peas, 81c.; rye, 57 to 58½c.; No. 2 barley, 54c.; oats, 39 to 39½c.; buckwheat, 56½ to 57c.; corn, 63c.

**OATMEAL**—The market is very firm, and we quote \$4.50 to \$4 60 as to brand.

**FEED**—The market is quiet but steady at \$15 to \$15.50 in carlots for Ontario bran. Manitoba in bags is worth \$15.50 to \$16. Shorts keep scarce at \$17.50 to \$18.00.

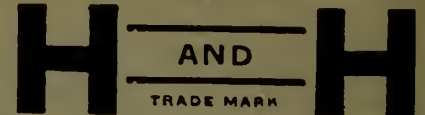
**BALED HAY**—There is an active demand for spot hay, and sales have been made at \$8 to \$8.50 for No. 2. No. 1 sold at \$9 50 to \$10. Clover is worth \$7 to \$7.50.

#### BUTTER AND CHEESE.

**BUTTER**—The market has sagged about ½c., and is much duller than it was a week ago. Choice creamery has sold at 20½ to 21c.

**CHEESE**—The depression continues, and the country boards are the scenes of little

Include with first order from wholesale grocer a trial lot of



the unequalled cleaner. Steady growth, **seasonable**, well advertised, and have letters daily from consumers  
34 Yonge Street, Toronto.

# Honey Honey Honey

We pay cash for all kinds of honey, but only of the best quality wanted.

**WRITE NOW.**

**Howe, McIntyre Co.,**

461 St. Paul Street, MONTREAL.

# YES-

we want your orders for

**JAMAICA ORANGES, LEMONS,  
SWEET POTATOES,  
CRANBERRIES, ETC.**

We handle everything in the Fruit and Produce line. Send name for weekly Price List.

Consignments of Poultry, Eggs, Beans, etc., wanted.

Just Address: **WHITE & CO., TORONTO**

Toronto Fruit Merchants.

**New Lemons, Sweet Potatoes,  
Jamaica Oranges, Spanish Onions**

We have a full stock of all seasonable goods in our line, and can fill all orders promptly and carefully.

Local and long distance telephones.

# HUSBAND Bros. & Co.

82 Colborne St., Toronto

Telephone Numbers—Main 3428, Main 54.

# NEW GOODS.

JUST WHAT YOU WANT.

**MAIORI LEMONS,  
JAMAICA ORANGES,  
JERSEY SWEETS,  
SPANISH ONIONS.**

We have all four lines.

ORDER AT ONCE

# CLEMES BROS., TORONTO.



business. Finest Western has sold at 9½c. to 9¾c. and Eastern at 9¾c.

#### MONTREAL NOTES.

Green cod is higher, 3 to 3½c. per lb. now being asked.

Labrador herring are being offered at \$5.75 to \$6. and Labrador salmon at \$11.50 to \$12 per barrel and \$6.75 to \$7 per half-barrel.

#### NEW BRUNSWICK MARKETS.

OFFICE OF THE CANADIAN GROCER.

ST. JOHN, N.B., October 8, 1901.

**B**USINESS is good, though there has been a number of failures and there is still a feeling of uncertainty—the more where accounts are felt to be weak. This is among the retail trade. The failure of a large wholesale house holding their paper throws them upon themselves to meet it in full, which, in some cases, they are not able to do. This failure has also disturbed the markets somewhat, as a large quantity of goods were held by different banks, and they are selling the goods below market prices. The past few weeks have been very busy among the wholesale dry goods people, it being the annual millinery opening, and the city has been full of outside buyers.

**OIL**—In burning oil, the sale is very large, and in prices there is a strong tendency to higher figures. Some lines already have been advanced. Paint oils have a fair sale. Owing to a weak market, dealers have bought from hand to mouth, with the result that the market is quite bare. Turpentine is rather higher. Lubricating oils are quiet, and prices unchanged. Cod oil is quite high. There is quite an export business done in this line. Seal oil is very firm. Candles and wax are unchanged.

**SALT**—In Liverpool coarse salt there continues a good sale at firm figures. With the opening of winter port business, the Liverpool steamers will bring weekly shipments. In fine salt, business is rather quiet. The sale of wood boxes is not as large as formerly, owing to the higher prices. We quote as follows: Liverpool coarse, 56 to 58c.; English factory-filled, 95c. to \$1; Canadian fine, \$1 per bag; cheese and butter salt bulk, \$2.40 per bbl.; 5-lb. bags, \$2.85 to \$2.90 per bbl.; 10-lb. bags, \$2.70 to \$2.75 per bbl.; 20 lb. wood boxes, 22c. each; 10 lb. wood boxes, 14c. each; cartons, \$2 per case of 2 doz.; English bottled salt, \$1.25 to \$1.30 per doz.; mineral rock salt, 60c. per 100 lb. (Selected lumps.)

**CANNED GOODS**—New corn and new Nova Scotian tomatoes are on the market. Canned goods are firmly held, particularly

# Clark's Concentrated Soups

This new line is labelled in our usual attractive style; Quality right. Each tin contains **6** portions: retails at **10c.** per tin. We pack **13 Varieties.**

## They're Sellers !

All the Wholesale Trade carry them.

# EPPS'S

GRATEFUL.  
COMFORTING.

IN ¼-LB. LABELLED TINS. 14-LB. BOXES.

Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal.

In Nova Scotia, E. D. ADAMS, Halifax.

In Manitoba, BUCHANAN & GORDON, Winnipeg.

THE MOST  
NUTRITIOUS.

# COCOA

**I**f your customer gets satisfaction and the transaction is a profitable one, you must be handling a reliable article. Boeckh's Brushes and Brooms possess both of these advantages.

**BOECKH BROS. & COMPANY,  
TORONTO, ONT.**

peas and tomatoes. Local prices move up slowly. Fair stocks are held. Our market has a fair stock of gallon apples and higher prices are asked. They are Nova Scotian goods. Direct shipments of Singapore pineapples were received during the week. In domestic sardines, kippered herrings and finnan haddies supplies have been received. Kipperd herring will be much short of demand, and there is light stock of haddies. Blueberries, which are largely packed here, are in light supply. There is quite an American demand for clams. These are a very fine line of domestic canned goods, and should have a larger sale west. In the local market lobsters are rather easier, but there is a great range of quality.

**GREEN FRUITS**—Apples are rather higher. There is fair supply and stock is good. The high price somewhat effects the demand. Very nice Jamaica oranges are now being received, but the sale is not large. Californian fruit business is about done. Few grapes are received. Keg grapes sell very slowly. Ontario grapes have a good sale at even prices. Lemons have but a fair sale, and prices tend lower. Sweet potatoes are fair sellers. There have been some native cranberries received, but they sell below the Cape Cod berry. They have not the high color of the imported berry.

**DRIED FRUITS**—The interest of the week has been in Californian prunes and quite a few sales have been made. While prices are higher than last year a good business is expected. The supply, including old stock is well below last year's figures. Small sizes are scarce. Present prices are thought to be quite low. In raisins the market seems very unsettled. Some prices have been quoted about  $2\frac{1}{2}$ c. below last year. At the present these seem to be withdrawn. Dealers are slow to buy. Shippers want to sell assortment—two's three's and fours—but our trade will not buy this way. Some Malagas and Valencias have been bought. The market has been weak. Quite a quantity of Valencias are consigned here. No price is yet quoted on new seeded. New figs have been received. Dates are low this year. Peels are shortly expected. Evaporated apples are scarce and very high. No new has yet been received. Onions are high and firm.

**DAIRY PRODUCE**—In butter, the market is being largely supplied from the west. Much of the stock is not satisfactory, but some good butter has been received. Local supply is short, and quite full prices are asked. For best grades there is a good sale. Eggs are lower here than at outside points. Sale is light. Prices are rather higher. Cheese is dull and prices unchanged. Local demand is for small cheese.

**SUGAR**—Prices are a little lower. The trade are much pleased with the working of the new arrangement regarding prices. The quality of sugar turned out by the Nova Scotian refinery, particularly in yellows, is not altogether satisfactory.

**MOLASSES**—There is but a limited sale at present. Fair stocks are held. The demand is for Porto Rico. Prices are unchanged at quite low figures. There is some Barbadoes held.

**FISH**—Except in smoked herring, the market is tending upwards, and the supply is light. The sale is limited. Fresh fish is very scarce. In dry cod, the supply is not large, and prices tend higher. Pickled herring are short of demand, and are very firm at the present high prices. There is a large sale. Some Shelburne and Canso have been received. Pollock are unchanged, but tend higher. Spot stocks are very light. Boneless fish is very firm and in good demand. Kipperd herring and finnan haddies are a fair supply. We quote as follows: Large and medium dry cod, \$3.50 to \$3.60; small, \$2.50 to \$2.60; haddies,  $4\frac{1}{2}$  to  $5\frac{1}{2}$ c.; smoked herring, 8 to 9c.; fresh haddock and cod,  $2\frac{1}{2}$ c.; boneless fish, 4 to 5c.; pollock, \$1.50 to \$1.60 per 100 lb.; pickled herring, \$2.25 to \$2.35 per half bbl.; Canso herring, \$5.50 per bbl.; kippered herring, \$1 per box; Shelburne, \$2.50 per half bbl.

**PROVISIONS**—In barrelled pork and beef the high prices continue. Local-packed pork is being more freely offered. Canadian beef is also more largely used. In lard, prices continue to advance. There is a good general business.

**FLOUR, FEED AND MEAL**—Flour shows a fair business. Values show little change. Feed is almost impossible to get. Oatmeal has been very scarce and very little is offering, even at the higher figures. Oats hold firmer. Beans are easier and buyers backward. Cornmeal, while firm, shows no change and sales are good. Barley and peas are firm. Hay is still being largely exported. We quote: Manitoba flour, \$4.60 to \$4.70; best Ontario, \$3.90 to \$4.00; medium, \$3.60 to \$3.70; oatmeal, \$4.50 to \$4.60; cornmeal, \$2.85 to \$2.90; middlings, \$22 to \$23; oats, 45 to 48c.; hand-picked beans, \$2.00 to \$2.10; prime, \$1.90 to \$1.95; yellow eye beans, \$2.80 to \$3.00; split peas, \$4.50 to \$4.55; barley, \$4.10 to \$4.25; hay, \$12 to \$14.

#### ST. JOHN NOTES.

Geo. E. Barbour offers both Shelburne and Canso pickled herring.

John Sealy is finding a good American demand for his canned clams.

Mr. Potter, representing The N. K. Fairbank Co., called on the trade this week.

J. Hunter White is now representing S. V. & F. P. Scudder, licorice goods, Brooklyn.

C. E. Macmichael, selling Upton's jams, is finding a very large sale both for goods in bulk and in glass.

J. G. Hood & Co., Waterville, N.S., shipped the first new tomatoes to be received here; also the first gallon apples.

The Simcoe Canning Co., who had the first new peas and strawberries on the market, have just landed the first new corn.

W. J. Moran, grocer and dry goods dealer, Amherst, N.S., who assigned to A. B. Etter, last week, had been in business for 20 years. His liabilities are placed at \$27,000.

### CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 2c. a word each insertion; cash in advance. Letters, figures, and abbreviations each count as one word in estimating cost.

**FOR SALE**—In British Columbia; three old-established general stores, with Saw and Flour Mill, Ranch, Cattle. Satisfactory reasons for selling. Apply to Geo. S. Davison, 27 Sparks Chambers, Ottawa, Ont. (42)

### BRITISH BUSINESS CHANCES.

Firms desirous of getting into communication with British manufacturers or merchants, or who wish to buy British goods on the best possible terms, or who are willing to become agents for British manufacturers, are invited to send particulars of their requirements for

#### FREE INSERTION

in "Commercial Intelligence," to the Editor 'SELL'S COMMERCIAL INTELLIGENCE,' 168 Fleet Street, London, England.

"Commercial Intelligence" circulates all over the United Kingdom amongst the best firms. Firms communicating should give reference as to bona fides.

N.B.—A free specimen copy will be sent on receipt of a post card.

**WANTED FRESH EGGS.**  
Butter, Cheese and Apples  
EGG CASES SUPPLIED.

**OFFER** Choice limed and cold-stored Eggs.

Write for prices.

A. A. SIMONSKI, 250 Spadina Ave., Toronto.

**APPLES** Export or Local Shipment

Representing

Woodall & Co., Liverpool;  
Boyd, Barrow & Co., Glasgow;  
M. Isaacs & Sons, Limited, London.

**EBEN JAMES,** Board of Trade Bldg., **TORONTO.**

**GEO. ADAM CO.** 430 $\frac{1}{2}$  Main St. WINNIPEG, MAN.

**BROKERS and COMMISSION MERCHANTS**

Storage and Trade Facilities.

Established 10 Years. - - - Correspondence Solicited.



**Satisfaction by the Gallon**---or half-gallon, or quart for that matter, but perfect satisfaction always, in the sale and use of

# “Imperial” White Wine Vinegar.

ONE DROP OF IMPERIAL is exactly like every other drop in the package---absolutely pure, perfectly healthful, delightfully smooth, even flavored, clear, sparkling, and a pickle keeper unequalled.

Ask your wholesale grocer for IMPERIAL. The best is none too good for your trade. IMPERIAL is just the price of the ordinary standard article.

THE **THISTLE** BRAND  
 ARE **GUARANTEED**  
**SECOND TO NONE.**  
 High-grade  
 Tomatoes,  
 Corn,  
 Peas, etc.  
**Brighton Canning Co.**

## You Need not Hesitate

to recommend “Kent” Baked Beans to your most particular customer. An introduction is all that is necessary. The quality of the goods will make future sales easy. Push the goods that sell themselves. Put up 2 doz. in a case. Large flat cans to retail at 10c.



**THE KENT CANNING CO., LIMITED, CHATHAM, ONT.**

TO THE WHOLESALE

**YOUR REQUIREMENTS**

for Japan, Congou, Indian, Ceylon, Oolong, Pingsuey, Gunpowder and China Green

**TEAS**

can be filled by us promptly and satisfactorily. You are certain to be pleased with our offerings. Write for prices.

**S. H. EWING & SONS, 96 King St., MONTREAL****BUSINESS CHANGES.****DIFFICULTIES, ASSIGNMENTS, COMPROMISES.**

**F** J. MORIN, general merchant, Montmagny, Que., has voluntarily assigned to V. E. Paradis, and is offering his creditors 60c. on the dollar.

John Norris, grocer, Winnipeg, has assigned to C. H. Newton.

M. Derbyshire, general merchant, etc., Smith's Falls, Ont., has assigned.

E. S. Belasco, cigar dealer, Montreal, has assigned to Wilks & Michaud.

B. F. Potts, general merchant, Smithfield, Ont., has assigned to I. O. Proctor.

A. J. Ayerst, grocer and confectioner, St. Thomas, Ont., is offering 40c. on the dollar.

M. O'Brien, general merchant, etc., Rogersville, N.B., is offering 20c. on the dollar.

Simon Bourgeois, general merchant, etc., Cocagne, N.B., is offering 25c. on the dollar.

C. W. H. Tessier, fish dealer, etc., St. John's Nfld., has applied for declaration of insolvency.

H. Lamare has been appointed curator of Mrs. H. Dubois, general merchant, St. Didace, Que.

Alex. Desmarteau has been appointed

curator of Beaudoin & Frere, cigar manufacturers, Montreal.

John McGranahan, general merchant, etc., Margaretsville, N.S., has assigned.

V. E. Paradis has been appointed curator of J. Ouellett and B. Levesque, general merchants, Chicoutimi, Que.

J. C. Innes & Co., general merchants, Liverpool, N.S., have assigned, and a meeting of their creditors will be held on October 15.

Jean S. McA. McLeese, general merchant, etc., Soda Creek, B.C., has assigned to J. A. Fraser, and a meeting of creditors will be held on October 10.

**PARTNERSHIPS FORMED AND DISSOLVED.**

Akerley & Hopper, grocers, St. John, N. B., have dissolved. O. B. Akerley continues.

O'Brien & Farrahalk, general merchants, Newcastle, N. B., have dissolved. John O'Brien continues.

Cameron & Stevenson, general merchants, Osceola, Ont., have dissolved. John C. Stevenson continues.

R. G. Gilliland, general merchant, Carievale, N.W.T., has admitted W. J. Gilliland under style of Gilliland Bros.

A. E. Kinkead & Co., tobacconists, etc., Sherbrooke, Que., have dissolved, and a new partnership has been registered.

Bradford & Hessel, confectioners, etc., London, Ont., have dissolved, W. S. Bradford continuing.

W. B. Calhoun & Co., general merchants, Middleton, N.S., have dissolved. James P. Foster retires.

**SALES MADE AND PENDING.**

Mary Reavely, grocer, London, Ont., is selling out.

The assets of Joseph Lafrance, grocer, Montreal, have been sold.

The stock of J. F. Dickson, grocer, London, Ont., has been sold.

Henry Branton, grocer, London, Ont., is advertising his business for sale.

The assets of J. A. Leboeuf, grocer, Valleyfield, Que., have been sold.

H. F. Zimmerman, baker, Baden, Ont., is advertising his business for sale.

J. C. Whyte, general merchant and wool en miller, Galetta, Ont., has sold out.

Harriet Sheriff, confectioner, Hamilton, Ont., is advertising his business for sale.

R. H. Finch, confectioner, Calgary, N.W.T., is advertising his business for sale.

James Murphy, general merchant, Bogart, Ont., is advertising his business for sale.

A. C. Hawthorne, general merchant, etc., Medicine Hat, N.W.T., is advertising his furniture business for sale.

*There is no better trade-winner than  
a good article - Sell your customers  
Blue Ribbon Ceylon Tea  
address orders to 12 Front St. East - Toronto  
and they will receive prompt attention*



# Better the Grade--Bigger the Trade.

That is why I say: Have **THE BEST** by all means. In buying, you can make no mistake if your purchase is of the following brands:

## "Condor" Japan Teas

Pure, unadulterated natural leaf, bright, strong, flavory liquor.

No. V—80-lb. Half-chests, **24c.**

No. XXXX—80 lb. Half chests, **22½c.**

No. XXX—80 lb. Half-chests, **19c.**

No. LX—1 lb. and ½ lb. lead packets, retails **40c.**; 60 lb. Half-chests at **27½c.**

No. I.—1-lb. and ½-lb. lead packets, retails **25c.**; 60-lb. Half-chests, **19c.**

## "Condor" Vinegar

Pure distilled, strong, bright as crystal, at **25c.**

## "Old Crow" Vinegar

Pure distilled, clear as water from a spring, at **20c.**

## Madam Huot's Coffee

The Gem of all Coffees. Pure, delicious, 1-lb. tins, **31c.**, 2 lb tins, **30c.** per lb.

## "Nectar" Tea

The perfection of all black teas, in lead packets and sealed tins, at **20c.**, **25c.**, **36c.** and **45c.** per lb.

## "Condor" Mustard

Absolutely pure, strong, flavory, 12-lb. boxes. ¼-lb. **35c.**, ½-lb. **33c.**, 1-lb. tins **32½c.** per lb.

## "Old Crow" Black Teas

A scientific blend of China, Indian and Ceylon teas. Put up in useful bronzed tins, at **35c.**, **30c.**, **25c.**, **20c.** and **17½c.** per lb.

## JUST COMING IN—A new lot of fine Nutmegs.

**BROWN**—130's at **45c.**, 120's, **50c.**, 112's, **55c.**, 80's per lb., at **65c.** a lb.

**LIMED**—White—112's at **55c.**, 120's, **50c.**, 130's, **45c.** a lb.

**BEAUTIFUL PENANG CLOVES**—The best in the world, Whole, at **25c.**

Pure ground, at **30c.** per lb.

**CHOICEST BATAVIA CASSIA**—The cream of all Cassias—Whole, at **25c.**

Pure ground, at **30c.** per lb.

Splendid Mixed Pickling Spice—Whole at **15c.**, **20c.** and **25c.** per lb.

Ground, at **20c.**, **25c.** and **30c.** per lb.

**A GENUINE BARGAIN**---2 Small Lots of New Season **JAPAN Teas.**

78 Half-chests of a finely made leaf, choice liquoring tea, at **16½c.**

42 Half chests of a good clean leaf, first-class liquoring tea, at **15c.**

A sample of all these will convince you that there is nothing like them on the market.

**SPECIALTY OF HIGH-GRADE GOODS IN TEAS, COFFEES, SPICES AND VINEGARS—WHOLESALE.**

# E. D. MARCEAU,

281 to 285 St. Paul  
and 7 St. Gabriel St.

# Montreal

The stock of Jacob Rosen, general merchant, Selkirk West, N.W.T., has been sold at 64 1/4 c. on the dollar.

Dionne & Co., general merchants, St. Moise, Que., have sold their stock at 56c. on the dollar to A. C. Landry, Grand Metis, Que.

## CHANGES.

W. F. Kerr, baker, etc., Gorrie, Ont., has sold out to Thomas Wright.

Shoebotham & Co., grocers, London, Ont., have sold out to J. P. Sellars.

J. Stewart, general merchant, Tindastoi, Man., has sold out to G. E. Johnson.

T. D. Rankin, general merchant, Baldoon, Ont., has sold out to Chas. Jackson.

Mrs. Pierre Auclair has registered as fruit dealer in Montreal under the style of P. Auclair & Co.

Mrs. Joseph Brodeur has registered as proprietress of J. F. Brodeur & Cie, bakers, St. Hilaire, Que.

The stock of the estate of Ross McLeod, general merchant, Innerkip, Ont., has been sold to Mrs. Ross McLeod.

Jolicœur & Co. have started as grocers, etc., in Ville Marie, Que.

Baril & Piche have registered as general merchants in St. Thecle, Que.

Tobin & Chamberlain have registered as general merchants in Brompton Falls, Que.

The stock of Joseph Clegg, general merchant, Moosefield, Ont., has been purchased by J. M. Schinbein.

F. H. St. Jean, grocer and saddler, St. Barnabe (St. Hyacinthe Co.), Que., is leaving that place.

Mrs. J. H. A. Gravel has registered under the style of J. H. A. Gravel & Co., general merchants, Montreal.

Mrs. Amadee Demesnil has registered under the style of A. Dumesnil & Co., general merchants, Cascade Point, Que.

## FIRES.

C. H. Brown, grist miller, Gagetown, N.B., has been burned out.

The stock of R. H. Benson & Co., general merchants, Indian Head, N.W.T., has been damaged by explosion.

## WHOLESALE ELECT OFFICERS.

At a meeting of the New York State Wholesale Grocers' Association in New York on Thursday week, the following were elected officers: President, F. W. Hanahs, of Wilkinson, Giddes & Co., Newark, N.J.; first vice president, E. H. Sayre, of R. C. Williams & Co., New York; second vice-president, John Wickers, of Philip Becker & Co., Buffalo; third vice-president, P. J. McTighe, of McTighe, Truesdell & Davidge, Binghamton; fourth vice-president, H. Galusha, of Squires, Sherry & Galusha, Troy; treasurer, E. C. Hare, of George W. Head & Co., Utica.

Among the exports from Canada to the United States last week there were 24,000 lb. of "Salada" Ceylon tea. This quantity was made up in shipments to Boston, Buffalo and Detroit.

R. H. Vick, of Geo. Vick & Sons, millers, Orillia, Ont., is on a trip through Manitoba.

## A LITTLE ADVERTISEMENT ....



Sometimes does as good work as a larger one. We can give you any size you want in this paper, from 1 inch to a full page. Prices gladly submitted.

The MacLean Publishing Co., Limited; Montreal and Toronto

# TEA ROSE DRIPS



## FANCY TABLE SYRUP.

Put up in attractive packages. Fully guaranteed in every respect.

For sale by all wholesale dealers throughout Canada, and put up by

**Imperial Maple Syrup Co., Limited**

88 Grey Nun Street,

**MONTREAL**

## Winter is Coming



### BASEMENT OUTFIT

## BOWSER OIL TANKS

Are equipped with Full Brass Cone Valves, Dial Discharge Registers, and Anti-Drip Nozzles, and Measure Accurate, Gallons, Half-Gallons and Quarts at a Stroke. Fifty Different Styles.

CATALOGUE FREE UPON REQUEST.

**S. F. BOWSER & CO.,**

65 Front St. East, **TORONTO.**  
Factory, **FORT WAYNE, Ind.**

**AND YOU MAY  
REASONABLY  
EXPECT YOUR  
OIL TRADE TO  
LARGELY IN-  
CREASE.**

Are you tired of going down cellar for your oil and toiling up stairs with heavy unwieldy cans and jugs? If you have been doing this don't you think it about time to give your back a rest, and stay where you can see that the "light-fingered" customer does not get away with goods valued at many times the profit on the oil sale? You can do this if you like by installing in your store a

### BOWSER

**Basement  
Self-Measuring  
Oil Outfit**

As shown above.



October 10, 1901.

Goods in large lots and for prompt pay are generally obtainable at lower prices. All quotations for staple products are under the direct control of the Editors, who call daily upon all the leading houses in the principal centres.

St. John,  
Halifax.

|                                 |        |         |    |     |         |         |
|---------------------------------|--------|---------|----|-----|---------|---------|
| Dairy, choice, large rolls, lb. | \$0 14 | \$0 14½ | \$ | \$  | \$..... | \$..... |
| "    "    pound blocks ....     | 16     | 17      | 16 | 18  | 18      | 19      |
| "    "    tubs, best.....       | 16     | 17      | 15 | 17  | 19      | 20      |
| "    "    tubs, sec. grade....  | 15     | 16      | 12 | 14  | 16      | 17      |
| Creamery, boxes.....            | .....  | 20½     | 19 | 21  | 18      | 20      |
| "    "    prints.....           | .....  | 21      | 21 | 22  | 21      | 22      |
| Cheese, new, per lb.....        | .....  | 10      | 10 | 10½ | 10½     | 11      |
| Eggs, new laid, per doz.....    | .....  | 13      | 15 | 16  | 12½     | 13      |

|                                  |       |       |       |      |       |       |
|----------------------------------|-------|-------|-------|------|-------|-------|
| Apples, 3's.....                 | 2 2½  | 1 00  | 90    | 1 00 | 1 00  | 1 10  |
| "    gallons.....                | 2 20  | 2 25  | 2 25  | 2 40 | 2 25  | 2 35  |
| Asparagus.....                   | 1 00  | 1 00  | 95    | 1 10 | ..... | 1 10  |
| Beets.....                       | 1 30  | 1 40  | 1 70  | 1 50 | 1 80  | 1 80  |
| Blackberries, 2's.....           | 80    | 85    | 80    | 85   | 95    | 1 00  |
| Blueberries, 2's.....            | 80    | 90    | 80    | 80   | 90    | 95    |
| Beans, 2's.....                  | 75    | 8½    | 8½    | 85   | 1 0   | 90    |
| Corn, 2's.....                   | 2 25  | 2 30  | 2 10  | 2 25 | 2 30  | 2 40  |
| Cherries, red, pitted, 2's.....  | 2 25  | 2 30  | 2 00  | 2 25 | ..... | ..... |
| "    white.....                  | 1 05  | 1 15  | 1 05  | 1 10 | 85    | 9½    |
| Peas, 2's.....                   | 1 05  | 1 15  | 1 25  | 1 30 | 1 20  | 1 25  |
| "    sifted.....                 | 1 50  | 1 60  | 1 50  | 1 75 | 1 80  | 1 80  |
| "    extra sifted.....           | 1 90  | 2 0½  | 2 00  | 2 40 | 2 10  | 2 25  |
| Pears, Bartlett, 2's.....        | 2 0½  | 2 40  | 2 25  | 2 50 | 2 15  | 2 25  |
| "    3's.....                    | 2 40  | 2 60  | 2 50  | 2 60 | 2 50  | 2 60  |
| Pineapple, 2's.....              | 1 75  | 1 95  | 1 75  | 1 90 | ..... | 1 75  |
| "    3's.....                    | 2 50  | 2 75  | 2 50  | 2 75 | 2 70  | 2 80  |
| Peaches, 2's.....                | 1 30  | 1 35  | 1 10  | 1 25 | 1 30  | 1 60  |
| "    3's.....                    | 1 2½  | 1 25  | 1 00  | 1 10 | 1 30  | 1 50  |
| Plums, green gages, 2's.....     | 1 00  | 1 25  | ..... | 1 00 | 1 10  | 1 30  |
| "    Lombard.....                | ..... | 85    | ..... | 85   | 90    | 1 00  |
| "    Damson, blue.....           | ..... | 85    | ..... | 85   | 90    | 1 00  |
| Pumpkins, 3's.....               | ..... | 2 10  | 2 25  | 2 10 | 2 25  | 2 25  |
| "    gallon.....                 | 1 40  | 1 50  | 1 60  | 1 80 | 1 70  | 1 75  |
| Raspberries, 2's.....            | 1 50  | 1 75  | 1 60  | 1 75 | 1 50  | 1 75  |
| Strawberries, 2's.....           | 1 00  | 1 25  | 1 15  | 1 15 | 1 10  | 1 15  |
| Succotash, 2's.....              | 85    | 87½   | 82½   | 85   | 90    | 90    |
| Tomatoes, 3's.....               | 2 75  | 3 20  | 3 20  | 3 25 | 2 50  | 3 25  |
| Lobster, tails.....              | 3 00  | 3 75  | 3 50  | 3 70 | ..... | 3 25  |
| "    1-lb. flats.....            | 1 75  | 1 85  | 1 75  | 1 80 | ..... | 1 75  |
| "    ¾-lb. flats.....            | 1 00  | 1 10  | 1 15  | 1 25 | 1 35  | 1 45  |
| Mackerel.....                    | 1 35  | 1 60  | 1 35  | 1 45 | 1 50  | 1 75  |
| Salmon, sockeye, Fraser.....     | ..... | 1 25  | 1 30  | 1 25 | 1 50  | 1 50  |
| "    Northern.....               | 1 00  | 1 15  | 1 15  | 1 25 | 1 25  | 1 50  |
| "    Horseshoe.....              | 12    | 12½   | 12½   | 13   | 14    | 15    |
| "    Coho.....                   | 11½   | 12    | ..... | 12½  | ..... | 12    |
| Sardines, Albert, ¼'s.....       | 19    | 20    | ..... | 21   | 20    | 21    |
| "    Sportsman, ¼'s.....         | 9     | 11    | 10½   | 11   | 16    | 18    |
| "    key opener, ¼'s.....        | 18    | 23    | 18½   | 23   | 10    | 11    |
| "    P. & C., ¼'s.....           | 20    | 22½   | 23    | 25   | 23    | 25    |
| "    Domestic, ¼'s.....          | 27½   | 30    | 33    | 36   | 33    | 36    |
| "    Mustard, ¼'s.....           | 4     | 4½    | 4     | 4½   | 4     | 4½    |
| "    Mustard, ¼ size, cases..... | 7     | 8     | 9     | 11   | ..... | ..... |
| 50 tins, per 100.....            | 7 50  | 11 00 | 8 50  | 9 00 | 8 00  | 9 00  |
| Haddles.....                     | 1 00  | 1 85  | 1 10  | 1 15 | 1 00  | 1 10  |
| Klipped Herrings.....            | 1 00  | 1 85  | 1 00  | 1 75 | 1 00  | 1 10  |
| Herring in Tomato Sauce.....     | 1 00  | 1 55  | 1 00  | 1 70 | ..... | 2 00  |

|                    |       |
|--------------------|-------|
| Lemon, per lb..... | ..... |
| Orange,     "..... | ..... |
| Citron,     "..... | ..... |

|                                      |       |
|--------------------------------------|-------|
| Oranges, Jamaica, per box .....      | ..... |
| “ “ per bbl .....                    | ..... |
| Lemons, Messina, per box .....       | ..... |
| Bananas, Firsts, per bunch .....     | ..... |
| Apples, per bbl .....                | ..... |
| Cocoanuts, per 100 .....             | ..... |
| Ont. Peaches, per basket .....       | ..... |
| “ Pears “ .....                      | ..... |
| Watermelons, each ....               | ..... |
| Cranberries, Cape Cod, per bbl ..... | ..... |
| “ Out., p-r bbl .....                | ..... |
| Sweet Potatoes, per bbl .....        | ..... |

Granulated St. Law'ce and Red .....  
Granulated, Acadia.....  
Paris lump, bbls. and 100-lb. boxes ..  
    "    in 50-lb. boxes. ....  
Extra Ground Iceberg, bbls. ...  
Powdered, bols .....  
Phoenix.....  
Cream .....  
Extra bright coffee .....  
Bright coffee.....  
Bright yellow ..  
No. 3 yellow ..  
No. 2 yellow ..  
No. 1 yellow ..

St. John  
H. 11.6. —

|                                        |        |       |          |       |        |
|----------------------------------------|--------|-------|----------|-------|--------|
| Wire nails, base.....                  | \$2 85 | ..... | \$2 85   | ..... | \$3 20 |
| Cut nails, base.....                   | 2 55   | ..... | 2 55     | ..... | 2 85   |
| Barbed wire, per 100-lb.....           | 3 05   | ..... | 3 05     | 3 50  | 3 75   |
| Oiled and Annealed Wire,<br>No. 9..... | 2 80   | ..... | 2 80     | ..... | .....  |
| White lead, Pure.....                  | 6 10   | ..... | 6 12 1/2 | ..... | 6 80   |
| Linseed oil, 1 to 4 bbls., raw.....    | 79     | ..... | 82       | ..... | 81     |
| "    "    "    "    "    boiled.....   | 82     | ..... | 85       | ..... | 87     |
| Turpentine, single bbls.....           | 55     | ..... | 51       | 57    | 58     |
| Benzine, in bbls., per gal.....        | .....  | ..... | 16 1/2   | ..... | .....  |

Syrups—

|                                  |      |    |      |    |
|----------------------------------|------|----|------|----|
| Dark .....                       | 1%   | 30 | 32   |    |
| Medium .....                     | 2%   | 35 | 37   |    |
| Bright .....                     | 3%   |    | 34   | 36 |
| Corn Syrup, barrel, per lb. .... | 3%   |    | 36   | 38 |
| “ “ 2 bbls. ....                 | 3%   |    | 38   |    |
| “ “ kegs ....                    | 3%   |    | 3%   |    |
| “ “ 3 gal. palls, each ....      | 1 40 |    | 1 50 |    |
| “ “ 2 gal. “ “ ....              | 1 05 |    | 1 11 |    |
| Honey .....                      |      |    | 40   |    |
| “ 25-lb. palls ....              | 1 15 |    | 1 00 |    |
| “ 38-lb. palls ....              | 1 40 |    | 1 40 |    |

|                                 |       |        |        |        |        |        |
|---------------------------------|-------|--------|--------|--------|--------|--------|
| Comp. corn beef, 1-lb. cans ... | 1 45  | \$1 61 | \$1 60 | \$1 65 | \$1 60 | \$1 70 |
| “ “ 2-lb. cans ...              | 2 70  | 2 95   | 2 85   | 3 00   | 2 80   | 2 90   |
| “ “ 6-lb. cans ...              | 7 90  | 9 65   | .....  | 8 21   | 8 75   | 9 25   |
| “ “ 14-lb. cans ...             | 16 50 | 23 00  | .....  | 19 50  | 20 00  | 21 00  |
| Minced callops, 2-lb. cans ...  | ..... | 2 75   | .....  | 2 60   | 2 50   | 2 80   |
| Lunch tongue, 1-lb. can ...     | 3 40  | 3 90   | .....  | 3 00   | 3 00   | 3 25   |
| “ “ 2-lb. can ...               | 6 00  | 7 90   | .....  | 7 00   | 5 80   | 6 00   |
| English brawn, 2-lb. can ...    | 2 40  | 2 75   | .....  | 2 45   | 2 75   | 2 80   |
| Camp sausage, 1-lb. can ...     | ..... | .....  | .....  | 2 50   | 2 50   | .....  |
| “ “ 2-lb. can ...               | ..... | .....  | .....  | 4 00   | 4 00   | .....  |
| Soups, assorted, 1-lb. can ...  | 1 15  | 1 50   | .....  | 1 50   | 1 40   | .....  |
| “ “ 2-lb. can ...               | 2 40  | 2 45   | .....  | 2 20   | 2 25   | .....  |
| Soups and Bouil, 2-lb. can ...  | 1 75  | 2 50   | .....  | 1 80   | 1 75   | .....  |
| “ “ 6-lb. can ...               | 3 50  | 5 85   | .....  | 4 50   | 4 25   | 4 50   |
| Sliced smoked beef, 4's ...     | 1 65  | 1 70   | 1 65   | 1 70   | .....  | 2 00   |
| “ “ 1's ...                     | 2 75  | 3 10   | 2 80   | 2 95   | .....  | 3 25   |

| Foreign                       |       |       |       |       |       |       |       |       |       |
|-------------------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Currants, Provincials, bbls.. | ..... | ..... | ..... | ..... | ..... | ..... | ..... | ..... | 12    |
| "    Filigras, bbls.....      | ..... | ..... | ..... | ..... | ..... | ..... | ..... | ..... | 12½   |
| "    "    cases.....          | ..... | ..... | ..... | ..... | ..... | ..... | ..... | ..... | ..... |
| "    "    ½-cases.....        | 5½    | 6½    | 7     | 7½    | ..... | ..... | ..... | ..... | ..... |
| "    Patras, bbls.....        | ..... | ..... | ..... | ..... | ..... | ..... | ..... | ..... | 12¼   |
| "    "    ½-bbls.....         | ..... | ..... | ..... | ..... | ..... | ..... | ..... | ..... | ..... |
| "    "    cases.....          | ..... | 6     | 7½    | 8     | ..... | ..... | ..... | ..... | ..... |
| "    "    ½-cases.....        | ..... | 6     | 7½    | 8     | ..... | ..... | ..... | ..... | ..... |
| Amalias.....                  | ..... | ..... | 7½    | 8     | ..... | ..... | ..... | ..... | ..... |
| Vostlzas, cases.....          | 7½    | 8     | ..... | 12½   | ..... | ..... | ..... | ..... | ..... |
| Dates, Hallowees.....         | 4¾    | 5     | 4     | 4½    | ..... | ..... | ..... | 3¾    | 4     |
| "    Sairs.....               | ..... | 4½    | ..... | 3½    | ..... | ..... | ..... | ..... | ..... |
| Figs, 10-lb. boxes.....       | 1 0½  | ..... | ..... | 11    | ..... | ..... | ..... | 10    | 12    |
| "    Mats, per lb.....        | 3¾    | 3½    | ..... | 3     | 3¼    | ..... | ..... | ..... | ..... |
| "    7-cr., 28-lb. boxes..... | 3 30  | ..... | ..... | ..... | ..... | ..... | ..... | ..... | ..... |
| "    1-lb. glove boxes.....   | ..... | 12    | ..... | ..... | ..... | ..... | ..... | ..... | ..... |
| Prunes, California, 10's..... | ..... | 8     | 8     | 8     | ..... | ..... | ..... | 10    | 12    |
| "    "    40's.....           | ..... | 8½    | 8½    | 10    | 8½    | ..... | ..... | 8     | ..... |
| "    "    50's.....           | ..... | 8½    | 8     | 8     | 7½    | ..... | ..... | 8     | ..... |
| "    "    60's.....           | ..... | 8     | 7½    | 8     | ..... | ..... | ..... | ..... | ..... |
| "    "    70's.....           | ..... | 7 7   | 7 ¾   | 7 ½   | 6 ½   | ..... | ..... | 7     | ..... |
| "    "    80's.....           | ..... | 7     | 6     | 7     | 6     | ..... | ..... | 6     | 6 ½   |
| "    "    90's.....           | ..... | 6 ½   | 5     | 5 ½   | 5 ½   | ..... | ..... | 5 ½   | ..... |
| "    "    100's.....          | ..... | 6     | 5 ½   | 6 ½   | ..... | ..... | ..... | ..... | ..... |
| "    Bosnia, A's.....         | ..... | ..... | ..... | 5     | ..... | ..... | ..... | ..... | ..... |
| "    "    B's.....            | ..... | ..... | ..... | 7 ½   | 8     | ..... | ..... | ..... | ..... |
| "    "    U's.....            | ..... | 5     | 6 ½   | 6 ½   | ..... | ..... | ..... | ..... | ..... |
| "    French, 50's.....        | ..... | ..... | ..... | ..... | ..... | ..... | ..... | ..... | ..... |
| "    "    110's.....          | 3¾    | 3 ½   | 3 ½   | 4     | ..... | ..... | ..... | ..... | ..... |
| Raisins, Fine off stalk.....  | ..... | 6     | 6 ½   | 7     | 8     | ..... | ..... | 8 ½   | ..... |
| "    Selected.....            | ..... | 6 ½   | 7     | 7 ½   | 9     | ..... | ..... | 9 ½   | ..... |
| "    Selected layers.....     | ..... | 6 ¾   | ..... | ..... | ..... | ..... | ..... | ..... | 10    |
| "    Sultanas.....            | 8     | 10    | 9     | 12    | 10    | ..... | ..... | 10    | 12    |
| "    California, 2-crown..... | 5     | 5 ½   | ..... | ..... | 9     | ..... | ..... | 9 ½   | ..... |
| "    "    3-crown.....        | 7 ¾   | 7 ¾   | ..... | 7 ½   | 8 ½   | ..... | ..... | 9     | ..... |
| "    "    4-crown.....        | 7 ¾   | 8     | ..... | 8 ½   | 9     | ..... | ..... | 9 ½   | ..... |
| "    seeded, 3-cr.....        | 9 ½   | 10    | 10    | 11    | 10    | ..... | ..... | 10    | 10 ½  |
| "    Malaga, Lon. layers..... | 1 50  | ..... | ..... | 2 00  | 2 25  | ..... | ..... | 2 40  | ..... |
| "    Black baskets.....       | ..... | ..... | ..... | 2 25  | 2 50  | ..... | ..... | 2 70  | ..... |
| "    Blue baskets.....        | ..... | ..... | ..... | ..... | 2 80  | ..... | ..... | 3 00  | ..... |
| "    Debesa clusters.....     | ..... | ..... | 3 00  | 4 00  | 3 25  | ..... | ..... | 5 50  | ..... |
| "    Choice clusters.....     | 2 75  | 3 00  | ..... | 3 00  | ..... | ..... | ..... | ..... | ..... |

|                              |       |      |       |       |       |
|------------------------------|-------|------|-------|-------|-------|
| Dry Salted Meats—            |       |      |       |       |       |
| Long clear bacon .....       | 12    |      | 12    |       |       |
| Smoked meats—                |       |      |       |       |       |
| Breakfast bacon .....        | 15    | 15   | 16    |       |       |
| Rolls .....                  | 12    |      | 12½   | 11    | 12    |
| Medium Hams .....            | 14    | 13 ¼ | 14    | 4     | 15    |
| Large Hams .....             | 13    | 12½  | 13    |       |       |
| Shoulder hams .....          | 12    |      | 12    | 8     | 9     |
| Backs .....                  | 15    |      | 5     |       |       |
| Meats out of pickle 1c. less |       |      |       |       |       |
| Barrel Pork—                 |       |      |       |       |       |
| Canadian heavy mess .....    | 2 00  |      | 21 50 | 21 50 | 22 50 |
| “ short cut .....            | 21 00 |      | 20 50 | 22 00 | 23 00 |
| Plate beef .....             | 12 10 | 4 50 | 12 50 | 14 00 | 14 51 |
| Lard, tallow, per lb. ....   |       | 11½  |       | 11½   | 12    |
| Tubs .....                   |       |      | 2     | 12½   | 12½   |
| Pails .....                  |       | 12½  | 2½    | 12½   | 23½   |

**Annual Sales  
Exceed  
33,000,000 lbs.**



**Grand Prix  
Highest Award,  
Paris 1900.**

The extraordinary success of **CHOCOLAT-MENIER** all over the world, is rivaled by "**MENIER'S BREAKFAST COCOA.**" This Cocoa is absolutely pure. Sold this year for the first time in Canada and the United States, its sale is already enormous.

Ask your wholesaler for it. If he will not supply you, write to **HERDT & CO., 180 St. James Street, Montreal, Canada.**

**A GOOD MARGIN OF PROFIT FOR THE RETAILERS.**

| <b>COFFEE</b>                             |       | Montreal. |      | Toronto. |       | St. John,<br>Halifax. |  |
|-------------------------------------------|-------|-----------|------|----------|-------|-----------------------|--|
| Green—                                    |       |           |      |          |       |                       |  |
| Mocha.....                                | 24    | 23        | 28   | 25       | 30    |                       |  |
| Old Government Java.....                  | 27    | 22        | 30   | 25       | 30    |                       |  |
| Rio.....                                  | 10    | 7½        | 9½   | 12       | 13    |                       |  |
| Santos.....                               | 9½    | 10½       |      |          |       |                       |  |
| Plantation Ceylon.....                    | 29    | 26        | 30   | 29       | 31    |                       |  |
| Porto Rico.....                           | 22    | 25        | 24   | 28       |       |                       |  |
| Gautemala.....                            | 22    | 25        | 24   | 26       |       |                       |  |
| Jamalca.....                              | 18    | 15        | 20   | 18       | 22    |                       |  |
| Maracalbo.....                            | 13    | 13        | 18   | 13       | 15    |                       |  |
| <b>NUTS</b>                               |       |           |      |          |       |                       |  |
| Brazil.....                               | 15    | 16        | 8½   | 9        |       |                       |  |
| Valencia shelled almonds.....             | 31    | 31        | 30   | 35       | 22    | 25                    |  |
| Tarragona almonds.....                    | 11½   | 12½       | 13   | 14       | 13    | 15                    |  |
| Formegetta almonds.....                   |       |           | 14½  |          |       |                       |  |
| Jordan shelled almonds.....               | 40    | 40        | 43   |          |       |                       |  |
| Peanuts (roasted).....                    | 7½    | 8         | 8    | 10       | 9     | 10                    |  |
| " (green).....                            | 6½    | 7         | 7    | 9        |       |                       |  |
| Cocoanuts, per sack.....                  | 3 00  |           | 3 75 | 3 50     | 4 00  |                       |  |
| " per doz.....                            |       |           | 60   | 60       | 70    |                       |  |
| Grenoble walnuts.....                     | 9½    | 10        | 12½  | 9        | 12    |                       |  |
| Marbot walnuts.....                       |       | 9½        | 11½  | 9        | 10    |                       |  |
| Bordeaux walnuts.....                     | 7     | 8         | 9    | 9        | 10    |                       |  |
| Sicily filberts.....                      | 9     | 10        | 10   | 10       | 10    |                       |  |
| Naples filberts.....                      | 10    | 12        | 13   | 15       | 12    | 14                    |  |
| Pecans.....                               | 19    | 20        | 20   | 25       |       |                       |  |
| Shelled Walnuts.....                      |       |           |      |          |       |                       |  |
| <b>SODA</b>                               |       |           |      |          |       |                       |  |
| Bl-carb, standard, 112-lb. keg            | 1 65  | 1 80      | 2 00 | 2 25     | 1 70  | 1 75                  |  |
| Sal soda, per bbl.....                    | 70    | 75        | 80   | 90       | 85    | 90                    |  |
| Sal Soda, per keg.....                    | 95    | 1 00      | 1 00 | 95       | 1 00  |                       |  |
| Granulated Sal Soda, per lb.....          |       |           |      | 1        |       |                       |  |
| <b>SPICES</b>                             |       |           |      |          |       |                       |  |
| Pepper, black, ground, in kegs            |       |           |      |          |       |                       |  |
| palls, boxes.....                         | 16    | 18        |      | 18       | 14    | 15                    |  |
| " in 5-lb. cans.....                      | 14    | 17        |      | 19       | 15    | 16                    |  |
| " whole.....                              | 15    | 17        |      | 19       | 12    | 13                    |  |
| Pepper, white, ground, in kegs            |       |           |      |          |       |                       |  |
| palls, boxes.....                         | 26    | 27        | 26   | 27       | 24    | 26                    |  |
| " 5-lb. cans.....                         | 25    | 25        | 25   | 26       | 20    | 22                    |  |
| " whole.....                              | 23    | 25        | 25   | 20       | 22    |                       |  |
| Ginger, Jamalca.....                      | 19    | 25        | 22   | 25       | 20    | 25                    |  |
| Cloves, whole.....                        | 12    | 30        | 14   | 35       | 18    | 20                    |  |
| Pure mixed spice.....                     | 25    | 30        | 25   | 30       | 25    | 30                    |  |
| Cassia.....                               | 13    | 18        | 20   | 40       | 16    | 20                    |  |
| Cream tartar, French.....                 | 25    | 24        | 25   | 20       | 22    |                       |  |
| " best.....                               | 28    | 25        | 30   | 25       | 30    |                       |  |
| Allspice.....                             | 10    | 15        | 13   | 16       | 16    | 18                    |  |
| <b>WOODENWARE</b>                         |       |           |      |          |       |                       |  |
| Palls, No. 1, 2-hoop.....                 | 1 90  |           | 1 60 |          | 1 90  |                       |  |
| " 3-hoop.....                             | 2 05  |           | 1 75 |          | 2 05  |                       |  |
| " half, and covers.....                   | 1 75  |           | 1 70 |          | 1 75  |                       |  |
| " quarter, jam and covers                 | 1 45  |           | 1 20 |          | 1 45  |                       |  |
| " candy, and covers.....                  | 2 70  | 3 20      | 2 70 |          | 3 20  |                       |  |
| Tubs No. 0.....                           | 11 00 |           | 8 50 |          | 11 00 |                       |  |
| " 1.....                                  | 9 00  |           | 7 00 |          | 9 00  |                       |  |
| " 2.....                                  | 8 00  |           | 6 25 |          | 8 00  |                       |  |
| " 3.....                                  | 7 00  |           | 5 85 |          | 7 00  |                       |  |
| <b>PETROLEUM</b>                          |       | Montreal. |      | Toronto. |       | St. John,<br>Halifax. |  |
| Canadian water white.....                 | 14½   | 15½       |      | 16       | 16    | 16½                   |  |
| Sarnia water white.....                   | 16    | 17        |      | 16       | 16    | 16½                   |  |
| Sarnia prime white.....                   |       | 18        |      | 15       |       | 15½                   |  |
| American water white.....                 |       | 19        |      | 17½      | 17    | 17½                   |  |
| Pratt's Astral (barrels extra)            | 18½   | 19        |      | 17       | 18    | 18½                   |  |
| <b>Black— TEAS</b>                        |       |           |      |          |       |                       |  |
| Congou—Half-chests Kalsow,                |       |           |      |          |       |                       |  |
| Morning, Peking.....                      | 13    | 60        | 12   | 60       | 11    | 40                    |  |
| Caddles Peking, Kalsow.....               | 17    | 40        | 18   | 50       | 15    | 40                    |  |
| Indian—Darjeellings.....                  | 35    | 55        | 35   | 55       | 30    | 50                    |  |
| Assam Pekoes.....                         | 20    | 40        | 20   | 40       | 18    | 40                    |  |
| Pekoe Souchong.....                       | 18    | 25        | 18   | 25       | 17    | 24                    |  |
| Ceylon—Broken Pekoes.....                 | 35    | 42        | 35   | 42       | 34    | 40                    |  |
| Pekoes.....                               | 20    | 30        | 20   | 30       | 20    | 30                    |  |
| Pekoe Souchong.....                       | 17½   | 40        | 17   | 35       | 17    | 35                    |  |
| China Greens—                             |       |           |      |          |       |                       |  |
| Gunpowder—Cases, extra first              | 42    | 50        | 42   | 50       |       |                       |  |
| Half-chests, ordinary firsts              | 22    | 28        | 22   | 28       |       |                       |  |
| Young Hyson—Cases, sifted                 |       |           |      |          |       |                       |  |
| extra firsts.....                         | 42    | 50        | 42   | 50       |       |                       |  |
| Cases, small leaf, firsts.....            | 35    | 40        | 35   | 40       |       |                       |  |
| Half-chests, ordinary firsts              | 22    | 38        | 22   | 38       |       |                       |  |
| Half-chests, seconds.....                 | 17    | 19        | 17   | 19       |       |                       |  |
| " thirds.....                             | 15    | 17        | 15   | 17       |       |                       |  |
| " common.....                             | 13    | 14        | 13   | 14       |       |                       |  |
| Pingsueys—                                |       |           |      |          |       |                       |  |
| Young Hyson, ½-chests, firsts             | 28    | 32        | 38   | 32       | 80    | 40                    |  |
| " " seconds.....                          | 16    | 19        | 16   | 19       |       |                       |  |
| " Half-boxes, firsts.....                 | 28    | 32        | 28   | 32       |       |                       |  |
| " " seconds.....                          | 16    | 19        | 16   | 19       |       |                       |  |
| Japans—                                   |       |           |      |          |       |                       |  |
| ½-chests, finest May pickings             | 38    | 40        | 38   | 40       |       |                       |  |
| Choice.....                               | 32    | 36        | 33   | 37       |       |                       |  |
| Finest.....                               | 28    | 30        | 30   | 32       |       |                       |  |
| Fine.....                                 | 25    | 27        | 27   | 30       |       |                       |  |
| Good medium.....                          | 22    | 24        | 25   | 28       |       |                       |  |
| Medium.....                               | 19    | 20        | 21   | 23       |       |                       |  |
| Good common.....                          | 16    | 18        | 18   | 20       |       |                       |  |
| Common.....                               | 13    | 15        | 15   | 17       |       |                       |  |
| Nagasaki, ½-chests, Pekoe.....            | 16    | 22        |      |          |       |                       |  |
| " " Oolong.....                           | 14    | 15        |      |          |       |                       |  |
| " " Gunpowder.....                        | 16    | 19        |      |          |       |                       |  |
| " " Siftings.....                         | 7½    | 11        |      |          |       |                       |  |
| <b>RICE, MACARONI,<br/>SAGO, TAPIOCA.</b> |       |           |      |          |       |                       |  |
| Rice—Standard B.....                      | 3 00  | 3 10      |      | 3½       | 3 25  | 3 40                  |  |
| Patna, per lb.....                        | 4 25  | 4 50      |      | 4½       | 5     | 6                     |  |
| Japan.....                                | 4 40  | 4 90      |      | 5½       | 6     | 6                     |  |
| Imperial Seeta.....                       | 4 60  | 4 90      |      | 4½       | 5½    | 6                     |  |
| Extra Burmah.....                         |       |           |      | 4½       | 4     | 5                     |  |
| Java, extra.....                          |       | 5½        |      | 6        | 6½    | 7                     |  |
| Macaroni, dom'l.c. per lb., bulk          |       | 8         |      | 12       | 10    |                       |  |
| " imp'd, 1-lb. pkg., French.....          |       | 8         |      | 10       | 11    | 1½                    |  |
| " " " Italian.....                        |       | 8         |      | 10       | 11    | 1½                    |  |
| Sago.....                                 | 3½    | 4         |      | 4½       | 4½    | 5                     |  |
| Tapioca.....                              | 3½    | 4         |      | 4½       | 4½    | 5                     |  |



## FRASER RIVER SALMON PACK.

THE following is the estimate of the Fraser River salmon pack up to September 21, prepared by W. D. Burdis, secretary of the Fraser River Cannermen's Association.

duction, for, to compensate for the fall in prices, as much leaf as possible was taken from the plant, and the quantity was increased at the cost of the quality. This operation again, by lowering the quality, had the effect of maintaining and accentuating the fall in prices. When prices fell

the two bringing about a further fall in prices."

The above remarks, say Gow, Wilson & Stanton, are very pertinent, and well merit the serious attention of producers.

## A TEA FIRM'S EXPANSION.

It is little short of extraordinary the way the package tea trade of Canada has developed during the last few years. Among the firms that have taken a prominent part in bringing this development about is T. H. Estabrooks, St. John, N.B. In the Maritime Provinces, where Mr. Estabrooks first introduced his "Red Rose" brand, he had particularly keen competition from British houses to meet. By putting up a good tea and industriously pushing it he finally won success, until to-day he has a dozen travellers covering New Brunswick, Nova Scotia, Prince Edward Island, Newfoundland and St. Pierre. Lately, the readers of "The Canadian Grocer" are aware he has had his travellers doing pioneer work in Ontario, and now he is going beyond into Manitoba and the Northwest Territories with his teas.

The Manitoba and Northwest branch of his business has been placed in the hands of Mr. Stephen Hustwitt, who, during the last four years, has represented Thomas B. Greening & Co., of Hamilton, in that part of the country. Mr. Hustwitt, who is a well-known and experienced tea man, will make Winnipeg his headquarters, and for which place he left Toronto a few days ago.

## HOW TO GET BUSINESS.

Now that the fall and winter trade is coming on it is time that all merchants were moving in the direction of acquiring their share of this trade. The man who reaches out for business generally gets it. The fault of a stagnant profitless business is always with the man at the head of the business—not with the community. If you want to do an increased trade, "My Ad. Writer," 33 Clinton street, Toronto, will advise you how, free of charge. Write him to-day. See ad. in another column.

John Sloan & Co. have a handsome Darjeeling tea in stock.

Warren Bros. & Co. are in receipt of a shipment of Rio coffee of desirable color.

Just at hand with W. H. Gillard & Co., "Imperial" 4-crown layer figs in 10-lb. boxes—handsome goods for window display.

## PERSONAL MENTION.

Mr. T. F. Courtney, of T. F. Courtney & Co., well-known retail grocers of Halifax, N.S., was in Toronto this week.

## INTERESTING TEA STATISTICS.

THE Indian Tea Association has published figures which show that the quantity of Indian tea manufactured to mid-August was below that made to the same date last season, and estimating the total crop at about three million pounds under last season's outturn.

Mr. J. E. O'Connor, C. I. E., in his "Review of the Trade in India," commenting upon the overproduction and consequent low prices during last season, remarks:

"While reduced prices were the consequence of overproduction, they also became the cause of the continuance of overpro-

duction, because tea was produced in excess, the fall induced directors to endeavor, by further increasing production, to continue dividends to shareholders, and this endeavor to increase quantity was inevitably attended by a reduction in quality, the combination of

QUANTITY OF INDIAN TEA MANUFACTURED TO AUGUST 15 FOR THREE YEARS, TOGETHER WITH ACTUAL OUTTURN FOR COMPLETE SEASONS 1899 AND 1900, AND ESTIMATED OUTTURN FOR SEASON 1901.

|                            | Manfd. to Aug. 15, '99. | Manfd. to Aug. 15, 1900. | Manfd. to Aug. 15, '01. | Actual outturn of Cro., '99. | Actual outturn of Cro., 1900. | Estimated outturn of Cro., 1901. |
|----------------------------|-------------------------|--------------------------|-------------------------|------------------------------|-------------------------------|----------------------------------|
| Assam.....                 | 30,108,604              | 31,194,240               | 29,540,019              | 61,224,841                   | 67,928,770                    | 70,324,352                       |
| Cachar.....                | 12,213,566              | 13,045,338               | 9,996,256               | 26,603,482                   | 27,299,230                    | 24,288,677                       |
| Sylhet.....                | 13,959,474              | 14,607,380               | 11,581,497              | 34,026,942                   | 33,854,808                    | 31,421,220                       |
| Darjeeling.....            | 4,628,301               | 4,758,269                | 4,330,034               | 6,814,757                    | 7,474,098                     | 7,508,424                        |
| Teral.....                 | 1,404,870               | 1,392,028                | 1,525,254               | 3,209,678                    | 3,578,075                     | 3,130,294                        |
| Dooars.....                | 11,721,512              | 10,491,623               | 11,430,509              | 25,819,402                   | 29,997,065                    | 29,954,936                       |
| Chata Nagpore.....         | 96,136                  | 76,960                   | 80,600                  | 173,808                      | 185,089                       | 153,600                          |
| Chittagong.....            | 411,575                 | 391,041                  | 319,562                 | 983,493                      | 1,065,300                     | 871,399                          |
| Kangra Valley.....         | .....                   | 1,600,000                | 2,200,000               | 1,800,000                    | 3,000,000                     | 3,020,000                        |
| Dehra Dun.....             | .....                   | 886,845                  | 1,153,794               | .....                        | 1,785,000                     | 1,823,774                        |
| Kumaon (estimate).....     | 75,544,038              | 78,423,704               | 72,166,825              | 163,656,403                  | 175,967,435                   | 172,496,695                      |
| Private & Native Gardens.. | .....                   | .....                    | .....                   | 2,200,000                    | 300,000                       | 300,000                          |
|                            | .....                   | .....                    | .....                   | 9,000,000                    | 11,260,000                    | 11,500,000                       |
| Total lbs.....             | .....                   | .....                    | .....                   | 174,856,403                  | 187,527,435                   | 184,296,695                      |

## THE PROVISION TRADE.

The Markets—The Visible Supply of Lard—Miscellaneous Notes.

### THE VISIBLE SUPPLY OF LARD.

IN last week's issue a summary of the world's visible supply of lard was given, based on our special telegraphic advices. The following table, compiled by the N. K. Fairbank Company, gives the estimates of the stocks of lard held in Europe and afloat on October 1, to which we add estimates of former years, and stocks in cities named :

|                                          | 1901.<br>Oct. 1. | 1901.<br>Sept. 1. | 1900.<br>Oct. 1. | 1899.<br>Oct. 1. | 1898.<br>Oct. 1. | 1897.<br>Oct. 1. |
|------------------------------------------|------------------|-------------------|------------------|------------------|------------------|------------------|
| Liverpool and Manchester.....            | 12,500           | 17,000            | 11,000           | 50,000           | 54,000           | 66,000           |
| Other British ports.....                 | 5,000            | 6,000             | 6,000            | 9,000            | 12,000           | 16,000           |
| Hamburg.....                             | 6,000            | 15,000            | 5,000            | 7,000            | 25,000           | 35,000           |
| Bremen.....                              | 1,000            | 1,500             | 1,500            | 3,000            | 3,000            | 2,000            |
| Berlin.....                              | 500              | 2,000             | 2,000            | 2,000            | 2,000            | 5,000            |
| Baltic ports.....                        | 8,000            | 11,000            | 8,000            | 8,000            | 7,500            | 9,500            |
| Amsterdam }<br>Rotterdam }<br>Mannheim } | 1,000            | 1,000             | 2,000            | 3,000            | 3,000            | 2,000            |
| Antwerp.....                             | 4,000            | 4,000             | 3,000            | 5,000            | 7,000            | 27,000           |
| French ports.....                        | 2,000            | 2,500             | 4,500            | 4,000            | 5,500            | 9,500            |
| Italian and Spanish ports.....           | 1,000            | 1,000             | 1,000            | 1,000            | 1,000            | 1,000            |
| Totals in Europe.....                    | 41,000           | 61,000            | 44,000           | 92,000           | 120,000          | 173,000          |
| Afloat for Europe.....                   | 57,000           | 54,000            | 75,000           | 68,000           | 85,000           | 69,000           |
| Total in Europe and afloat.....          | 98,000           | 115,000           | 119,000          | 160,000          | 205,000          | 242,000          |
| Chicago prime steam.....                 | 27,759           | 47,495            | 49,896           | 178,813          | 140,790          | 218,751          |
| Chicago other kinds.....                 | 4,487            | 8,145             | 10,832           | 10,933           | 9,469            | 8,191            |
| East St. Louis.....                      | 3,531            | 6,434             | 4,952            | 12,000           | 3,500            | None             |
| Kansas City.....                         | 5,110            | 10,571            | 5,706            | 14,687           | 15,318           | 4,882            |
| Omaha.....                               | 2,600            | 5,096             | 1,341            | 2,257            | 4,355            | 1,408            |
| New York.....                            | 4,915            | 10,186            | 6,577            | 16,109           | 8,661            | 14,417           |
| Milwaukee.....                           | 808              | 4,074             | 3,935            | 4,783            | 727              | 1,554            |
| Cedar Rapids.....                        | 318              | 1,258             | 892              | 443              | 1,614            | 890              |
| South St. Joseph.....                    | 2,235            | *.....            | 340              | 1,252            | 153              | Norecord         |
| Total tierces.....                       | 149,763          | 208,259           | 202,574          | 400,467          | 389,585          | 489,093          |

\* Figures not available.

### NEW ZEALAND FROZEN MEAT.

Consul General Bray, of Melbourne, under date of August 4, 1901, transmits the following statement of frozen meat exported from the colony of New Zealand for the years ended June 30, 1901, and 1900 :

| Description. | 1899-1900.<br>Pounds. | 1900-1901.<br>Pounds. |
|--------------|-----------------------|-----------------------|
| Mutton.....  | 128,822,167           | 97,193,054            |
| Lamb.....    | 54,160,014            | 51,257,841            |
| Beef.....    | 31,854,651            | 29,728,028            |

The decline shown in all of the three lines, and particularly in mutton, is made the more significant by the fact that there has been no increase during the last three years in the exports of any of the products mentioned.

### BACON IN LIVERPOOL.

The further weakness in live hogs and products in the United States again keeps the market here extremely quiet, and, with local dealing idle, trading has narrowed down to filling small country requirements. Consequently, the recent firmness has quite disappeared, and a disposition to accept easier prices exists amongst holders, though beyond Cumberland cuts, which are occa-

sionally 6d. lower, no actual reduction is quoted for Irish or fancy selections.—The Grocers' Journal.

### CANADIAN CATTLE AT THE PAN-AMERICAN.

One of the most interesting exhibits in the Canadian section of the Pan-American Exposition is the cattle corral, in which are now being shown 30 cattle and 75 sheep from

Alberta, Assiniboia, and other Northwestern ranches. They are all fat and well-developed, and as they have been raised on prairie grass, without shelter or grain, they make an excellent exposition of the adaptability of the Canadian prairies for cattle raising.

Canadian cattle have proved their quality in competition at the Pan American Exposition. The following is a comparative statement of the prizes won by them :

|                      | Canada.    | United States. |
|----------------------|------------|----------------|
| Shorthorns.....      | \$1,001 60 | \$418 00       |
| Herefords.....       | 355 00     | 740 00         |
| Aberdeen Angus.....  | 72 50      | 480 00         |
| Galloways.....       | 197 50     | 247 50         |
| Fat cattle.....      | 110 00     | .....          |
| Guernseys.....       | 130 00     | 710 00         |
| French-Canadian..... | 402 50     | 157 00         |
| Aryshire.....        | 430 00     | 130 00         |
| Holsteins.....       | 412 00     | 930 00         |

### THE PROVISION MARKETS.

#### TORONTO.

The receipts of hogs have steadily increased during the past week or so, and, as a result, the prices being paid are fully \$1 lower than a week ago. Other meats are unchanged in price, as the supply is up

to the average and a normal business is doing. We quote : Dressed hogs, \$8.50 to \$8.75 per cwt.; mutton, \$5.50 to \$6 per cwt.; lambs, 6½ to 7½c. per lb.; beef carcasses, \$7.25 per cwt. for best and \$6 to \$7 for mediums; hind quarters, 8c. for best; fore quarters, 4½ to 5½c. for best; calves, \$8.50 for best and \$6 to \$7 for mediums.

The reduction in the price of hogs has taken the stiffness out of the provision market, but prices are steady, as there are practically no surplus stocks to break the market, and, as it is fully a month from the time hogs are bought before they can be sold as bacon. Long clear bacon is ½c. and lard ¼c. higher. We quote as follows : Long clear bacon, 12c. Smoked meats : Breakfast bacon, 15c.; rolls, 12½c.; small hams, 14c.; medium hams, 14c.; large hams, 13c.; shoulder hams, 12c.; backs, 15c. Barrel pork—Canadian heavy mess, \$20.50; Canadian short cut, \$22. Lard—Tierces, 11¼c.; tubs, 12c.; pails, 12¼c.

### MONTREAL.

The scarcity of Canadian mess pork and lard continues and American pork is being brought in. Compound lard continues to advance. We quote as follows : Heavy Canadian short cut mess pork, \$22.50; Chicago clear pork, \$25.00 for heavy and \$24.50 for medium; selected heavy short cut mess pork, boneless, \$22.50 to \$23.00; hams, 13c.; bacon, 15c.; lard, pure Canadian, \$2.50 per pail; refined lard compound (Fairbank's), \$2.01 for 1 to 24 pails; \$2.00 for 25 to 49 pails; \$1.98 for 50 pails and over; Snow White and Globe compound, \$1.72½ per pail; Cottolene, 9¼c. per lb. in tierces, 10¼c. in 26-lb. pails, and 10½c. in 50-lb. boxes, for Quebec.

### NOTES.

P. Burns & Co. have bought out the Western Supply Co., wholesale dealers in meats and provisions, Cranbrook, B.C.

## EGGS, BUTTER, CHEESE, ETC.

CONSIGNMENTS SOLICITED.

Write us when you have Eggs and Butter to offer. Cases supplied.

The J. A. McLean Produce Co., Limited,  
77 Colborne St., TORONTO.

Established 1873.

Pork Packers, Commission Merchants,  
Buyers and Exporters of

Eggs, Butter,  
Cheese, Poultry.

D. GUNN, BROTHERS & CO.

78-78-80 Front St. E. - TORONTO.



BUY THE BEST AND DO IT  
NOW.

**REGISTERED**  
*Bow Park*  
**BRANDS**

## SWEET PICKLES

**ALWAYS LEAD.**

PREPARED BY

**Shuttleworth & Harris,**  
BRANTFORD, ONT.

The demand for

**REGISTERED**  
*Bow Park*  
**GRAND**  
**HAMS**

is growing every day, and we think it will pay you to handle them.

Your customers will enjoy them and you will be pleased to sell them, as they are the best in any line of goods.

**The Brantford Packing Co.**  
LIMITED  
BRANTFORD, ONT.

**O**CTOBER and the coming of cold weather remind us of the arrival of that time of the year when Sausages and other Fresh Pork Products are considered to be in season. These are now considered to be among the essentials of the up-to-date grocer's stock. They go to increase his trade, and they show a good profit.

We beg to remind the trade that we supply all kinds of fresh

**Sausages, Pork Pies,  
Brawn, Potted Tongues,**

etc. We guarantee them to be made of good Canadian Pork, seasoned with pure spices, and put up with the greatest care.

Our trade for these lines has largely increased during the past few years, and they have met with great favor from the buying public. We shall be glad to furnish you with complete list and prices.

**F. W. FEARMAN CO.,**

Limited

Pork Packers and  
Lard Refiners,

Hamilton, Ont.

**THE CANADIAN PACKING CO.**  
LONDON, ONT.



GUARANTEED CHOICE AND PURE.

**GOLD MEDAL, PARIS 1900.**

Please order goods through your wholesale house

## KEROSENE IN AUSTRALASIA.

WITH the introduction of bulk kerosene in the Australasian markets, a field of speculation is opened up as to the possible change of method of conducting the trade in the future. It is not more than likely that the retail distribution will gradually drift into different hands. The probability of the kerosene trade slowly but surely changing from the case and tin to the pint and gallon seems considerable. Wherever bulk oil has been placed upon the market—in England, India, Japan, Ceylon, China it has obtained a firm hold.

Handling a tin or case of kerosene is easy and clean. It does not necessitate the grocer constantly washing his hands before serving another customer. But selling it by the pint is quite a different matter. It is almost impossible to measure kerosene without getting some of it on one's hand. Nothing is more penetrating than kerosene, as any grocer knows, and generally after leaving the drum he needs to wash his hands carefully before serving coffee, cheese, or any other unpacked lines. What is a likely consequence? Simply that the trade will drift out of his hands to a very large extent and be sold either by retail distributing carts or at the ironmonger's shops, where the bulk of other oils is kept. Turpentine, methylated spirits, and linseed oil are sold mostly at the ironmongers, although, of course, grocers sell a certain quantity. The same will, in all probability, be the case as regards kerosene. Not only this, but as at present in England, very probably the hawking of kerosene will be gradually extended. What will be the attitude of grocers in the event of this change really taking place it is hard to forecast, but we know that by some at least the innovation would be welcomed should the case trade give place to the bulk.—The Australasian Grocer.

## INQUIRIES AND ANSWERS.

## ALUMINUM CHECKS WANTED.

"E. F. C." writes:

Can you tell us of whom we can procure aluminum checks? We have seen bread tickets made of that material.

[REMARKS: J. K. Cranston, Galt, Ont., and Patterson & Heward, Toronto, are manufacturers of aluminum checks.—The EDITOR.]

F. Lebuf, general merchant and fish dealer, St. Pierre, Nfld., has suffered about \$5,000 loss by fire; insurance, \$3,500.

Partnership has been registered by S. A. McDonald and M. J. Stewart under the style of McDonald & Stewart, general merchants, Glace Bay, N.S.

COWAN'S

## FINE SWEET COATINGS

Beaver, Ebony,  
Maple Leaf,  
Empress, etc. <sup>10c.</sup>

## UNSWEETENED

Gem, Superior, Ruby, Amber,  
Hero, Golden and Extra Golden.

COWAN'S fine Cocoa for Soda Fountains, in 5-lb. tins.  
The best and purest.

THE COWAN CO., Limited, TORONTO

IRISH PROCESS  
CANADIAN BACON

"There is nothing too good for the Irish" has heretofore literally applied to the product of their packing houses, but with the firm conviction that what is good enough for the Irish is not too good for Canadians, we have succeeded in producing a line of

Hams and Bacon Unexcelled in the World.

The fine flavor is preserved, and the nutritive qualities enhanced.

Do you handle it? If not, write

The Farmers' Co-Operative Packing Co.  
of BRANTFORD, Limited.

## Our Brands Give Satisfaction.

SUGAR-CURED HAMs,  
BONELESS BREAKFAST BACON,  
ROLL BACON, PURE LARD

## Hot Weather Specials

READY FOR LUNCHEON:

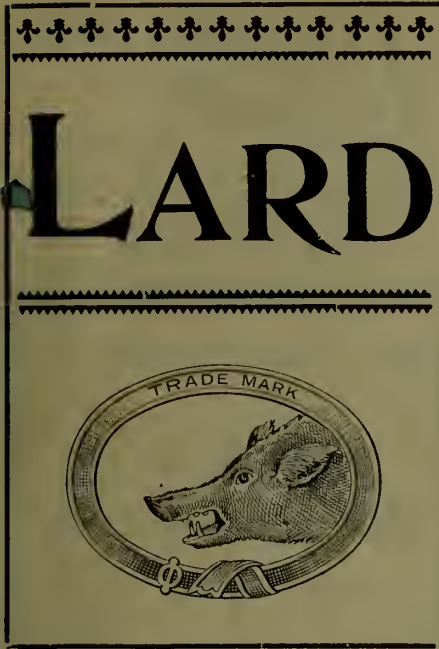
|                   |                         |
|-------------------|-------------------------|
| BOILED PORK HAMs, | BOILED BEEF HAMs,       |
| LUNCH BEEF,       | HAM, CHICKEN and TONGUE |
| BOLOGNA SAUSAGE,  | SAUSAGE.                |

The Park, Blackwell Co., Limited  
Packers and Exporters, TORONTO; CANADA.

London Agents: Messrs. Miller Bros.  
16 Tooley St.

Liverpool Agents: Messrs. W. P. Sinclair & Co.  
12 North John St.





Orders can be filled by any of the leading jobbers in Canada or direct.

The prejudice that once existed against compound lard has diminished. This is due entirely to the high grade of lard compound manufactured by the **N. K. Fairbank Company**, known as "**Boar's Head**" brand. It gives better satisfaction than hog lard, to say nothing of its superiority over inferior compounds.

Every good jobber and packing house in Canada sells **Fairbank's "Boar's Head"** brand of **Refined Lard Compound**. The price is the same whether purchased of us or through the jobber. Write your jobber for quotations.

|             |   |          |
|-------------|---|----------|
| Tierces     | - | 400 lbs. |
| Boxes       | - | 50 lbs.  |
| Pails, wood | - | 20 lbs.  |
| " tin       | - | 20 lbs.  |

|            |   |         |
|------------|---|---------|
| Pails, tin | - | 10 lbs. |
| " "        | - | 5 lbs.  |
| " "        | - | 3 lbs.  |

# THE N. K. FAIRBANK COMPANY

Wellington and Ann Sts., MONTREAL, QUE.

Subscribers wanting goods or special quotations on anything anywhere in Canada at any time, can get them by mail or wire by corresponding with **THE CANADIAN GROCER**, Toronto or Montreal.

IT doesn't matter whether it is a case of being **TOO FAT** or **TOO THIN**  
Bread, Cakes, etc., made from

## "SUPERIOR GLUTEN FLOUR"

Will restore nature to its normal condition.

Samples and prices on application to

**E. A. SHOEBOOTHAM**

CANADIAN AGENT,

St. James' Park, LONDON, Canada.

ESTABLISHED 1869

## Geo. Stanway & Co.

Brokers and  
General Commission Merchants

Teas, Sugars, Molasses, | 46 Front St. East,  
Canned Goods | **TORONTO**

Correspondence Solicited.

## ROCK SALT FOR HORSES and CATTLE.



**TORONTO SALT WORKS, Toronto, Ont.**

NEW EXTRA CHOICE

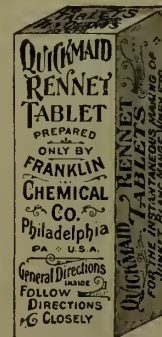
# SULTANAS

Bright, bold fruit now in store.

## WARREN BROS. & CO.

**TORONTO.**

## QUICKMAID RENNET TABLETS



Make delicious desserts in ten minutes.

A book of recipes goes with each package.

The most reliable Rennet Tablets on the market. For sale by all wholesalers.

Retails at  
10 Tablets for 10 Cents.

## SLEE, SLEE & CO.,

Limited

Tower Bridge Brewery,  
LONDON, ENG.

FOR **English Malt Vinegars.**

Ontario Agents

**John W. Bickle & Greening.**

HAMILTON AND TORONTO.

From whom Samples and Prices can be obtained.

**Seely's  
Flavoring  
Extracts  
Best  
on Earth**

## MR. W. H. EVANS FELICITATES.

REPORTING the annual meeting of the shareholders of the Canadian Pacific Railway, The Montreal Witness says: "Mr. W. H. Evans made a clever and humorous speech at this juncture, most of the routine business having been disposed of. He said that he thought they should take notice of the honor which had been conferred upon Mr. Shaughnessy, whether by a formal resolution or by a vigorous hand-clap. (General clapping of hands.) He had marked his career, and now in the place of highest authority he was giving evidence of the greatest ability—ability which was placed at the disposal of the shareholders and which maintained and increased the efficiency of the system. The C.P.R. was now fully on its feet, and he thought they could afford to be retrospective. Mr. Evans here glanced at the early days, when, if you were going east from Woodstock, you would be the only passenger; when, if you were in a hurry with your breakfast, the porter would tell you that 'Jim would hold the train for 20 minutes or so'; when there were breakdowns and long stoppages and generally no certainty as to time. He had been talking recently with some transcontinental travellers about these times, and one of them (at Banff, in the Rocky Mountains) asked if the C.P.R. (in the early days) fed the passengers during the delays. Mr. Evans said: 'Yes; two good meals a day free of charge.' An Englishman said: 'Well, the food was all right, but what about a "bawth"?' 'The company brings the water right to the verandah,' was the reply. (Roars of laughter.) Mr. Evans said that everything on the C.P.R., from the food, the politeness on the train, the prompt time, the care of the passengers, the looking out for boulders in dark passages on the main line—every feature indicated the thought of one man, the president, who had been so signally honored. He cordially approved of the pension fund, and he also thought that there should be something said in regard to the splendid manner in which the Duke and Duchess of Cornwall and York had been provided for. (Loud applause.)

"Sir William Van Horne, replying to Mr. Evans, said that he was sure that all present were rejoiced at the honor which had been paid to Sir Thomas Shaughnessy—an honor which might also be regarded as a compliment to the Canadian Pacific Railway."

## MR. HILL AGAIN ON DECK.

Mr. Alex. Hill has again joined the staff of John Sloan & Co.'s salesmen and

started on his old route this week. He is in good shape after his trip to Europe.

LABOR-**SAVING** TEA-PACKING DEVICES.

THE following, signed by Andrew Yule & Co., commissioners, Calcutta, appears in a recent issue of *Printers' Ink*, and explains itself:

"We have just undertaken from the Indian Tea Association the working of a scheme for developing the market for Indian tea in this country, references to which you will, no doubt, have noticed in the newspapers.

"His Excellency the Viceroy and Governor-General, the Commander-in-Chief, the Lieutenant Governor of the Punjab, the Home Secretary and other officials who have been approached on the subject are taking a very keen interest in the undertaking, and have promised their sympathy and support. To capture the Indian market, it will, in our opinion, be necessary to bring tea within reach of the people in a way that will suit their limited needs. As you, no doubt, are aware, the mass of the natives of India are not overburdened with wealth, their daily income being in the region of 4d. When purchasing food, a piece at a time is the usual outlay, say one farthing, and, if they are to be got to drink tea, they must be able to purchase it in the same small quantity as other articles. Tea being a delicate article, quickly suffers from exposure to the atmosphere, and, therefore, needs to be protected by a packing both air and damp proof. A packing is also a necessary precaution against adulteration, to which the Indian shopkeeper is peculiarly addicted.

"We therefore have under consideration the packing of 1-oz., 2-oz., 4-oz., 8-oz. and 16-oz. packets of tea, to suit all classes of the community, and are looking around for some labor-saving appliances for doing so.

"In our copy of *Printers' Ink*, volume 27, page 12, we read with special interest your account of Middleton's methods, and it occurred at once to us that you, better than anyone else, would be able to put us on to some firm who supplied automatic weighing and packing machines, tin canister-making machines and other appliances suitable for a large tea-packet business; machines that can be worked by hand being preferred. Will you kindly do so, and also refer to us some good houses who would undertake a tea packet agency in New York and elsewhere in America?"

"We need hardly say that we should feel much indebted to you, and would be only too happy to do anything in our power at any time to help you in return."

*Enterprise*  
RENOVATOR.

The perfect carpet and clothes cleaner.

Grocers: Send for our special offer.

ENTERPRISE SPECIALTY CO.,

83 Bay Street, TORONTO.

Don't say any other is as good as

**N. & B.  
Jelly Powder.**

You know better. If you don't you should, because we offer to send you a package **free** to compare.

♦ ♦

NICHOLSON & BROCK,  
TORONTO.

**ROSS'**  
THIS FIGURE ON EVERY PACKAGE  
High Grade  
**TEA**

The word Ceylon on the packet, is no guarantee that the contents is Ceylon Tea.

Ross' High-Grade is all Pure Ceylon Tea, no other kind of tea whatever, entering our packets. We know of no other packers of tea, who can make this statement.

THE ROSS TEA CO., - - TORONTO.



# CEYLON AND INDIA TEA

## BLACK

The merit of the **Black Teas** has established them high in popular estimation. They are drunk wherever the English language is spoken. They follow the flag and drive out less meritorious growths.

## OR

But some consumers are wedded to light drawing kinds, with pale liquor and without the full body and richness of the black kinds.

## GREEN

The **Green Teas** of Ceylon and India are made expressly for this trade. In Make, Quality and Price they challenge comparison with other growths.

They are grown, prepared and packed with the same skill by the British Planters who have revolutionized the black tea trade.

They have caught on in Canada and are no longer in the experimental stage. Try them.

## THE ART OF WINDOW DRESSING.

### HINTS FOR THE GROCER.

**I**N the advertising scale the newspaper ad. ranks first, but the show window should be a good second, running almost a dead heat with the sidewalk bulletin, cartoon or placard, says New York Merchants' Review. Considered with respect to its comparative cost, there is no variety of advertising, no channel of reaching the public, which is superior to the show window.

Of course, its usefulness depends considerably upon the situation of the store. A store on the main thoroughfare will always pay better for advertising through the show-window than a place in a side street.

There is this point, however, to be always borne in mind—the main street usually bristles with window displays, amongst which a single grocery window seldom can cut other than a poor figure, whereas in the side street a display of moderate attractiveness will be noticed because there are fewer windows of merit to dispute the palm with it. It is possible to draw people a few steps out of their way when the window has special attractions.

Some cardinal rules should always be observed in the construction and dressing of a grocery window. It should be as spacious as possible, reaching close to the ceiling of the store, and cut low in order to give plenty of room for dressing. Always plan to have the window roomy and light. Always keep the window clean.

The dressing should, as a rule, be confined to such materials as can be found in the stock. Gimmicks, in the shape of automatic toys, etc., may bring a crowd to the store and yet not sell a pound of goods.

The grocers' stock always contains an abundance of material for a good "trim," as the experts call it, and it is not a very hard matter to decide which things to show. The great point is to make the passerby say to himself: "That looks nice!" Through the eye you want to reach the nerves that connect the brain and palate, and the nearer you can come to making a possible customer's mouth water the better your chance of making a sale.

Therefore pick out your very finest goods—raisins, prunes, fresh fruits, pickles, bottled preserves, evaporated fruits, etc., anything that is appetizing, and put a few of them in the window—the effect of a great quantity can sometimes be produced by using empty cartons, cans or cases as a background to the exposed goods.

There is not much to be gained by showing sugar, coffee, tea, and flour in bulk. Every grocer sells these articles and such goods always look alike to the customer. But if you have either or all of these articles packed under nice labels, you can't do better than trim the window with them from time to time.

If you want to start a boom on flour, get the right brand, procure a label with

your own name on it and have it packed, or pack it yourself, in convenient packages under that label. Then push that brand for all you are worth by filling the show-window with dummy packages surrounding a single glass jar of the flour, placed in the middle of the window so as to show its color and grain. If you place a purple silk or velvet patch under the glass jar, and stretch another piece behind it, the flour will gain by the contrast. Printed matter in the window, fostering the notion that the sale is tremendous, will, of course, make the display more effective.

Coffee, tea, butter, cheese, and oranges and lemons in their season, can be treated almost similarly.

No hard and fast rule as to window dressing should be laid down. The writer has seen big sales of fancy goods follow the placing of three or four glass dishes of preserves, etc., in a grocer's window, and equally successful results were seen the following week, when the same window was apparently filled with bananas, the idea of enormous quantity being artfully suggested by using barrels and boxes with a thin layer of the fruit at the top.

Again, success has rewarded the window-trimming tactics of one grocer in this city, who shows a few trays of tea and coffee, some jars of jam, several bottles of pickles, one or two columns of canned goods, an open box each of evaporated apricots and of prunes, and a few tins of spices, each article having its own distinctive price card attached. A few blocks away is a higher class store, where a gigantic dummy package representing a popular table delicacy has the place of honor in the window, flanked on either side by high-class table luxuries,

including several foreign varieties. Not a price ticket is to be seen. The desired effect is produced by the manifest superiority of the goods shown, and while it is very different in plan from the other window display mentioned above, it is not less successful as a trade winner.

Who shall decide which is the best display to catch customers when contrasting styles and methods give equally good results?

Above all things keep the window clean, inside and out, and do not let flies gather there.

Keeping everlastingly at it brings success in window dressing as in other things. Considering the great field, the very promising field, for the dealer which lies in his show window, and the abundant scope for ingenuity which it affords, it is wonderful that more importance is not attached to this branch of advertising by the grocers generally.

Conservative window-dressers seldom strive hard to achieve strikingly novel effects, and anything that savors of sensationalism or trickiness is usually repugnant to them.

But why not leave the rats if by so doing one can sell more goods? Grocers are not in business for the purpose of making a reputation as artistic window-dressers, but for the purpose of making money, and should grasp at novelty whenever it comes within their ken, because novelty in advertising almost invariably pays.

Ideas such as the following are usually worth trying: A Philadelphia dealer recently advertised a specialty of his own by placing a pair of scales in the window, with an imitation gold brick in one pan and a ten-cent package of his specialty in the other pan of the scales, the pan with the specialty being tied down so as to give the impression that the goods outweighed the gold brick. Prominently displayed was a placard saying that So-and-So's famous specialty was "worth its weight in gold." Ingenious persons can easily evolve similar ideas for the use of the window dresser of the grocery store.

## POPULARITY

is the proof of merit, and no brand has ever achieved popularity so quickly as

# "BOBS"

## CHEWING TOBACCO

In 5 and 10c. Plugs.

**BOBS costs you only 36 cents, and pays a good profit.**

Made by

**BOBS is well advertised.**

**BOBS is selling well in almost every store from the Atlantic to the Pacific.**

**BOBS is A BIG PLUG FOR LITTLE MONEY**

**THE EMPIRE TOBACCO CO., LIMITED**  
**MONTREAL, QUE.**



CANADIAN ADVERTISING is best done by THE  
E. DESBARATS ADVERTISING AGENCY  
MONTREAL

Mediterranean Fruits  
Granulated and Raw Sugars  
Molasses and Syrups, Glucose, Etc.

Excelsior Macaroni  
White Castile Soap

C. A. CHOUILLOU & CIE.  
14 Place Royale (Customs House Sq.) MONTREAL.

## "Chief Keokuk"

Pickles and Condiments.

## "Montrose"

Tomatoes, Peas and Vegetables.

SOLD ON THEIR MERITS.

**KEOKUK PICKLE CO.**

KEOKUK, IOWA, U.S.A.



## CLOTHES PINS...

Selected and full count, in  
packages of 4 doz.—6 doz.  
—12 each to a case.

This makes a very attractive  
shelf display line. Also in  
cases of 5 gross, large and  
small sizes. Ask for quotations.

**BOECKH BROS. & COMPANY,  
TORONTO.**

Manufactured by  
**WM. CANE & SONS MFG. CO**  
Limited,  
NEWMARKET.

**Hugh Walker & Son,** Wholesale Fruit Importers, **Guelph, Ont.**

- DIRECT IMPORTERS OF -

## Fancy and Domestic Fruits.

OUR SPECIALTIES

Fancy Oranges, Lemons, Malaga Grapes, Cape Cod Cranberries.

Special Attention to Mail and Telephone Orders.

**GRIMBLE'S** English Malt  
Six GOLD Medals **VINEGAR**

**GRIMBLE & CO., Limited, London, N.W., Eng.**



## Our Worcestershire Sauce

makes a permanent customer whenever sold. It  
has the flavor and is made of the finest materials.  
Packed 3 dozen in a case.

SOLD BY ALL WHOLESALE GROCERS. Try It.

**The Capstan Mfg. Co., - Toronto.**



## THE MOUTH WATERS

when reading our cook book, but to taste buns  
and pastry made with

**Dwight's Cow Brand Soda**

—that's the test!

Ask your customers about it.

**JOHN DWIGHT & CO.,  
34 Yonge St., TORONTO.**

Agencies in all leading centres.



## LICORICE ..

We manufacture everything in the Licorice line carried by the Gro-  
cery, Drug and Confectionery trades. We might mention—Y. & S. Stick  
Licorice, plain and corrugated; Acme Licorice Pellets; Y. & S. Licorice  
Lozenges, in cans or glass jars; A B C Blocks; Purity & Dulce Brand one  
cent sticks; Bundled Licorice Root; Small Cigars, 300 to box, etc. In PLI-  
ABLE LICORICE, Triple Tunnel Tubes, Mint Puff-Straps, Navy Plugs and  
Golf-Sticks 100 to box; Blow Pipes 200 and 300 to box; Manhattan  
Wafers, 2 1/2 lb. boxes; Curved Stem Pipes, 200 to box. Write for illustrated  
catalogue.

**YOUNG & SMYLLIE**

Established 1845.

BROOKLYN, N.Y.



# Curious !! Why ?

It certainly is curious that your customers should be willing to buy an unknown brand of Mustard, when at practically the same price they can buy

## KEEN'S

KEEN'S MUSTARD, in the dining room, brings out the flavor of the meat.

KEEN'S MUSTARD, in the sick room, brings healing and comfort to the afflicted.

PEOPLE WHO WANT THE BEST  
CANNOT AFFORD TO USE ANYTHING BUT THE BEST.

## Current Market Quotations for Proprietary Articles

October 10, 1901.

Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy. The editors do not supervise them. If a change is made, either an advance or decline, it is referred to in the market reports, as a matter of news, whether manufacturers request it or not.

### BAKING POWDER.

|                                    |         |
|------------------------------------|---------|
| Cook's Friend—                     |         |
| Size 1, in 2 and 4 doz. boxes..... | \$ 2 40 |
| " 10, in 4 doz. boxes.....         | 2 10    |
| " 2 in 6 ".....                    | 80      |
| " 12, in 6 ".....                  | 70      |
| " 3, in 4 ".....                   | 45      |
| Pound tins, 3 doz. in case.....    | 3 00    |
| 12oz. tins, 3 ".....               | 2 40    |
| 9oz. tins, 4 ".....                | 1 10    |
| 5 b. tins, 1/2 ".....              | 4 00    |

Diamond— W. H. GILLARD & CO.

|                                         |      |
|-----------------------------------------|------|
| 1 lb. tins, 2 doz. in case.....per doz. | 2 00 |
| 1/2 lb. tins, 3 ".....                  | 1 25 |
| 1/4 lb. tins, 4 ".....                  | 0 75 |

### IMPERIAL BAKING POWDER.

| Cases Contain. | Sizes of Cans. | Per Doz. |
|----------------|----------------|----------|
| 4 doz.         | 10c.           | \$0 85   |
| 3 "            | 6-oz.          | 1 75     |
| 2 and 3 doz.   | 12-oz.         | 3 40     |
| 2 and 1 3 doz. | 16-oz.         | 4 35     |
| 1 doz.         | 2 1/2-lb.      | 10 40    |
| 1/2 and 1 doz. | 5-lb.          | 19 50    |

### MAGIC BAKING POWDER.

| Contain. | Sizes of Cans. | Per Doz. |
|----------|----------------|----------|
| 4 doz.   | 4-oz.          | \$0 65   |
| 4 "      | 6-oz.          | 0 80     |
| 4 "      | 8-oz.          | 1 00     |
| 4 "      | 12-oz.         | 1 50     |
| 4 "      | 16-oz.         | 1 80     |
| 1 "      | 2 1/2-lb.      | 4 50     |
| 1 "      | 5-lb.          | 7 75     |

### JERSEY CREAM BAKING POWDER.

|                               |      |
|-------------------------------|------|
| 1/2 size, 5 doz. in case..... | 40   |
| 1/2 size, 4 doz. in case..... | 75   |
| 1/2 " 3 " ".....              | 1 25 |
| 1 " 2 " ".....                | 2 25 |

### BLACKING.

#### SHOE POLISH.

HENRI JONAS & Co. Per gross.

|                        |        |
|------------------------|--------|
| Jonas'.....            | \$9 00 |
| Froments.....          | 7 50   |
| Military dressing..... | 24 00  |

### BLUE.

|                                       |        |
|---------------------------------------|--------|
| Keen's Oxford, per lb.....            | \$0 17 |
| In 10 box lots or case.....           | 0 16   |
| Reckitt's Square Blue 12-lb. box....  | 0 17   |
| Reckitt's Square Blue, 5 box lots.... | 0 16   |

### BLACK LEAD.

|                                                                              |      |
|------------------------------------------------------------------------------|------|
| Reckitt's per box.....                                                       | 1 15 |
| Box contains either 1 gro., 1 oz.<br>size; 1/2 gro., 2 oz. or 1/4 gro. 4 oz. |      |

### CORN BROOMS

| BOECKH BROS & COMPANY             | doz. net |
|-----------------------------------|----------|
| Bamboo Handles, A, 4 strings..... | 4 35     |
| " " B, 4 strings.....             | 4 10     |
| " " C, 3 strings.....             | 3 85     |
| " " D, 3 strings.....             | 3 60     |
| " " E, 3 strings.....             | 3 35     |
| " " G, 3 strings.....             | 3 10     |
| " " I, 3 strings.....             | 2 85     |

### BISCUITS.

CARR & CO., LIMITED.

Frank Magor & Co., Agents.

|                                                                                   |          |
|-----------------------------------------------------------------------------------|----------|
| Cafe Noir.....                                                                    | 0 15     |
| Ensign.....                                                                       | 0 12 1/2 |
| Metropolitan mixed.....                                                           | 0 09     |
| Special price list of Fancy Tins for Xmas<br>trade and other lines on application |          |

### CANNED GOODS.

#### MUSHROOMS.

HENRI JONAS & Co.

|                           |         |
|---------------------------|---------|
| Mushrooms, Rionel.....    | \$15 50 |
| " 1st choice Duthell..... | 18 50   |
| " 1st choice Lenoir.....  | 19 50   |
| extra Lenoir.....         | 24 00   |
| Per case, 100 tins.       |         |

#### FRENCH PEAS—DELORY'S

HENRI JONAS & Co.

|                     |        |
|---------------------|--------|
| Moyen's No. 2.....  | \$9 00 |
| " No. 1.....        | 10 50  |
| 1/2 Fins.....       | 12 50  |
| Fins.....           | 14 00  |
| Tres fins.....      | 15 00  |
| Extra fins.....     | 16 50  |
| Sur extra fins..... | 18 00  |

#### FRENCH SARDINES.

HENRI JONAS & Co.

|                       |        |
|-----------------------|--------|
| 1/2 Trefavenues.....  | \$9 50 |
| 1/2 Rolland.....      | 9 50   |
| 1/2 Delory.....       | 10 50  |
| 1/2 Club Alpines..... | 12 50  |

### CHOCOLATES & COCOAS.

|                                        |          |
|----------------------------------------|----------|
| Epps's cocoa, case of 14 lbs., per lb. | 0 35     |
| Smaller quantities.....                | 0 37 1/2 |

#### CADBURY'S.

Frank Magor & Co., Agents per doz.

|                                          |          |
|------------------------------------------|----------|
| Cocoa essence, 3 oz. packages.....       | \$1 65   |
| Mexican chocolate, 1/2 and 1/4 lb. pkgs. | 0 40     |
| Rock Chocolate, loose.....               | 0 40     |
| " 1-lb. tins.....                        | 0 42     |
| Nibs, 11-lb. tins.....                   | 0 35 1/2 |

#### Chocolate—FRY'S.

|                                      |      |
|--------------------------------------|------|
| Caracass, 1/4 s, 6-lb. boxes.....    | 0 42 |
| " Vanilla, 1/4 s.....                | 0 42 |
| " Gold Medal Sweet, 1/4 s, 6 lb. bxs | 0 29 |
| Pure, unsweetened, 1/4 s, 6 lb. bxs  | 0 42 |
| Fry's "Diamond," 1/4 s, 14 lb. bxs   | 0 24 |
| Fry's "Monogram," 1/4 s 14 lb. bxs   | 0 24 |

#### Cocoa—

|                                       |      |
|---------------------------------------|------|
| Concentrated, 1/4 s 1 doz. in box.... | 2 40 |
| " 1/2 s, ".....                       | 4 50 |
| " 1 lb. ".....                        | 8 25 |
| Homeopathic, 1/4 s 14 lb. boxes....   |      |
| " 1/4 lbs. 12 lb. boxes.....          |      |

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.

|                                      |      |
|--------------------------------------|------|
| Mott's Broma.....per lb.             | 0 30 |
| Mott's Prepared Cocoa.....           | 0 28 |
| Mott's Homeopathic Cocoa (1/4 s).... | 0 32 |
| Mott's Breakfast Cocoa (in lns)....  | 0 40 |
| Mott's No. 1 Chocolate.....          | 0 30 |
| Mott's Breakfast Chocolate.....      | 0 28 |
| Mott's Caracass Chocolate.....       | 0 40 |
| Mott's Diamond Chocolate.....        | 0 28 |
| Mott's French-Can. Chocolate.....    | 0 18 |
| Mott's Navy or Cooking Chocolate.... | 0 28 |
| Mott's Cocoa Nibs.....               | 0 35 |
| Mott's Cocoa Shells.....             | 0 05 |
| Vanilla Sticks, per gross.....       | 0 90 |
| Mott's Confectionery Chocolate.....  | 0 21 |
| Mott's Sweet Chocolate Liquors.....  | 0 19 |

#### THE OOWAN CO., LIMITED.

Cocoa—

|                                                                                         |        |
|-----------------------------------------------------------------------------------------|--------|
| Hygienic, 1-lb. tins, per doz.....                                                      | \$7 25 |
| " 1/2-lb. tins.....                                                                     | 3 75   |
| " 1/4-lb. tins.....                                                                     | 2 25   |
| " fancy tins.....                                                                       | 0 90   |
| Hygienic, 5-lb. tins, for soda water<br>fountains, ie. restaurants, etc. per<br>lb..... | 0 55   |
| Perfection, 1/2-lb. tins, per doz.....                                                  | 3 00   |
| Cocoa Essence, sweet, 1/2-lb. tins,<br>per doz.....                                     | 2 25   |

#### Chocolate—

|                                       |        |
|---------------------------------------|--------|
| Queen's Dessert, 1/4 s and 1/2 s..... | \$0 40 |
| " 1/2 s.....                          | 0 42   |
| Mexican Vanilla, 1/4 s and 1/2 s....  | 0 35   |
| Royal Navy Rock.....                  | 0 30   |
| Diamond.....                          | 0 25   |
| 8 s.....                              | 0 23   |

#### WALTER BAKER & CO., LIMITED.

|                                                      |       |
|------------------------------------------------------|-------|
| Premium No. 1 chocolate, 2-lb. boxes.                | \$ 18 |
| Vanilla chocolate, 6-lb. boxes.....                  | 47    |
| German sweet, 6-lb. boxes.....                       | 27    |
| Best cocoa, 1/4-lb. tins, plain; 6-lb.<br>boxes..... | 51    |
| Cracked cocoa, 1/4 lb. pkg., 12-lb. bxs.             | 35    |
| Caracass sweet chocolate, 6-lb. boxes...             | 37    |
| Soluble chocolate (hot or cold soda)                 |       |
| 1-lb. cans.....                                      | 45    |
| Vanilla chocolate wafers, 48 to box,<br>per box..... | 1 56  |



# Edwardsburg Silver Gloss Starch.

Your idea may be that all starch is starch and that your customers won't detect even a slight difference in quality. You may think that because there is a cent or two extra profit on "Mushroom" brands (that come and go), you can retain the confidence of your trade—it doesn't pay to trifle with the confidence that a customer has in you and your goods.

Edwardsburg Silver Gloss Starch is as staple as flour. In the name there is the fame of nearly half a century. In the making there is the skill of long experience combined with honesty of purpose and unequalled manufacturing facilities. Edwardsburg Silver Gloss Starch represents the highest type of perfection there is or can be in starch. Kegs of 100-lbs.—handsome enamelled horse-shoe tins holding 6-lbs.—handsome 1-lb. packages that give a touch of life and color and "go" to a grocer's shelves.

## Edwardsburg Starch Co'y, Limited

Established 1858.

164 St. James Street,  
Montreal.

Works,  
Cardinal, Ont.

53 Front Street East,  
Toronto.

# DUNN'S PURE MUSTARDS

GIVE UNBOUNDED SATISFACTION.

The reason is—They are profitable to dealers and satisfying to consumers.

### CHEESE.

|                                    |        |
|------------------------------------|--------|
| Imperial—Large size jars, per doz. | \$8 25 |
| Medium size jars                   | 4 50   |
| Small size jars                    | 2 40   |
| Individual size jars               | 1 00   |
| Imperial Holder—Large size         | 18 00  |
| Medium size                        | 15 00  |
| Small size                         | 12 00  |
| Roquefort—Large size, per doz.     | 2 41   |
| Small size                         | 1 40   |
| Paragon—Large size, per doz.       | 8 25   |
| Medium size                        | 4 50   |
| Small size                         | 2 40   |
| Individual size                    | 1 00   |

### COFFEE

|                            |       |
|----------------------------|-------|
| JAMES TURNER & CO. per lb. |       |
| Mexico                     | 0 32  |
| Damascus                   | 0 28  |
| Calro                      | 0 20  |
| Sirdar                     | 0 17  |
| Old Dutch Rio              | 0 12½ |

### CLOTHES PINS

|                                                      |      |
|------------------------------------------------------|------|
| ROCKH BROS. & CO.                                    |      |
| Clothes Pins (full count), 5 gross in case, per case | 0 55 |
| 4 doz. packages 12 to a case                         | 0 70 |
| 6 doz. packages (12 to a case)                       | 0 90 |

### COUPON BOOKS—ALLISON'S.

|                                     |               |
|-------------------------------------|---------------|
| \$2, \$3, \$5, \$1, and \$20 books. |               |
| Un- Covers and                      |               |
| tered. Coupons                      |               |
| numbered.                           |               |
| 51 books one kind or assorted       | \$1 50 \$1 75 |
| 100 books one kind or assorted      | 2 50 3 00     |
| 50 books one kind or assorted       | 11 50 14 00   |
| 1,000 books, one kind or assorted   | 20 00 25 00   |

### A Nison's Coupon Pass Book.

|              |             |
|--------------|-------------|
| \$1 00 books | 2 cts each  |
| 2 00 books   | 2 cts each  |
| 3 00 books   | 2 cts each  |
| 5 00 books   | 2½ cts each |
| 10 00 books  | 3 cts each  |
| 15 00 books  | 3½ cts each |
| 20 00 books  | 4 cts each  |
| 25 00 books  | 5 cts each  |
| 50 00 books  | 8 cts each  |

### EXTRACTS.

|                              |        |
|------------------------------|--------|
| HENRI JONAS & Co. Per gross. |        |
| 8 oz. London Extracts        | \$6 00 |
| 2 oz. " (no corkscrews)      | 5 50   |
| 2 oz. " "                    | 9 00   |
| 2 oz. Spruce essence         | 6 00   |
| 2 oz. " "                    | 9 00   |
| 4 oz. Anchor extracts        | 12 00  |
| 1 oz. " "                    | 21 00  |
| 1 lb. " "                    | 36 00  |
| 1 oz. Flat " "               | 9 00   |
| 2 oz. Flat, bottle extracts  | 18 00  |
| 2 oz. Square " "             | 21 00  |
| 4 oz. " (corked)             | 36 00  |
| 8 oz. " "                    | 72 00  |

|                                    |               |
|------------------------------------|---------------|
| 8 oz. " glass stop extracts        | Per doz. 3 50 |
| 8 oz. " "                          | 7 00          |
| 2½ oz. Round quintessence extracts | Per doz. 2 00 |
| 4 oz. Jockey decanters             | 3 50          |

### FOOD.

|                                     |      |
|-------------------------------------|------|
| Robinson's Patent Barley ½ lb. tins | 1 25 |
| " 1 lb. tins                        | 2 25 |
| " Groat, ½ lb. tins                 | 1 25 |
| " 1 lb. tins                        | 2 25 |

### GILLETT'S POWDERED LYE.

|                |        |
|----------------|--------|
| 4 doz. in case | \$3 60 |
|----------------|--------|

### JAMS AND JELLIES

|                             |      |
|-----------------------------|------|
| SOUTHWELL'S GOODS. per doz. |      |
| Frank Magor & Co., Agents.  |      |
| Orange Marmalade            | 1 50 |
| Clear Jelly Marmalade       | 1 80 |
| Strawberry W. F. Jam        | 2 00 |
| Raspberry " "               | 2 00 |
| Apricot " "                 | 1 75 |
| Black Currant " "           | 1 85 |
| Other Jams, W. F.           | 1 55 |
| Red Currant Jelly           | 2 75 |

|                                           |        |
|-------------------------------------------|--------|
| Jams—T. UPTON & CO.                       |        |
| 1-lb. glass jars 2 doz. in case, per doz  | \$1 00 |
| 5-lb. tin pails, 8 pails in crate, per lb | 0 06¾  |
| 7-lb. wood pails, 6 " "                   | 0 06¾  |
| 14-lb. wood pails, per lb                 | 0 06¾  |
| 30-lb " " "                               | 0 06¾  |
| Jellies—                                  |        |
| 1-lb. glass jars, per doz.                | \$1 00 |
| 7-lb. wood pails, per lb.                 | 0 06¾  |
| 14-lb. " " "                              | 0 06¾  |
| 30-lb. " " "                              | 0 06¾  |

### LICORICE.

|                                                    |        |
|----------------------------------------------------|--------|
| YOUNG & SMYTH'S LIST.                              |        |
| 5-lb. boxes, wood or paper, per lb.                | \$0 40 |
| Fancy boxes (36 or 50 sticks) per box              | 1 25   |
| " Ringed" 5 lb. boxes, per lb.                     | 0 40   |
| "Acme" Pellets, 5 lb. cans, per can.               | 2 00   |
| "Acme" Pellets, fancy boxes (40) per box           | 1 50   |
| Tar, Licorice and Tolu Wafers, 5 lb. cans, per can | 2 00   |
| Licorice Lozenges, 5 lb. glass jars                | 1 75   |
| " 20 5 lb. cans                                    | 1 50   |
| "Purity" Licorice 10 sticks                        | 1 45   |
| " 100 sticks                                       | 0 73   |

### MINCE MEAT.

|                                     |         |
|-------------------------------------|---------|
| Wetthey's Condensed, per gross, net | \$12 00 |
| " per case of doz. net.             | 3 00    |

### MUSTARD.

|                                |        |
|--------------------------------|--------|
| COLMAN'S OR KEEN'S.            |        |
| D. S. F., ¼ lb. tins, per doz. | \$1 40 |
| " ½ lb. tins, " "              | 2 50   |
| " 1 lb. tins, " "              | 5 00   |
| Durham, 4 lb. jars, per jar    | 0 75   |
| " 1 lb. " "                    | 0 25   |
| E. D., ¼ lb. tins, per doz.    | 0 85   |
| " ½ lb. tins " "               | 1 45   |

### JONAS' FRENCH MUSTARDS

|                              |                 |
|------------------------------|-----------------|
| HENRI JONAS & Co. Per gross. |                 |
| Pony size                    | \$7 50          |
| Imperial, medium             | 9 00            |
| Imperial, large              | 12 00           |
| Tumblers                     | 12 00           |
| Mugs                         | Per gross 13 20 |
| Pint jars                    | 18 00           |
| Quart jars                   | 24 00           |

### MATCHES.

|                                  |        |
|----------------------------------|--------|
| Eddy's Telegraph, 5-case lots    | \$1 00 |
| " single cases                   | 4 21   |
| Telephone, 5-case lots           | 3 91   |
| " single cases                   | 4 10   |
| Eagle Parlors, 200s, 5-case lots | 1 51   |
| " single cases                   | 1 70   |
| " 100s 5-case lots               | 1 80   |
| " single cases                   | 1 90   |
| Victoria Parlors, 5-case lots    | 2 90   |
| " single cases                   | 3 00   |

### ORANGE MARMALADE.

|                                   |        |
|-----------------------------------|--------|
| T. UPTON & CO.                    |        |
| 1-lb. glass 2 doz. case, per doz. | \$1 00 |
| 7-lb. pails and 5 and 7 lb. tins  | 0 07   |

### PICKLES.

|                                   |      |
|-----------------------------------|------|
| STEPHENS.                         |      |
| A. P. Tippet & Co., Agents.       |      |
| Patent stoppers (pints), per doz. | 2 30 |
| Corked pints, " "                 | 1 90 |

RECKITT'S Blue and Black Lead { ALWAYS GIVE YOUR CUSTOMERS SATISFACTION



## SODA.—COW BRAND



Case of 1 lbs. containing 60 pkgs., per box, \$3.00.  
Case of 1/2 lbs. (containing 120 pkgs., per box, \$3.00.  
Case of 1 lb. and 1/2 lbs. (containing 30 1 lb. and 60 1/2 lb. packages) per box, \$3.00.  
Case of 50. pkgs (containing 96 pkgs) per box \$3.00.

## SOAP

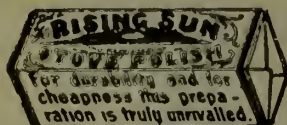


Gloriola Soap, per gross..... 12 00  
Straw Hat Polish, per gross..... 10 20

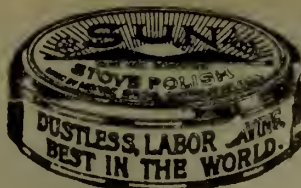
## STOVE POLISH.



No. 4—3 dozen in case, per gross .. 4 80  
" 6—3 dozen in case " " .. 8 40



Per gross  
Rising Sun 8-oz. cakes, 1/2 gross boxes \$8 50  
Rising Sun, 3-oz. cakes, gross boxes .. 4 50  
Sun Paste, 10c. size, 1/2 gross boxes .. 10 00  
Sun Paste, 5c. size, 1/2 gross boxes .. 5 00



## STARCH.

EDWARDSBURG STARCH CO., LTD.

| Laundry Starches—                                  | per lb.  |
|----------------------------------------------------|----------|
| No. 1 White or Blue, 4-lb. cartons                 | 0 06     |
| No. 1 " 3-lb.                                      | 0 06     |
| Canada Laundry .....                               | 0 05     |
| Canada Gloss, 6-lb. drawlid boxes                  | 0 07 1/2 |
| Silver Gloss, 6-lb. tin canisters ..               | 0 07 3/4 |
| Edward's Silver Gloss, 1-lb. pkg.                  | 0 07 3/4 |
| Kegs Silver Gloss, large crystal                   | 0 01 3/4 |
| Benson's Satin, 1-lb. cartons .....                | 0 08 1/2 |
| No. 1 White, bbls. and kegs .....                  | 0 05 1/2 |
| Benson's Enamel, per box .....                     | 3 00     |
| Culinary Starch—                                   |          |
| Benson & Co.'s Prep. Corn .....                    | 0 01 3/4 |
| Canada Pure Corn .....                             | 0 05 1/4 |
| Rice Starch—                                       |          |
| Edwardsburg No. 1 white, 1-lb. cart                | 0 01 3/4 |
| Edwardsburg No. 1 White or Blue, 4-lb. lumps ..... | 0 08 1/4 |

KINGSFORD'S OSWEGO STARCH



|                                |                               |          |
|--------------------------------|-------------------------------|----------|
| SILVER                         | 40-lb. boxes, 1-lb. pkgs.     | 0 08 1/2 |
| GLOSS                          | 6-lb. boxes, sliding cover    |          |
| PURE                           | (12-lb. boxes each crates)    | 0 08     |
|                                | 40-lb. boxes 1-lb. pack ..... | 0 07     |
|                                | 48-lb. " 16 3-lb. boxes       | 0 07     |
|                                | For puddings, onstards, etc.  |          |
| OSWEGO                         | 40-lb. boxes, 1-lb.           |          |
| CORN STARCH                    | packages .....                | 0 07 1/2 |
| ONTARIO                        | 38-lb. to 45-lb. boxes,       |          |
| STARCH                         | 6 bundles .....               | 0 06     |
| STARCH IN                      | Silver Gloss .....            | 0 07 1/2 |
| BARRELS                        | Pure .....                    | 0 03 1/2 |
| BEE STARCH.                    |                               |          |
| Cases, 64 pkgs. 48's .....     | \$5.00                        |          |
| 1/2 Cases, 32 pkgs. 24's ..... | 2.50                          |          |
| Packages 10c. each.            |                               |          |

## BRANTFORD STARCH WORKS, LIMITED.

Ontario and Quebec.

| Laundry Starches—                  |          |
|------------------------------------|----------|
| Canada Laundry, boxes of 40 lbs.   | \$0 C5   |
| Acme (Gloss Starch—                |          |
| 1-lb. cartons, boxes of 40 lbs.    | 0 05 1/2 |
| Finest Quality White Laundry—      |          |
| 3-lb. canisters, cases of 48 lbs.  | 0 06     |
| 4-lb. " " " " " "                  | 0 06     |
| Barrels, 175 lbs.                  | 0 05 1/2 |
| Kegs, 100 lbs.                     | 0 05 1/2 |
| Lily White Gloss—                  |          |
| 1-lb. fancy cartons, cases 30 lbs. | 0 07 1/2 |
| 6-lb. toy trunks, 8 in case        | 0 07     |
| 6-lb. enamelled tin canisters,     |          |
| 8 in case .....                    | 0 07 1/2 |
| Kegs, ex. large crystals, 100 lbs. | 0 06 1/2 |
| Brantford (Gloss—                  |          |
| 1-lb. fancy boxes, cases 36 lbs.   | 0 08 1/4 |
| Canadian Electric Starch—          |          |
| Boxes of 40 fancy pkgs, per case   | 3 25     |
| Celluloid Starch—                  |          |
| Boxes of 45 cartons, per case ..   | 3 75     |
| Culinary Starches—                 |          |
| Challenge Prepared Corn—           |          |
| 1-lb. packages, boxes 40 lbs.      | 0 05 1/2 |
| No. 1 Brantford Prepared Corn—     |          |
| 1-lb. packages, boxes 40 lbs.      | 0 06 1/2 |
| Crystal Maize Corn—                |          |
| 1 lb. packages, boxes 40 lbs.      | 0 06 1/2 |



## TEAS.

SALADA CEYLON.

Wholesale, Retail

|                                            |      |      |
|--------------------------------------------|------|------|
| Brown Label, 1's .....                     | 0 20 | 0 25 |
| " " 1/2's .....                            | 0 21 | 0 26 |
| Green Label, 1's and 1/2's .....           | 0 22 | 0 30 |
| Blue Label, 1's, 1/2's, 3/4's and 5/8's .. | 0 30 | 0 40 |
| Red Label, 1's and 1/2's .....             | 0 36 | 0 50 |
| Gold Label 1/2's .....                     | 0 44 | 0 60 |



Ceylon Tea, in 1 and 1/2 lb. lead packages. black or mixed.

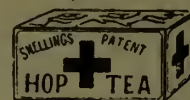
|                                         |      |
|-----------------------------------------|------|
| Black Label, 1-lb., retail at 25c. .... | 0 19 |
| " " 1/2-lb. ....                        | 0 20 |
| Blue Label, retail at 30c. ....         | 0 22 |
| Green Label " 40c. ....                 | 0 28 |
| Red Label " 50c. ....                   | 0 35 |
| Orange Label, retail at 60c. ....       | 0 42 |
| Gold Label, " 80c. ....                 | 0 55 |

## CROWN BRAND

Wholesale Retail.

|                                   |      |      |
|-----------------------------------|------|------|
| Red Label, 1-lb. and 1/2's .....  | 0 35 | 0 50 |
| Blue Label, 1-lb. and 1/2's ..... | 0 28 | 0 40 |
| Green Label, 1-lb. ....           | 0 19 | 0 25 |
| Green Label, 1/2's .....          | 0 20 | 0 25 |
| Japan, 1's .....                  | 0 19 | 0 25 |

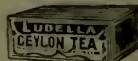
## "SNELLINGS PATENT"



English Breakfast Hopped Tea, 29c.; retail, 40c.  
A. Waddell & Co. Agents, Toronto.  
Samples on application.



|                          |      |
|--------------------------|------|
| Cases each 60 1-lb. .... | 0 35 |
| " " 60 1/2-lb. ....      | 0 35 |
| " " 30 1-lb. ....        | 0 35 |
| " " 120 1/2-lb. ....     | 0 36 |



LUDELLA CEYLON, 1 AND 1/2'S PKGS.

|                                   |          |      |
|-----------------------------------|----------|------|
| Blue Label, 1's .....             | 0 18 1/2 | 0 25 |
| Blue Label, 1/2's .....           | 0 19     | 0 25 |
| Orange Label, 1's and 1/2's ..... | 0 21     | 0 30 |
| Brown Label, 1's and 1/2's .....  | 0 28     | 0 40 |
| Brown Label, 1/2's .....          | 0 30     | 0 40 |
| Green Label, 1's and 1/2's .....  | 0 35     | 0 50 |
| Red Label, 1/2's .....            | 0 40     | 0 60 |

## TOBACCO.

THE EMPIRE TOBACCO CO. LIMITED.

|                                           |      |
|-------------------------------------------|------|
| Smoking—Empire, 3 1/4's, 5s and 10s. .... | 0 39 |
| Royal Oak, 2 x 3, 5s and 10s. ....        | 0 52 |
| Something Good, 7s. ....                  | 0 48 |
| Chewing—Hobs, 5s and 10s .....            | 0 36 |
| Currency, 15c. bars, spaced 9s. ....      | 0 39 |
| Currency, 6s and 10s .....                | 0 39 |
| Old Fox, Narrow 10s .....                 | 0 40 |
| Snowshoe, 10c. bars, spaced 8s .....      | 0 44 |
| Snowshoe, pound bars, spaced 8s. ....     | 0 44 |
| Snowshoe, 2x4, 6s. ....                   | 0 44 |
| Pay roll, 6s .....                        | 0 44 |

## WOODENWARE

BOKKEBROS. &amp; COMPANY.

|                               |      |
|-------------------------------|------|
| Washboards Leader Globe ..... | 1 40 |
| " Improved Globe .....        | 1 50 |
| " Standard Globe .....        | 1 65 |
| " Solid Back Globe .....      | 1 75 |
| " Jubilee (perforated) .....  | 1 85 |
| " Crown .....                 | 1 25 |

F.o.b. Toronto.

## YEAST.

Royal yeast, 3 doz. 5c.-pkgs. in case.. 1 00

## We are always glad

to receive orders for the insertion of advertisements. But will those who send us "Condensed" or "Want" advertisements please bear in mind that they can only be inserted when cash or stamps accompany the order. The rate is 2c. per word each insertion, numbers and contractions counting as words.

MACLEAN PUB. Co., Limited

Montreal

Toronto.

## WE STOCK

NO. 197

## SYRUP PUMP AND MEASURE.

Highly commended by those who KNOW. (Ask for circular).

WALTER WOODS &amp; CO.

HAMILTON.

## Soap

"IMPERIAL" and "SNOW"

Twin Cakes.

NOW IN STORE.

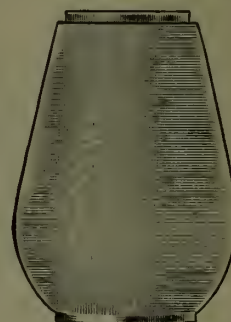
Perkins, Ince &amp; Co., - Toronto.



ASK FOR

MOTT'S

## ARE YOU USING OUR



Cold Blast or Jubilee Globes

Aetna or Quaker Flint Chimneys?

Give them a Trial.

THE SYDENHAM GLASS CO., of WALLACEBURG, Limited

## Shredded Whole Wheat Biscuit

For sale by all Wholesale Grocers.

J. HEWITT, Agent

61 Front St. E., TORONTO.



# The Auer Gas Lamp

Money-Back Style.

Makes its own Gas.

OUR No. 8 is the best all around lamp on the market for either the store or home.

IT IS FITTED with an up and down adjuster so that the burner can be lowered two feet. You can hang it on a hook or screw it up—we supply a hook and a screw plate with it.

IT GIVES a light of a 100 candle power and is a fine lamp to show goods with.

THE COST of running it is less than an oil lamp and there is no smell or smoke from it.

No. 8



YOUR MONEY REFUND-ED IF YOU ARE NOT PERFECT-LY SATISFIED.

WRITE FOR OUR CATALOG.

AUER LIGHT CO., 1682 Notre Dame St., MONTREAL.

## A Winter Trip To The West Indies

THERE is positively no more delightful sea voyage in the world than a Winter trip to the West Indies.

Steamers of the Pickford & Black line sail every fortnight from Halifax, calling at Bermuda, St. Kitts, Antigua, Dominica, Montserrat, St. Lucia, Barbados, St. Vincent, Grenada, Trinidad, Tobago, and so on to Demerara.

P. & B. steamers are fitted with electric light and bells, deck staterooms, and all the conveniences of the largest ocean boats. They make the round trip from Halifax in 42 days. The cost of a ticket is reasonable. For further information write R. M. Melville, Toronto, or . . .

PICKFORD & BLACK  
HALIFAX.

## POTATOES and OATS

IN CAR LOTS.

If open to buy or sell, wire

R. W. HANNAH

Board of Trade, TORONTO

## THE "GLEANER"

KINGSTON, JAMAICA, B.W.I.

The Newspaper with the Largest Circulation in Jamaica and the West Indies.

Canadian manufacturers, merchants, etc., desiring to do business with this country and introduce their goods in this market, should put an advertisement in "THE GLEANER."

Write for scale of charges, etc., to

THE GLEANER CO.,  
Limited

"Gleaner" Office, . . . KINGSTON, JA.

## ADVERTISING in WESTERN CANADA

will be Carefully, Efficiently, and Promptly attended to by

The Roberts Advertising Agency,  
WINNIPEG, CANADA

## Refrigerators

BUY

## EUREKA

it is the best.

### WHY?

1st. Because it is built on scientific principles, having insulated walls it is easy on Ice.

2nd. Because the system of circulation of air is perfect.

3rd. Because it is well built.

Further information can be obtained in catalogue which is free.

Address,

Eureka Refrigerator Co.

54 Noble St. Toronto



This cut represents No. 13.

## BUSINESS NEWS

of any kind that is of value to business men supplied by our Bureau. We can give you market quotations from any town in Canada, reports from the city markets, stock quotations, etc. You can get commercial news from any Canadian paper through us.

Write us, giving us particulars of what you want and where you want it from, and we will quote you prices by return.

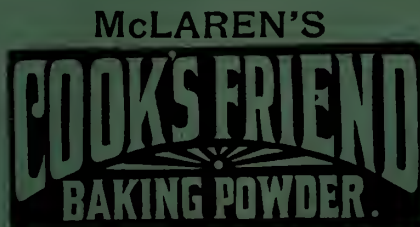
"Clippings from any Canadian paper on any subject."

CANADIAN PRESS CLIPPING BUREAU,

232 McGill Street, MONTREAL, QUEBEC  
Telephone Main 1255.

10 Front St. East, Toronto. Telephone 2148.

Is Honest Goods and just the Thing on Which to Make or Extend a Business.



The Best Grocers make a point of Keeping it always in Stock.

## Lamps and Lamp Goods



Our line is complete and better than ever.

Write for prices on anything you require.

### Oil Heaters.

Now is the time to sell them, and we have the best.

Have you ordered any of those table tumblers with splendid portraits of King Edward, Queen Alexandra and Duke and the Duchess of York to retail at 10c. each?



## GOWANS, KENT & CO.

Earthenware and China,

Glassware and Lamps.

TORONTO and WINNIPEG.

## YOU KNOW

he call for mince meat is sure to be particularly brisk from now out, for mince pies become very popular during the winter season. Be prepared to furnish your customers with the only kind that will please them—and thus increase your chance of getting more patronage—namely,

## WETHEY'S CONDENSED MINCE MEAT

The hard-to-please customers will tell you that it

## IS THE CHOICEST AND BEST

they ever used.

To be had from leading wholesalers.

MANUFACTURED BY

### J. H. WETHEY,

ST. CATHARINES, ONT.

# CROSSE & BLACKWELL'S New Season's Candied Peels

LEMON, ORANGE, CITRON, MIXED (O. L. and C.)

In 7-lb. Tins, 7-lb. or 10-lb. Wood Boxes, and 1-lb. Cartons.

## C. E. COLSON & SON,

## MONTREAL.

CHAS. F. CLARK, President.

JARED CHITTENDEN, Treasurer.

...ESTABLISHED 1849..

## BRADSTREET'S

Capital and Surplus, \$1,500,000.

Offices Throughout the Civilized World.

Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information, no effort is spared, and no reasonable expense considered too great, that the results may justify its claim as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

Subscriptions are based on the service furnished, and are available only by reputable wholesale, jobbing and manufacturing concerns, and by responsible and worthy financial, fiduciary and business corporations. Specific terms may be obtained by addressing the Company at any of its offices. Correspondence invited.

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HALIFAX, N.S.  
OTTAWA, ONT.  
VANCOUVER B.C.

HAMILTON, ONT.  
QUEBEC, QUE.  
VICTORIA, B.C.

LONDON, ONT.  
ST. JOHN, N.B.  
WINNIPEG, MAN.

MONTREAL, QUE.  
TORONTO, ONT.

THOS. C. IRVING, Gen. Man. Western Canada, Toronto. JOHN A. FULTON, Gen. Man. Eastern Canada, Montreal.

## OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery 6d. and 1s. Canisters.

## 'WELLINGTON' KNIFE POLISH

## JOHN OAKEY & SONS, LIMITED

MANUFACTURERS OF

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England.

Agent:

JOHN FORMAN, 644 Craig Street  
MONTREAL



PUBLISHED EVERY  
FRIDAYCIRCULATES IN  
EVERY PROVINCE

# THE CANADIAN GROCER

AND  
GENERAL  
STOREKEEPER

**SELL  
ONLY  
THE  
BEST!**

In Competition with the World  
we have received the

**Highest Awards  
Made . . .**

These substantiate our claim  
that : : : : :

## Colman's Mustard

**IS THE BEST IN THE WORLD**

## CARR & CO.'S BISCUITS



have received the approval of the highest authorities all  
over the world. Their **Cafe Noir** has never been  
equalled.

**WE SAMPLE YOUR CUSTOMERS.**

### FRANK MAGOR & CO.,

Canadian Agents.

16 St. John Street, MONTREAL

C. E. JARVIS & CO., Vancouver, Agents for B.C.

THE CANADIAN GROCER



YOU CAN TEMPT NEW TRADE

—BY SELLING—

# MILLAR'S PARAGON CHEESE

BECAUSE IT IS TEMPTING.

Manufactured by

**THE T. D. MILLAR PARAGON CHEESE CO.,**  
INGERSOLL, ONT.

AGENTS—W. H. Dunn & Co., Montreal. A. E. Richards & Co., Hamilton. Joseph Carman, Winnipeg. Martin & Robertson, Vancouver and Victoria, B.C.



## Slick Thieves

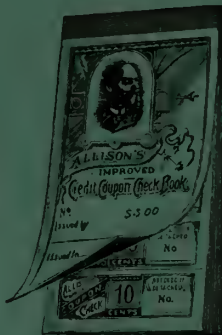
are bad scales. Hundreds of merchants have been ruined by them without their knowledge of the real cause of their failure. **Stop the leak**, by using our Computing Scale—warranted for 10 years.

**C. WILSON & SON**

69 Esplanade Street East, TORONTO, ONT.

## Cultivating WEEDS

wouldn't be considered very profitable by the farmers, yet thousands of merchants are cultivating the weeds of business by continuing the Old Style Pass Book—errors every day. Forgotten charges. Hundreds of little things make a big aggregate amount. Adopt the modern ALLISON COUPON SYSTEM and throw away your time-wasting devices. Look here—



### If a Man Wants Credit

for \$10, give him a \$10 Allison Coupon Book, charge him with \$10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. **NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING.** There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

For Sale in  
Canada by

The Eby Blain Co., Limited, Toronto.  
C. O. Beauchemin & Fils, Montreal.

**ALLISON COUPON CO.,** Manufacturers.  
Indianapolis, Indiana.

## Symington's

### "Edinburgh" Coffee Essence

Is the Purest and therefore Best and Cheapest!

Refuse imitations said to be "just as good" as Symington's, and recollect that the careful process by which Symington's Essence is made eliminates all unpleasant properties.

ANYONE CAN DRINK IT.

**THOS. SYMINGTON & CO.,**  
EDINBURGH and LONDON.

Agents, W. B. Bayley & Co., Toronto





## *A Few Short Weeks.*

In a few short weeks of holiday buying quality is criticized more carefully than usual, you'll agree to that. If the time ever was when quality cut more figure than price, it is at just such a time. You can't wait to stock up when the time comes, because, when a woman wants a thing, she wants it right then and there. It pays to be prepared. It will pay you, and extremely well, to ask your wholesaler now for the high-grade

## *"Griffin" Brand Dried Fruits.*

Grown, cured and packed in the largest vineyards on the Pacific Coast—Seeded Raisins, Prunes, Dried Apricots, Peaches and Pears. Not shipped in bulk and then re-packed but sent right through from the Coast in the original package. No hands touch the fruit but yours. "Better and better" is the motto of the "Griffin" Brand, the brand that made California Dried Fruits famous.

Sold by leading wholesalers everywhere.

**ARTHUR P. TIPPET & CO., Agents,**

8 Place Royale, Montreal.

23 Scott St., Toronto.

We are receiving a part of our orders for

# DRIED FRUITS

and can now quote and deliver

$\frac{1}{2}$ -cases of PROVINCIAL and AMALIAS CURRANTS.

CANDIED PEELS--Citron, Orange and Lemon.

VALENCIA RAISINS.

FINE FILIATRAS CURRANTS.

CLEANED CURRANTS--In  $\frac{1}{4}$  cases.

**IN A FEW DAYS WE EXPECT:**

1900 SHELLED WALNUTS, finest quality.

NEW CROP SHELLED WALNUTS, finest quality.

MALAGA RAISINS, in boxes and  $\frac{1}{4}$ -boxes.

FIGS-all kinds. CALIFORNIA PRUNES, etc.

Write at once for price and have a few packages awaiting the winter stock.

Remember, we can quote now at extremely low figures

**DRIED FRUITS** of every description to be delivered in November.

**BOOK YOUR ORDERS NOW FOR CLOSE OF NAVIGATION.**

**Have you bought your winter stock of Canned Goods?**

Don't forget to see our prices. We offer but new pack 1901 goods. **BEWARE:** There is quite a quantity of 1900 Canned Goods on the market. Make sure when you order that it is 1901--this year's packing.

We have constantly in stock **TEAS** in every price and quality. We can sell as low, if not lower, than any others. Give us a **SAMPLE ORDER.**

## LAPORTE, MARTIN & CIE.,

**Wholesale Grocers,**

**Montreal.**



# Cigars

## For the Holidays.

How about your holiday trade on Cigars? Were you a little disappointed last year? If you'll accept my proposition to ship you an assortment of a thousand or more at my expense (including one or two hundred each of my "Pharaoh" 10-cent Cigar and my "Pebble" 5 cent Cigar), you'll be surprised at your increased trade.

I have been making good Cigars for so many years that I know the details of the business from A to Z, and when I make the statement as above I can back it up with facts and figures. I'll take no back seat on the Cigar question.

—  
J. BRUCE PAYNE, Mfr.,  
Granby, Que.

OFFER YOUR  
CUSTOMERS

## "Sterling" Brand Pickles.

—Made in  
—Canada.

These pickles are well known to the people of Canada, and are in demand with the trade all over. Cultivate the best trade by always having your stocks well assorted with "Sterling" goods.

T. A. Lytle & Co.

124-128 Richmond  
Street, West,

Toronto.

# Going Up! Up! Up!

Rolled Oats have reached a pretty stiff figure, and, owing to the short crop this year, it is quite likely they will go still higher. Something else keeps climbing up, too—that is the sale of

## PAN-DRIED OATS.

Every week shows an increase over the corresponding week of last year. Good proof that people are more and more using the reliable kind, and a large number of grocers are appreciating the wisdom of selling only "TILLSON'S."

No matter how far away you may be, we will be pleased to hear from you—no order too large for our capacity—none too small for our attention.

THE TILLSON CO., Limited, Tilsonburg, Ont.

THE STANDARD TEA OF THE CANADIAN PEOPLE IS

# JAPAN TEA

It is perfectly natural that it should be, and that tea experts pronounce it the purest, most invigorating and most refreshing tea in the world:--the soil of Japan has been favored by nature to produce this kind of tea.

JAPAN CENTRAL TEA TRADERS'  
ASSOCIATION.

Trafalgar Chambers, Sun Life Building.  
Annex.

Tel. Main 4142. MONTREAL, CANADA.

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## “Celebrate Yourself”

The easiest thing in the world to do, especially when you sell good goods. Have you seen the new **Pure Gold Spice Package** and Counter Carton? It's a perfect design and a good profitable seller for the popular prices—5c. and 10c. Samples Free.

---

**Pure Gold Co., = Toronto**



# GILLETT'S CREAM TARTAR

Highest Strength  
and Absolutely Pure.

Costs no more than the poor  
adulterated kind and will  
please your trade much better.

GILLETT'S CHEMICAL WORKS

London,  
Eng.

Toronto,  
Ont.

Chicago,  
Ill.

**NOTHING** could make your  
store more profitable  
than by selling

## IVORY GLOSS STARCH

Those who have used it are well  
acquainted with its merits, and will  
patronize the storekeeper who sells it.  
Augment your chances for securing  
more patronage by selling

## IVORY GLOSS STARCH.

Manufactured by

**THE ST. LAWRENCE STARCH CO.,**  
Limited,  
PORT CREDIT, ONT.



## OUR REPUTATION

will be sustained. On the quality of our goods has our success been obtained. As in the past, we intend giving our customers genuine goods of undoubted merit—something a merchant will constantly feel safe in selling to his most particular customers. There may be others who sell lower-priced goods, but when price is in keeping with a standard quality we can give you as good value as any in the business. With our lowest as well as our highest priced, there is always the value in the goods.

"R. F." for 10c. "Golden Quintessences" for 25c.

**ROBINSON MFG. CO.,**

**TORONTO.**

**SOMETHING BETTER  
THAN THE REST**

THAT IS

## VICTORINE

A washing compound that does  
not injure clothes.

**NO ALKALI.**

Write for sample.

**VICTORINE** (Incorporated)  
**MONTREAL.**

## WATER-PROOF WRAPPING PAPERS.

Now into the season when wet weather—  
rain or snow—will prevail largely, our  
water-proof wrapping papers will be found  
helpful to the trade. They provide safe  
protection to your goods, showing a degree  
of care on the storekeeper's part that is ap-  
preciated by the customer.

—Water-proof wrapping paper, 43  
inches wide, 100 lbs. to the  
roll, 7c. per lb.

—Cloth lined water-proof wrap-  
ping papers, 43 inches wide,  
200 yards in the roll, 7c. per  
yard.

**CANADA PAPER CO., Limited**  
**TORONTO.**

## REPORTER WANTED.

**A** BRIGHT young man, full of ideas,  
one who has had experience in a  
general store preferred, is wanted to assist  
the commercial editor of a newspaper, as  
a market reporter and assistant editor.  
Apply, stating experience, wages ex-  
pected, etc.,

**Box 64, CANADIAN GROCER,  
TORONTO.**



The richest growths from the most favored districts in Greece—of delightful flavor and splendid appearance—the highest grade currants imported into Canada. A great number of our friends will no doubt remember the high standard of quality possessed by these brands, and this season they may be assured of the peculiar and distinctive characteristics being fully borne out in the currants we send out under the names of “Paradise” and “Hay Castle.”

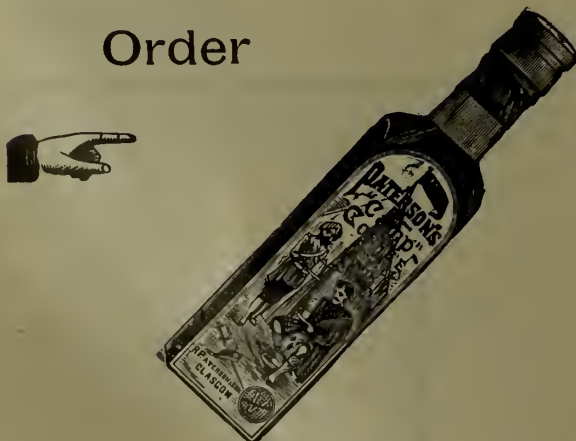
NOW IN STOCK, IN CASES AND ½-CASES.

**W. H. GILLARD & CO.,** WHOLESALE GROCERS. **HAMILTON.**

# Essence of Coffee

You want  
the best.

Order



**Rose & Laflamme**

Agents MONTREAL.



**NABOB**  
SAUCE

## Batty & Co.

ESTABLISHED 1874.

**LONDON.**



**RAJAH**  
SAUCE

**OLIVES**  
AND  
**PURE**  
**OLIVE**  
**OILS.**



**THE SAUCE**

is "THE Sauce for us."

MAKERS of High Class Pickles Sauces Jams Mollies LONDON &c

Makers of High-class

**INDIAN**  
**CURRIES**  
AND  
**CHUTNIES.**

**PICKLES**  
OF  
**ALL KINDS.**



**NABOB**  
PICKLES

**SAUCES**  
OF  
**ALL KINDS.**



## SCHEMES TO BEAT THE GROCER.

**A**LTHOUGH they may cut prices regardless, "run bargain sales, and even "break" each other in competition, the uptown butchers, grocers, and bakers cling together in common support against the bad customers that come to them from the floating population of the tenements, the flat-houses and apartments. In coming into a district a customer must have some

## BADGE OF CREDIT,

something more than a bank-book to show that his "financial intentions are right." This may be a letter, telephone call, or a well-posted pass-book showing the amount of goods purchased with the proper receipts. Among the smaller stores the latter credential is the most common one in use, the clerks receiving the owner about as mechanically as a quarantine officer passes an incoming ship with a clear bill of health.

"And yet they ain't always good," said one west-side grocer. "I got stuck with one of them who had traded at a market in another block until she got a well-filled and

## RECEIPTED PASS-BOOK.

Then she left and came to me. I honored the book and she ran up a month's account, disappearing without paying a cent. She probably is working that pass-book yet. We have to watch our trade pretty close, and if a customer leaves with unpaid bills we consider it our duty to follow them up and report them to the next merchant they approach. I've had dealers to come to me from below Twenty-Third street and put me on to customers that I thought were the best of pay. When we are taken in by customers who leave unpaid bills behind, usually we let them go without any attempt to collect. Lawyers' fees are too large for us to afford to go to court; so the account is a dead loss.

"Many times persons come to us without any reference at all. They do not ask for credit but pay cash. They trade with us so long that we finally run into an account with them naturally. They pay at first and then

## BEGIN TO GET CARELESS.

Fearing to offend and lose their patronage, we let the bills run on only to wake up some morning to find the customer gone.

"Then there are those persons who have the best of intentions; who are probably honest. They have credit and pay their bills, until, eventually, the head of the house loses his job, his health, or his money, and we are out of pocket just as though the family was the 'slickest' of beats. But we do not look at these cases in this light. Many times

we are willing to do what little we can to help the case along, and you will find a whole

## CHAPTER OF THIS CHARITY WORK

that is never mentioned in church or society reports. One of my best customers was a famous musician whose concert work netted him over \$500 a week. He died suddenly while on a tour, and when the estate was settled it was found that the man's family had lived up to the last dollar. I never recovered a cent."

Another grocer, farther downtown, whose sign has been above his ninth avenue doorway for over 30 years, was afraid that the methods adopted by retired merchants to protect themselves against fraud, did not speak well for the standard of New York housekeepers of to-day, as a class.

"I can remember when the bulk of my customers," he said, "were house-owners. Their dwellings were their

## MARK OF RESPECTABILITY.

Some took boarders, but there were few flat houses or apartments. My trade was almost entirely credit business, and I always got my money. Now, these families have all gone. Moved farther up town, I suppose, and their places have been taken by strangers, who come from nobody knows where and disappear just as mysteriously. I do not do so much credit business now. If a customer has not the cash I cannot trouble myself with him.

"The other day a young woman came running in the store swinging her hands and whistling. She appeared to be very happy.

"Make me out a pass-book right away," said she. "I've been married two weeks and we begin housekeeping on the fifth floor, just across the street. John gets \$15 a week and is paid every Friday. To-day I want five pounds sugar, a sack of flour, a can of oil—and so on. She went through a bill that figured up to \$10 easily.

"I just took her aside and talked to her as though she was my own daughter.

"How much money have you got to start housekeeping on?" and she showed a pocketbook filled with nothing but street car transfers and shirt-waist samples.

"How do you know that John will be working next week?" I asked next. She did not know, but John was always steady, and did not drink. John could do nothing that would be a failure. So I gave her a lecture and she listened to it all. I told her that John might meet all her expectations and he might not, but that he never could pay all the bills that she had begun to run up with his \$15 a week salary. I told her to go

home and live on oatmeal and bread, if need be, until she had got one month's salary ahead, and then go out and try shopping. She heard me through and then went home looking mad. She probably told John all about it."—N. Y. Evening Post.

## INDIAN VS. BRAZILIAN COFFEES.

**T**HE enormous production of coffee in Brazil and the consequent decrease in price has seriously affected the coffee interests of India, according to the monthly bulletin of the Bureau of American Republics. Recently published statistics show that the area planted in coffee in southern India at the close of 1900 was 245,400 acres (99,312 hectares). Since 1897 the decrease in the price of coffee has removed any stimulus to extend the area under cultivation, while the yield has been diminished by disease and by adverse climatic conditions. The quantity produced in 1900 was only about one-half that produced in 1890.

Practically the entire coffee crop of India is exported. Great Britain and France are the chief customers. As France has during the past five years taken about one-third of the Indian coffee exported, the question whether that country will in a few months impose its maximum tariff thereon is of great moment. A decree has been issued by the French Government which authorizes the application of the minimum tariff on products of the British colonial possessions (of which India is one) up to February 23, 1902. After that date Indian coffee will pay a much higher rate than Brazilian coffee, unless, in the meantime, some mutual agreement is arrived at, or unless fresh legislation (which seems improbable) is undertaken in France.

## A HEAVY FINE.

The account of a prosecution and conviction in a London police court as published in The Times and reproduced hereunder may be of interest to retailers as well as consumers of butter:

At the South-Western last week Messrs. Pearks, Gunston & Fee, grocers, were summoned at the instance of the Wadsworth council for selling at their branch shop in Streatham butter which contained 6.5 per cent. of moisture. It was stated for the prosecution that the defendants import colonial butter, and by a certain mechanical process, introduce into it a percentage of milk. For the defence it was contended that the defendants issued a label with the butter which disclosed to the purchaser what he was buying, so that he was in no way deceived. The magistrate convicted, imposing a fine of £10 with £5 5s. costs, but granted a case for the high court.



Our packages are larger and more attractive in style than any others.

The quality of our goods is superior to anything else on the market.

**MORSE BROS., Proprietors, Canton, Mass.**

For sale by all Wholesale Grocers; also the McClary Mfg. Co., London, Montreal, Winnipeg, Vancouver and Toronto.

### A WINTER TRIP TO THE BRITISH WEST INDIES.

PICKFORD & BLACK are making a strong effort to increase the volume of passenger travel by their line to the West Indian Islands during the winter months. They have already done quite a large amount of special advertising and expect to do a good deal more both in Nova Scotia and the West before the end of February. Mr. Charles S. Pickford, who looks after the firm's interests throughout the southern islands during the winter, is now in Ontario making the acquaintance of people whom he hopes to interest in Trinidad, Barbados and Demerara as markets for Canadian goods and, if possible, to impress upon them the advisability of taking the round trip from Halifax out and back at an early date.

A few years ago a great many Ontario people made it a point to spend their winters at Barbados, Dominica, or some one of the Windward Islands, but, owing to the Halifax service being inferior to that from New York, they almost invariably chose the latter route. To-day, however, with the conditions reversed, it seems probable we shall see a great many western people pass through this city on their way going south.

The Orinoco, the flagship of Pickford & Black's line, is probably the finest boat for tropical service on the North American coast. She was originally intended for the East Indian trade and is magnificently fitted throughout. The other boats of the line are smaller, but, with their deck staterooms and newest appointments, are most comfortable, indeed. We can imagine no more delightful six weeks' voyage than a trip by one of these boats during the winter or spring months. It is an excursion the charm of which cannot be overstated. It takes one into regions where the climate—that all important factor in the development of the human race—has moulded a people whose tastes, habits, and modes of life differ entirely from those of the people from the north; where the

sons of the tropics produce a vegetation which embraces every element essential to a really enjoyable time. The bright sunny brilliancy of the day, the pure, soft darkness of the nights, the sparkling glassy seas, the unrivalled scenery of the islands, their mountains, their craggs, their gardens, their forests; the colored folk of all hues of skin, of all types of feature; the rich luxuriant vegetation of the tropics, the strange fruits, flowers, foliage. All these elements combined make a journey which will be stowed away and docketed in the memory of any who may have taken it as "Perfect."

The round trip from Halifax occupies 42 days and the cost of a return ticket, which includes stateroom and meals is \$130. From Montreal it is \$142.50 and from Toronto, Hamilton, London and other central points in Ontario, it is \$143.35.—Maritime Merchant.

### CANADIAN PRODUCTS WANTED.

The following were among the inquiries relating to Canadian products recently received at the High Commissioner's Office in London, Eng.:

1. A Rotterdam agent asks to be referred to Canadian exporters of baled hay and to other firms desiring a representative in Holland.

2. The names of the leading cigar buyers in Canada are asked for by an English firm of manufacturers.

3. Inquiry is made for the names of the principal importers into Canada of such small leather goods as laces, straps, belts, etc.

4. An agent at Genoa is open to take up the representation of Canadian firms exporting goods suitable for the Italian market, viz., lumber, etc. He is also desirous of appointing an agent in Canada for the sale of a well-known brand of olive oil.

5. A broker and agent at Durban, Natal, desires to be placed in communication with some good Canadian house manufacturing goods suitable for the South-African markets.

[The names of the firms making the above inquiries, can be obtained on application to the editor of THE CANADIAN GROCER.]

### "DO IT NOW."

THIS phrase, which is the conspicuous title on a card recently issued by Boeckh Bros. & Company, Toronto, has attracted considerable attention. "Traveller" writes to this paper of experiences which came under his notice as follows:

"A manager of a large business informed me the other day that this card has been a means of helping him along in every-day life. 'We are all more or less inclined to put off what we should do to day,' said this gentleman to me, 'but since I received that card, I not only "Do it now," but insist that all my clerks and salesmen follow the rule. In order to keep abreast of the times and of the keen competition existing in all lines of business, one must be prompt. Constant delays mean a loss of dollars and cents—none can say to what extent.'

"Some of the buyers in retail stores would do well if they adopted the above motto. The time of travellers is worth money, and when retailers are making appointments to meet them or examine samples they should keep those three words in the foreground.

"It should also apply to collections, and to their attention to customers' wants and store requirements generally.

"A young man was engaged by a large mercantile house to start work on a certain day and hour. Owing to some unforeseen circumstances he did not arrive on time, and failed to notify the firm by letter or wire. He was only half an hour late, but when he arrived the manager said to him: 'Young man, you were engaged to report here at an appointed time, but did not keep your part of the engagement. The position is now filled.'

"Punctuality in business is one of the things a lot of people have yet to learn. 'Do it now.'"

Jane Adams, grocer, etc., Acton, Ont., has sold out to George Soper.



# AN ENQUIRY

If you have one for **First-Class Japan Tea** buy our

## “R.T.S.”

We also have the celebrated “**KIJI**” and “**L.S.**” brands.

**LUCAS, STEELE & BRISTOL, Wholesale Grocers, Hamilton, Ontario**

### 28 Cents Per Pound

is all you pay for “**BOSTON LUXURY**” Coffee, and then you get the finest blend sold anywhere. It sells well because it pleases best. Always uniform in strength and flavor. Hundreds of retailers bank on it, and you can do the same.

**JOHN SLOAN & CO., - - TORONTO,**

CANADIAN AGENTS.

**SAME AS YOUR GRANDMOTHER MADE.**

# Absolutely Pure Jams.

That is what Goodwillie's are. Put up in pint glass gem jars, nicely packed, one dozen to a case.

**STRAWBERRY,  
RASPBERRY,  
CHERRY,**

**PEACHES,  
PEARS,  
PLUMS,**

**RED CURRANTS.**

Packed on the Goodwillie Gardens, latter situated in centre of the renowned Niagara Fruit Belt.

Get your order in before the best assortments are sold.

**James Turner & Co.,** Wholesale Grocers, **Hamilton**

# NEW GOODS NOW IN STORE

## ESSEX TOBACCO CROP.

In an interview regarding this year's tobacco crop in Essex County, Mr. Lewis Wigle, of Leamington, the well-known grower, said :

"If last spring had been as favorable for growing plants and setting them out, there would have been a greater acreage this season than last ; but the spring was backward and dry, and we find the crop about equal to that of 1900.

"There will be between two and three million pounds of burley leaf—nearer three than two—and about one million pounds of Zimmer, Spanish and other varieties adapted to cigar making.

"The effect of the very large crop of 1897 is wearing off, and nearly all the factories in Canada consuming Canadian leaf will require some of this year's crop.

"Practical demonstrations have shown that we can grow as good burley leaf as can be grown in any country in the world."

## A FIRE QUICKLY QUENCHED.

One evening a few weeks ago, while one of the bookkeepers was busy in the offices of the Pure Gold Mfg. Co., Limited, Front street east, Toronto, he was surprised to find the fire brigade gathering about the

**Sockeye Salmon.** "Clover Leaf" and "Horse Shoe." (Talls.)

**Currants.** Cases and half-cases Fine Filiatras and Amalias.

**Figs.** Eleme—4 Row, in 10-lb. Boxes.

**Raisins.** Arguimbau, Trenor, and Whiting—Selected and Fine Off-Stalk.

**Sultanas.** Brands Good and Fine.

**THOS. KINNEAR & CO., Wholesale Grocers,**  
49 Front Street East, TORONTO.

premises, and still more astonished to learn that a fire had started in the basement of the building in which he was working. The fire had started in an isolated milling-room and an alarm had been sent in by the Courtland automatic alarm without the bookkeeper having the slightest knowledge of it. The fire was soon put out so that little damage was done to the firm's stock, and work in the factory was in no wise delayed.

## TEA STATISTICS FOR NINE MONTHS.

McMeekin & Co., London, Eng., give the following statistics in regard to tea in London :

|                | lb.         | Imports.    | lb.         | lb.         | lb. |
|----------------|-------------|-------------|-------------|-------------|-----|
| Indian.....    | 90,368,000  | 84,325,000  | 76,038,000  | 73,796,000  |     |
| Ceylon.....    | 82,273,000  | 89,170,000  | 73,897,000  | 73,855,000  |     |
| Japan and      |             |             |             |             |     |
| Java.....      | 4,100,000   | 3,821,000   | 3,293,000   | 2,796,000   |     |
| China, etc.... | 12,714,000  | 18,115,000  | 2,661,000   | 21,496,000  |     |
| Total.....     | 189,455,000 | 195,431,000 | 174,889,000 | 171,913,000 |     |

|                | lb.         | Deliveries. | lb.         | lb.         | lb. |
|----------------|-------------|-------------|-------------|-------------|-----|
| Indian.....    | 115,826,000 | 106,980,000 | 101,813,000 | 99,270,000  |     |
| Ceylon.....    | 82,526,000  | 79,352,000  | 69,031,000  | 70,644,000  |     |
| Japan and      |             |             |             |             |     |
| Java.....      | 3,882,000   | 3,810,000   | 3,307,000   | 2,637,000   |     |
| China, etc.... | 14,652,000  | 21,073,000  | 21,963,000  | 23,910,000  |     |
| Total.....     | 216,888,000 | 211,215,000 | 196,114,000 | 196,361,000 |     |

|                | Stock at September 30. | lb.        | lb.        | lb.        | lb. |
|----------------|------------------------|------------|------------|------------|-----|
| Indian.....    | 44,664,000             | 30,663,000 | 35,544,000 | 36,059,000 |     |
| Ceylon.....    | 24,608,000             | 29,393,000 | 22,030,000 | 19,703,000 |     |
| Japan and      |                        |            |            |            |     |
| Java.....      | 1,075,000              | 648,000    | 625,000    | 827,000    |     |
| China, etc.... | 14,529,000             | 16,042,000 | 17,177,000 | 16,402,000 |     |
| Total.....     | 84,876,000             | 85,746,000 | 75,436,000 | 72,991,000 |     |

## BEET-SUGAR GOSSIP.

Residents of Wiarton, Ont., and vicinity have taken nearly \$35,000 stock in The Wiarton Beet Sugar Manufacturing Co., Limited. The construction of the factory in Wiarton will probably be started in a few days.

The plant of The Wallaceburg Sugar Co., Limited, Wallaceburg, Ont., which is now being constructed, will be fully as large as was at first anticipated. The main building, which will be constructed of stone, brick and cement, with steel girders, will be 268 x 64 ft. There will also be 10 beet sheds, each 400 ft. long. The warehouse will have a capacity of 20,000 bbls. The premises are to be ready for operation on August 15, 1902, in time for next year's fall campaign.

The Galt, Ont., Board of Trade have, during the last couple of weeks, held a series of meetings in the neighboring district, endeavoring to secure the promise of a sufficient acreage of beets to make the establishment of a beet-sugar factory in Galt a safe investment. Nearly 1,000 acres have already been promised. A committee representing the promoters of a company who desire to establish a factory in Guelph, Ont., are making a similar canvass in the neighborhood of that place.



The absolute perfection of  
**MacLaren's Imperial Cheese**  
enables us to defy all imitations.

For, while it is an easy matter to produce a package which resembles ours, the purity, rich flavor and wholesomeness of **MacLaren's Imperial Cheese** can never be equalled.





NOW IN STOCK

**"FALCON" BRAND CANDIED PEELS**

LEMON

ORANGE

CITRON

SEE OUR TRAVELLERS.

**THE DAVIDSON & HAY, LIMITED**

36 YONGE STREET - - TORONTO.

**A DANISH MODEL DAIRY.**

It is not surprising that Danish butter has won such a high reputation for itself on the markets of the world. The Danish Export Review of September 12 contains illustrated descriptions of the "Danish Estates Butter Factory," a cooperative concern controlled by the owners of about 50 small and large farms, possessing an aggregate of 6,200 cows which produce 31,000,000 lb. of milk annually. The factory, which is at Hasleo, is a three-winged brick building, covering over  $\frac{1}{4}$  of an acre. The milk is taken to the factory in large wagons built specially for the business; unloaded on a covered, exterior platform; through broad sliding doors into the weighing hall, which contain two scales capable of weighing 1,000 lb. of milk at a time. The plant includes six separators, with an aggregate capacity of 24,000 lb. of milk per hour. These are divided into two series each of which possess their own sweet milk heater and cream pasteurizing apparatus. In the churning room are two triple butter workers, with six churning casks, each able to churn 700 lb. of cream at a time. The buttermilk is used in the manufacture of cheese, as is also much of the skim milk. In the cheese-making room are nine large cheese vats of American

pattern, each vat containing 4,000 lb. of milk. The necessary cooperage and tin-smithing is part of the factory equipment. The establishment equipped cost about \$22,000. THE CANADIAN GROCER is indebted to Mr. C. E. Sontum, the Canadian agent at Copenhagen, for the copy of The Export Review.

**"PURE GOLD'S" NEW FACTORY.**

The Pure Gold Mfg. Co., Limited, Toronto, have secured a site on Russell Square, on King street near John, and will build thereon their new factory. It will be remembered that this company secured a site on Wellington Place some time ago. As, however, the neighboring land was taken up for residential purposes, and the owners of this land objected to the erection of a large factory near them, this site was resold and the new one secured. The factory will be four storeys high and 185 x 60 ft. in dimensions, and will cost about \$20,000.

Not only will the factory provide more space, but it will be equipped with the most modern plant. Every department of the company's manufacturing plant will be improved by the installation of the newest, most up-to-date machinery and by systematizing the production of their innumerable

lines. A specialty will be made of coffee-sorting and roasting. This department will be equipped with automatic machinery, which will insure a uniform product of the highest quality.

A lunchroom and dressing-rooms will be provided for employes, and a lecture room will be built, in which demonstrations of "Pure Gold" goods will be given for the benefit of the various cooking-schools in the city.

**CANS FOR CANNED GOODS MEN.**

Mr. James B. Campbell, of the Acme Can Works, Montreal, was in Toronto early this week on his way to the Pan-American Exposition at Buffalo.

"We have had a hard time of it filling orders for tin cans this season," he said. "Owing to the strike in the United States the Welsh tinplates that should have come to Canada were shipped to that country. I am thankful to say we have now got over the difficulty, and that everything is now in a normal condition. But I can tell you that in the height of the season we had a pretty uncomfortable time of it, what with our trying to get delivery of tinplates and our customers worrying us for tins. We are now getting ready to supply tins for the fall pack of poultry, meats, etc."

**Have you not Tried****UPTON'S JAMS, JELLIES and MARMALADE?**

These goods are made from pure Fruit and will bring and keep you custom.  
Their sale raises and sustains the admiration of all grocers.

**A. F. MacLAREN IMPERIAL CHEESE CO., Limited.**

# How About Dried Fruits and Nuts ?

*You should not wait any longer, but place your order with us for your Fall requirements. We offer the best goods at the lowest prices.*

**Trenor,** fine off-stalk selected 4-crown layers.  
**Aranda,** fine off-stalk selected 4-crown layers.  
**J. Ferchen,** fine off-stalk selected 4-crown layers.

**Fine Filiatra Currants,** barrels, half-barrels, cases, half-cases, cleaned and uncleaned. Also 1-lb packages "OWL" brand.

**Sultana Raisins,** two qualities.

**Malaga 3-Crown Loose Muscatels,** they are the best.

**Seeded California Raisins,** 1-lb. packages.

**Sultana Raisins,** 1 lb. packages, re-cleaned.

**Bevan's Finest Table Raisins,** "Bull," "Tiger," "Lion," "Elephant," "Excelsior," in boxes and quarter-boxes, clusters.

**Grenoble Walnuts,** pure Mayette.

**Tarragona Soft Shell Almonds.**

**Finest Sicily Filberts.**

**Bevan's Valencia and Jordan Shelled Almonds.**

**Shelled Walnuts.**

**French Prunes,** 25 and 55-lb. boxes,

**California Prunes,** 25-lb. boxes, 30/40s to 100/110s.

**Comadre Figs,** in tapnets.

**Fine Table Layer Figs,** in boxes—

10-lb. boxes, 1-star, 1.87 inches

10 lb. boxes, 2 star, 2.06 inches

12-lb. boxes, 3-star, 2.27 inches

Also in small 12-ounce and 16-ounce boxes.

**California Evaporated Fruits,** Nectarines, Peaches, Pears, Apricots.

**Finest English Peels,** Lemon, Orange, Citron.—"York Confectionery Co'y."

ALL THE BEST GOODS.

**TO ARRIVE END OF OCTOBER AND BEGINNING OF NOVEMBER.**

We carry the largest assortment of fancy goods to be found  
in any Wholesale House.

ASK FOR OUR PRICES.

WE ARE SELLERS.

**L. CHAPUT, FILS & CIE.**  
**MONTREAL.**

Wholesale Grocers and Tea Importers.



SPECIAL PRICES ON

**COFFEES**
**RIO  
BOURBON  
PLANTATION  
MOCHA  
JAVA**
**GREEN, WHOLE ROASTED OR GROUND.****THE EBY, BLAIN CO., LIMITED****WHOLESALE GROCERS, ETC.****TORONTO.**

SELLING AGENTS IN CANADA FOR THE FAMOUS "KIN-HEE" COFFEE.

**TORONTO GROCERS' ASSOCIATION.**

**T**HE chief topic of interest at the regular meeting of The Toronto Retail Grocers' Association on Monday evening was the proposed amendment to the early-closing by-law. In the absence of President Panter and Vice-President Sykes, F. S. Roberts was voted to the chair.

Owing to the holidays last week, due to the visit of the Duke and Duchess of York, the attendance was not as large as was thought advisable in order to make preparations for the campaign re early-closing, which would be necessary if the by-law was to be amended as desired. It was, therefore, moved by A. R. Williamson, seconded by D. Bell, that a special meeting be called for Monday, October 21, to take the means necessary to the passage of the amendment to the early-closing by-law.—Carried.

F. W. Johnson gave notice that at the next meeting he would move that \$50 be drawn from the special fund to provide for an oyster supper.

Moved by D. Bell, seconded by T. Clark, that as several prizes were donated by friends of the association for the picnic at Oshawa, and were allotted to events which were not run off, that these prizes be devoted to amusements at social evenings to be held by the association, and that the secretary be instructed to secure these prizes before the special meeting to be held on Monday, when they should be allotted.

This was carried.

**BENNETT'S NEW SHELF-BOX FACTORY.**

J. S. Bennett, manufacturer of grocery, hardware and druggist shelf boxes, has removed to the factory building at 15 Marion street, off O'Hara, Queen street west, Toronto, which he recently purchased from J. W. Storey. Mr. Bennett's place of business was formerly at 20 Sheridan avenue. Mr. Bennett is at present working on orders for shelf-boxes from five different Provinces.

**MEDALS FOR COCOA.**

The judges at the Pan-American Exposition, Buffalo, have awarded three gold medals to Walter Baker & Co., Limited, Dorchester, Mass., for the superiority of their Breakfast Cocoa and all of their cocoa

and chocolate preparations, and the excellence of their exhibit. This is the thirty-seventh highest award received by them from the great expositions in Europe and America.

**PERSONAL MENTION.**

Mr. Rose, of Rose & Laflamme, Montreal, was in Toronto on Monday and Tuesday. He went east on Tuesday night.

Mr. Alf. Gunyo, grocer, Brighton, Ont., was in Toronto last week. He reports business to be excellent, every month this year having shown an increase of trade.

**MAY START FACTORY IN TORONTO.**

G. W. Ganong, M.P., president and manager of Ganong Bros., Limited, St. Stephen, N.B., manufacturers of the "G.B." chocolates, has returned from a trip to the Pacific Coast accompanied by his wife.

It is reported that, while in Toronto, Mr. Ganong sought for a building suitable to use as a factory for the manufacture of their confectionery to supply the demand for them, which is steadily growing in Ontario and the West.

**MERRITT BROS.' FAILURE.**

The statement of the affairs of Merritt Bros., wholesale grocers, St. John, N.B., who suspended recently, shows the suspension to be a serious one. The liabilities are placed at \$550,000 of which \$300,000 are direct. The assets amount to \$147,000, of which \$37,000 are hypothecated. An offer of 15c. on the dollar has been made by Merritt Bros., but has not yet been accepted.

The Imperial Syrup Co., Limited, is applying for incorporation through its attorneys, Messrs. McCormick and Moffat. The members are: Frederick Welker, of Vancouver; William Welker, of Montreal, and Joshua Collitt Rose, William Sterling Laflamme and Alexander Stearns McCormick, of Westmount.

**HINTS TO BUYERS.**

Contributors are requested to send news only not puffs of goods they handle, or the arrival of standard goods that everyone has in stock, or that they are offering goods at close figures, or that they have had an unusually large sale this season.

**I**N spite of the fact that last week was nearly all holidays, the "Salada" Tea Co. report that they had a particularly large week, especially in green Ceylons.

H. P. Eckardt & Co. are offering a snap in natural figs in bags.

T. Kinnear & Co. have taken a shipment of Californian prunes into stock.

"Imperial" layer figs, 10-lb. boxes, are in stock with W. H. Gillard & Co.

H. P. Eckardt & Co. are selling canned pineapple at prices that will interest all buyers.

John Sloan & Co. have just unloaded a car of Golden sugar syrup in barrels and half-barrels.

A consignment of new shelled almonds and Malaga raisins arrived this week for H. P. Eckardt & Co.

A shipment of Morton's canned pineapples, Albert sardines, kippered herrings and herrings in tomato sauce has arrived for John Sloan & Co.

W. H. Gillard & Co. report that they are showing exceptional value in medium-grade and high-grade teas in almost every line; a large shipment just arriving.

W. H. Gillard & Co., are just in receipt of their first arrival of their currants, "Paradise" and "Haycastle," which they have handled for a number of years.

R. W. Hannah, Board of Trade, Toronto, reports a good demand for potatoes in car lots. The shortage of cars, however, prevents prompt shipment. The stock is coming forward now in better shape, being riper the last week's deliveries. If you have any to offer correspond with him.

# "Good Enough."

The day of "good enough" has gone by in the production of Salt. Modern methods have relegated the old-fashioned Salt of commerce to a back seat. Only **the best** will satisfy the particular cook to-day, and Windsor Salt anticipates her desire.

No woman is content with cooking that is simply "good enough" and no more is she willing to use Salt of inferior quality to produce the best results. "Good enough" won't do for her any more than for you---**Windsor Salt is the best by test.** Facts prove it, sales prove it. If you are not selling it, won't you prove it yourself by ordering it?---**prove it to-day!**

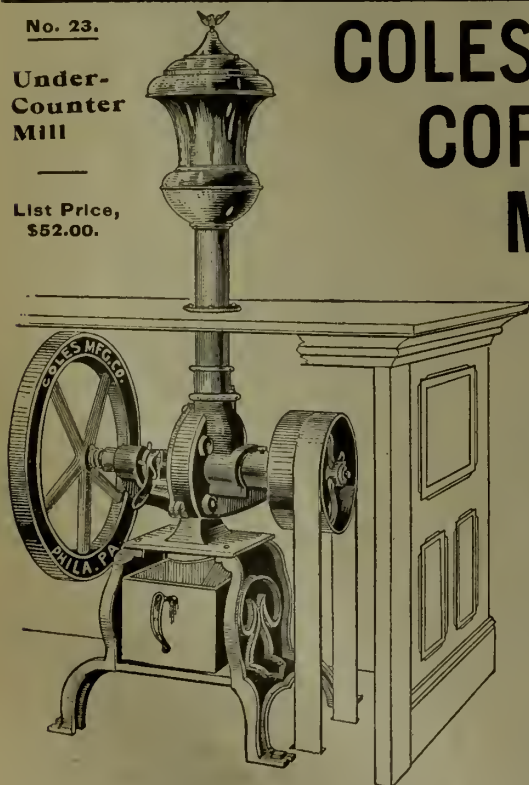
*Windsor  
Salt.*

*The Canadian Salt Co., Limited, Windsor, Ont.*

No. 23.

Under-Counter Mill

List Price, \$52.00.



## COLES COFFEE MILLS

None better for Granulating or Pulverizing.

Our mills will Pulverize without heating Coffee.

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders.

A GREAT LABOR-SAVER.

Our Grinders wear longest.

Agents { TODHUNTER, MITCHELL & CO., Toronto.  
DEARBORN & CO., St. John, N.B.  
FORBES BROS., Montreal.  
GORMAN, ECKERT & CO., London, Ont.

40 years' experience ought to count, and every barrel of vinegar we send out carries the benefit of that experience in its

## Strength, Brilliancy, Flavor.

**Wilson, Lytle, Badgerow  
Co., Limited**

**TORONTO**

**COLES MANUFACTURING CO., PHILADELPHIA, PENN'A.**



# THE CANADIAN GROCER

President,  
JOHN BAYNE MacLEAN,  
Montreal.

**THE MacLEAN PUBLISHING CO.**  
Limited.

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, North-West Territories, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

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## CANNED-TOMATO SITUATION.

IT is important to note that the short pack of tomatoes, which the Canadian canners have been prophesying for some weeks back, has developed within the past few days into a tangible form that is far more convincing than the advance recently made by the Syndicate. One large Montreal dealer, who bought so heavily last fall that he had yet a plentiful supply at the end of the year, has been already cleaned out of his new pack, and finds, much to his disappointment, he cannot replenish his stock with his favorite brand. This has led to investigations that have brought forth interesting facts which, we believe, are dependable.

The trade have become accustomed—too well accustomed—to the canners' story of a short pack. It was told last year, but, intentionally or unintentionally, everyone in the trade knows that it was a story of fiction; the pack was exceedingly heavy. So, in spite of the fact that the canners adopted measures to curtail their output this year, buyers refused to govern themselves by the canners' reports, even when the crop itself was a partial failure. A few loaded up, but the vast majority bought lightly. It is not surprising that there are low stocks, but it is surprising that these stocks cannot be readily replenished. It would

seem to be a strong evidence indicative of a light pack.

We have been given some figures up to October 4. It is said that the Canadian packers of tomatoes had put up only 219,000 cases, against 387,000 last year, and the packing is now virtually over, as tomatoes will not ripen in frosty weather. Of the 219,000 cases packed, 170,000 have, it is alleged, already been sold. The statistics look strong and are said to be authentic.

There is another circumstance to take into consideration. The tomato crop has been very light in the United States, and the Americans have been buying in this country. From Picton and Trenton two cargoes at least of 5 000 and 6 000 crates have been shipped across to Rochester to supply the canners there, while we have heard that last week a block of 5,000 cases of canned tomatoes were sent into the United States. Both purchases must naturally affect our small market. One large Montreal firm has authorized its travellers to predict \$1 tomatoes before next spring. But it is not everybody that is so optimistic.

Already the Americans are advancing catsups and other products containing tomatoes, on account of the high prices of the raw material. One maker of catsup is up 15 to 25c. a case, and Heinz's Montreal agency say quotations are withdrawn.

## DYED EVAPORATED APPLES.

LAST season THE CANADIAN GROCER had occasion to draw attention to the harm done to the top layer of evaporated apples by the use in packing of colored paper, or rather the use of colored paper in trimming the top edges of evaporated apple packages. It was conclusively shown that the proper paper to use is a plain white paper for the top, sides and bottom, with possibly a strip of white paper of fancy design along the top edges.

But some packers seem to be still making the mistake pointed out last season. E. S. Shearer, Rounthwaite, Man., sends us a sample of a top layer of evaporated apples. Fancy pink paper had been used in this package, and it had not only discolored the surface of the apple immediately under it, but the dye had gone completely through the fruit.

A word to the wise should be sufficient.

## BALED HAY WANTED.

A LONDON, ENG., firm writes that it is desirous of being brought into touch with Canadian shippers of baled hay near the Atlantic seaboard who would be willing to deliver hay in pressed bales f.o.b. steamer at a low price.

Exporters who desire to communicate with the London house in question can do so through the editor of THE CANADIAN GROCER.

Canada's export trade in hay is becoming quite an important one, last year being valued at over \$2,000,000, and the number of inquiries that are still being received for this product of the farm is an evidence that the foreign trade is capable of still greater development. Our chief customer is the United States, but it would seem that the market which is capable of the greater development is that which lies beyond the Atlantic. The exports of hay during the fiscal year ending June 30, 1901, were as follows:

|                         | Tons.   |             |
|-------------------------|---------|-------------|
| Great Britain.....      | 51,644  | \$ 459,235. |
| United States.....      | 155,222 | 1,158,128   |
| British West Indies.... | 1,528   | 14,758      |
| Other countries.....    | 33 584  | 465,781     |
|                         | 241,978 | \$2,097,902 |

## CANADIAN FLOUR PLEASES THE DUCHESS.

While the Duke and Duchess of Cornwall and York were in Winnipeg they, accompanied by their suite, spent an hour in the great mills of the Ogilvie Milling Co., Limited, there. Evidently the Duchess has a good knowledge of flour qualities for she was so impressed with the magnitude of the mill, the completeness of its equipment and the excellence of the flour which is produced from Manitoba No. 1 hard that she insisted on arrangements being made so that the bread used in her household shall henceforth be made from Ogilvie's Hungarian exclusively. This should contribute to the reputation and fame of Manitoba wheat and flour, not only in Canada, but also in the many countries to which it is exported, for what is suitable for British Royalty need fear no rival the world over.

It will be remembered that a few months ago the British Admiralty, after a series of tests, decided to use Manitoba flour in the navy.

The merit of Canadian flour is gradually getting the recognition it deserves.

## GERMANY'S DISCRIMINATION AGAINST CANADA.

THE official announcement which the Department of Trade and Commerce received the other day to the effect that the favored nation treatment had been denied Canada by Germany, created little or no interest in this country, for it was only an official intimation of what we were already fully cognizant. It is none the less an important matter, for it means that whatever business we do with Germany will be done under difficulties greater at least than some of our competitors. Canada is the only colony in the British Empire upon which this disability has been placed.

The action of the German authorities is, of course, a reprisal upon us for the part we took in 1897 in bringing about the abrogation of the treaties between Great Britain and Germany which prevented Canada from giving the products of the Mother Country preferential tariff treatment.

We cannot but regret the action of Germany. It is unworthy of a great nation. The steps that Canada took to abrogate the treaty were not based on antipathy towards the German Empire. On the contrary, the people of this country have had the most friendly feeling towards the Fatherland. There are a large number of Germans and their descendants in the Dominion, and they are among our best and most highly-prized citizens.

What induced Canada to seek the abrogation of the treaty was a principle. The treaty, which went into force in 1865, bound Canada to conditions which she had no voice in formulating. As they precluded the Dominion according the products of Great Britain a preference under the tariff unless it was extended to Germany, it meant that the self-government for which our forefathers had so long contended before obtaining was still very incomplete, and incomplete in a way that was humiliating.

Possibly few, if any, of those who agreed with the action of the Canadian Government in persuading the British Government to abrogate the treaty expected reprisals from the German Government, but that does not warrant our wishing to recall what has been done.

We contended for a principle, and we won. And even if we have to pay a little more for it than we anticipated it is hardly manly for us on that account to blame those who were responsible for initiating the movement which resulted in the treaty with Germany being abrogated.

In Great Britain there is a feeling in certain quarters that the Imperial Government did not stand up for the interest of Canada when the new treaty with Germany was being negotiated. The Financial Daily News of London, for instance, in a series of editorial articles vigorously criticized the Imperial Government for its apathy in regard to the matter.

We do not know what our own Government has done in the matter. Sir Richard Cartwright, some time ago, told a deputation that his Department had made some representations in the matter. But, judging from Sir Richard's action in regard to other matters, we fear that his representations were not very vigorously pushed upon the Imperial authorities.

Hope may not yet be abandoned, however. Possibly a commercial treaty, similar to that which we already have with France, may be secured with Germany through the Imperial authorities. At any rate, we do not know what we can do until we try. The Government should take the matter up without delay.

Canada's aggregate trade with Germany in 1900 was nearly \$10,500,000, the largest on record. But by far the greater part of that amount is made up of imports from Germany, the imports and exports being \$8,706,641 and \$1,715,903 respectively. Our chief imports from Germany during 1899 and 1900 were as follows:

## CHIEF IMPORTS FROM GERMANY.

|                               | 1899.      | 1900.      |
|-------------------------------|------------|------------|
| Cotton and manufactures of.   | \$ 150,469 | \$ 186,664 |
| Earthenware and china ....    | 98,504     | 133,699    |
| Fancy articles. ....          | 276,959    | 310,447    |
| Furs and manufactures of. . . | 309,010    | 593,267    |
| Glass and manufactures of . . | 136,632    | 182,619    |
| Gloves and mits. ....         | 240,022    | 241,690    |
| Paints and colors. ....       | 255,806    | 290,623    |
| Silk and manufactures of. . . | 340,824    | 316,197    |
| Sugar. ....                   | 2,750,166  | 3,412,383  |
| Drugs, etc. ....              | 176,023    | 199,010    |
| Iron, steel, metals. ....     | 414,143    | 678,869    |

Our exports to Germany are largely made up of breadstuffs, manufactures of metals and fruits. This will be gathered from a glance at the following table:

## CHIEF EXPORTS TO GERMANY.

|                                     | 1898.       | 1900.     |
|-------------------------------------|-------------|-----------|
| Breadstuffs. ....                   | \$1,118,532 | \$738,773 |
| Fish and fish products. ....        | 42,442      | 71,281    |
| Fruits (dried and green) ....       | 372,500     | 191,183   |
| Iron and steel and manufactures of: |             |           |
| Agricultural implements. . . .      | \$248,835   | \$376,089 |
| Machines and machinery. . . .       | 2,391       | 828       |
| All other. ....                     | 16,578      | 68,965    |
| Total iron, etc. ....               | \$267,804   | \$445,682 |
| Asbestos. ....                      | \$ 12,052   | \$ 80,916 |
| Provisions. ....                    | 71,075      | 7,405     |
| Seeds. ....                         | 230,669     | 90,401    |
| Wood and manufactures of. . .       | 38,024      | 15,553    |

The aggregate trade with Germany during the last four years was as follows:

|               | 1897.       | 1898.       | 1899.       | 1900.        |
|---------------|-------------|-------------|-------------|--------------|
| Imports. .... | \$5,765,546 | \$3,763,784 | \$7,322,499 | \$8,706,641  |
| Exports. .... | 1,045,432   | 1,837,448   | 2,219,569   | 1,715,903    |
|               | \$6,810,978 | \$5,601,232 | \$9,542,068 | \$10,422,544 |

Germany has evidently the most to lose through unpleasant trade relations between the two countries, but that should not deter the Department of Commerce either making an effort to secure a commercial treaty with that country or at least the removal of what is practically a discriminatory tariff against Canadian products.

## APPLE PRICES BEING FIXED.

THE high price of apples is naturally having its effect on the values of gallon, evaporated and dried apples, all three of which are handled by the grocery trade.

When it first became realized that the apple crop was a short one, dealers immediately forsook the low price at which they were clearing last year's pick, some of whom were selling as low as \$1.65, and raised their quotations to \$2.00, then to \$2.25, which was for some time considered high enough. But now we understand that prices have soared to \$2.50, \$2.60 and \$2.75. Most packers absolutely refuse to make quotations on new pack, claiming that it is too risky to estimate what the cost will be. Only the best winter fruit can be put into cans and it would seem that the right goods cannot be got under \$3.00 a barrel. Paying this figure it is difficult to see how goods can be turned out at less than \$2.50, while some packers talk of \$2.75.

Evaporated apples have not yet found their level either. Most packers have been asking 9½¢. by the carload, but values are gradually settling about 9¢. Wholesalers are asking 10 to 10½¢.

Dried apples are worth 6½¢. by the carload in Montreal.



## THE AUSTRALIAN TARIFF AND THE CANADIAN PREFERENCE.

AUSTRALIA'S long-expected new tariff has at last been brought down, having been submitted to the Federal House of Representatives on October 8 by the Minister of Trade and Commerce.

The average ad valorem duties are 18.7 per cent. And, while the maximum ad valorem duty is 25 per cent., some of the composite and fixed duties will, it is said, reach 100 per cent. Excluding narcotics and alcohol, it is estimated that the remainder of the duties will average 30 per cent.

The rates of duty, according to the cable information, are as follows:

|                                |                                     |
|--------------------------------|-------------------------------------|
| Galvanized and corrugated iron | 30s. per ton.                       |
| Agricultural machinery         | 15 per cent.                        |
| Sparkling wines                | 12s. per gal.                       |
| Other wines, bottled           | 8s. "                               |
| in bulk                        | 6s. "                               |
| Tobacco, manufactured          | 3s. 6d. per lb.                     |
| Leaf tobacco, imported         | 1s. 6d. per lb.,<br>excise 1s.      |
| Cigars                         | 6s. 6d. and 15 p.<br>c. ad valorem. |
| Cigarettes                     | 6s. 6d.                             |
| *Sugar, imported               | £6 per ton.                         |
| Cottons and linens             | 10 and 15 p. c.                     |
| Furniture                      | 20 per cent.                        |

\*Excise £3 with a rebate of £2 if grown by white labor alone.

In order to encourage the development of the iron and steel industry, a system of bonuses similar to those existing in Canada is proposed. In his tariff speech the Minister of Trade and Commerce said the bonus on pig iron would be 12s. per ton when made from Australian ore and 8s. when from foreign ore. On steel ingots, when 50 per cent. of Australian ore is used, the bonus will be 12s. The bonus will be given from July 1902.

These figures approximate pretty closely to the amount of the Canadian bonus on iron and steel. Turned into decimal currency 12s. would be \$2 92. Now, our bounty is \$3 per ton on pig iron made from Canadian ore, and \$3 per ton on steel ingots made from ingredients of which not less than 50 per cent. of their weight consists of pig iron made in Canada.

One feature in which the Australian bounty differs from the Canadian is that the former will only be paid to works which produce over 100,000 tons annually, while the maximum quantity on which a bonus will be paid will be 150,000 tons. Besides the bonuses already noticed there is one of 25 per cent. to be given on machinery,

which in the case of approved reapers and binders will begin at once.

Although we have so far but little information regarding the tariff it is undoubtedly protectionist in principle. It is not evidently as pronouncedly so as that of the United States, which averages over 50 per cent. but it appears to be rather more strongly protectionist than that obtaining in Canada.

Canadians can scarcely be uninterested in the Australian tariff, from the very fact that it affects articles which they export to that country. Our export trade to Australia has not developed to the extent it was hoped it would, its value during each of the four years ending June 30, 1900, being as follows: 1897, \$1,422,426; 1898, \$1,649,320; 1899, \$1,527,810; 1900, \$1,653,173. Anything, therefore, that will tend to decrease rather than increase that trade, we can scarcely afford to view with equanimity.

Our chief exports to Australia during the last three years were as follows:

|                         | CHIEF EXPORTS TO AUSTRALIA. |           |            |
|-------------------------|-----------------------------|-----------|------------|
|                         | 1898.                       | 1899.     | 1900.      |
| Breadstuffs             | \$124,230.                  | \$88,167. | \$112,312. |
| Carriages and bicycles  | 264,100.                    | 210,330.  | 184,861.   |
| Cottons                 | 76,122.                     | 88,523.   | 113,109.   |
| Fish and fish products  | 179,400.                    | 63,547.   | 203,444.   |
| Agricultural impl'm'ts  | 609,052.                    | 596,674.  | 469,763.   |
| Machinery               | 7,280.                      | 26,097.   | 39,971.    |
| Musical instruments     | 26,595.                     | 50,367.   | 50,130.    |
| Deals                   | 33,994.                     | 52,359.   | 13,880.    |
| Laths, palings, pickets | 153,024.                    | 169,592.  | 127,582.   |
| Furniture               | 23,569.                     | 23,095.   | 44,098.    |

Up to the present the tariff of New South Wales was practically on a free trade basis, and as such was one of the British colonies specially mentioned in the Canadian Customs tariff as entitled to the preferential rebate of 33⅓ per cent. of the duty. The question now arises: Does the new Australian tariff place the products of New South Wales without the pale of the preferential tariff? The Act provides that the preference may be extended to "any other British colony or possession the Customs tariff of which is, on the whole, as favorable to Canada as the British preferential tariff is to such colony or possession."

It is evident from what can be gathered from the cabled report of the Australian tariff that it is not as favorable to "Canada as the British preferential tariff" is to New South Wales. It is to be hoped, however, that the Governments of the two chief

"British Dominions beyond the seas" will arrive at same reciprocal arrangement whereby the removal of the Canadian preference on the products of New South Wales may be obviated.

Here is another matter for the attention of the Canadian Trade and Commerce Department.

### BARBADOES MOLASSES.

THE situation in Barbadoes molasses is quite interesting on account of the divergent influences which are a work. The larger crop this year naturally means lower prices than those which ruled last year, jobbers in Montreal now selling at 29c. per gallon that which last year realized 35 to 36c. per gallon.

Were it not for other counteracting influences, it is probable the present price would be lower than it is.

When prices in any commodity fall below a certain point they usually stimulate the consumption. This is the experience this campaign in Barbadoes molasses. And it has been particularly so on United States account. For example, that country last year took from 1,200 to 1,500 puncheons, while this year its quota was 10,000 to 15,000 puncheons. In one cargo alone which went to Savannah this year there were 1,000 puncheons. The United States' chief supply of molasses usually comes from Porto Rico.

Shipments into Montreal this year, on the other hand, are smaller than last year, being only about 10,000 puncheons compared with 12,000 to 13,000 in 1900. As a consequence, stocks there are much lower than they were a year ago. It will be noticed by our St. John, N.B., market report this week that a shipment is on the way from that city to Montreal. Last year about 10,000 barrels of New Orleans molasses—about equal to 3,000 puncheons—were sold in Quebec and the Maritime Provinces, but the low price of the Barbadoes article has precluded that being repeated this year.

Besides the price-steadying influences noted, it must be remembered that hog products are dear, and that jams and fruits are in lighter supply than usual. Then there are the higher figures ruling on glucose products to be taken into consideration as well.

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100-lb. Kegs—Extra Large Crystals.

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# MARKETS AND MARKET NOTES

## INFORMATION FOR BUYERS.

If any reader wishes to know where any article can be purchased in Canada or abroad, a letter to the Editor will probably place him in communication with the seller.

## ONTARIO MARKETS.

Toronto, October 17, 1901.

### GROCERIES.

TRADE conditions continue on the whole fairly good, although nothing specially new has developed during the week. Canned vegetables are only selling in small quantities, but taking it all around there is a fair quantity moving, while prices rule firm. Canned salmon is also in good demand. The tea market is in a good condition, as far as prices are concerned, all descriptions being firm in price. There is not a great deal being done in coffee, but prices rule firm. Currants are meeting with a good demand and Valencia raisins are quiet and rather easier in price in the primary market. There is just a moderate business being done in spices, rice and tapioca. The demand for sugar is without improvement, and although the raw markets are firm there is not much likelihood of higher prices on the refined article.

### CANNED GOODS.

There is practically nothing new in the situation. There is a good sorting-up demand for small lots of tomatoes, peas, corn and beans, the ruling prices still being 85 to 90c. for tomatoes, 82½c. up for peas, and 80c. up for corn. There are still a few odd lots of old tomatoes being offered. These are gradually being cleaned up however. Some of the wholesalers report a good business in canned vegetables and fruits for shipment to the northern lakes. A large trade is being done in jams and jellies, and at least some of the manufacturers are working overtime. Very little attention is being paid to canned meats. A good movement is being experienced in canned salmon. The low prices at which good sockeye fish is being sold are stimulating business. Although there is so much canned salmon of first-class quality to be had at moderate prices there is quite a little inferior low-priced goods being offered. The demand, however, is largely for the better class of fish, at \$1.25 to \$1.30 for

northern sockeye, and for Fraser River sockeye at \$1 42½ in 5 case lots and over, and \$1.45 for less quantities. Cohoes run from \$1.05 to \$1.15, according to quality, and pink salmon at 95c. to \$1.

### COFFEE.

The market for Rio coffees rules strong, and prices are fully ½c. per lb. higher in the primary market than they were a month ago. The high price is being maintained in spite of the heavy receipts at the coffee centres in Brazil. Local wholesalers are holding off on account of the excited condition of the market. The retail trade is moderate. We quote: Green Rios, No. 7, 7¼c. per lb.; No. 6, 8c.; No. 5, 8½c.; No. 4, 9¼c.

### SYRUPS AND MOLASSES.

The position in both syrups and molasses is much about the same as a week ago, the demand only being moderate for both. We quote corn syrup in bbls., 3¼c.; in ½-bbls., 3¾c.; 3½c. in kegs; 3 gal. pails, \$1.50; 2-gal. pails, \$1.10. Syrups run all the way

See pages 31 and 32 for  
Toronto, Montreal, and St.  
John prices current.

from 30 to 37c., according to quality. Arrivals of molasses at New Orleans continue light, and they are expected to continue so until the end of the month.

### SPICES.

There is just the usual moderate seasonable trade being done. Prices rule firm in the primary markets.

### RICE AND TAPIOCA.

There is a steady demand for both rice and tapioca, and prices both at home and abroad rule much as before. Foreign rice rules firm. We quote: B rice, 3¼ to 3¾c.; Japan, 5½ to 6c.; tapioca, 4¼ to 4¾c. Pearl tapioca rules firm in the outside markets.

### SUGAR.

There has not been much change in the sugar situation during the past week. The raw markets have ruled steady to firm, although no actual advances have taken place. Refined sugars, both in Germany and the United States, are in very little demand. No change has been made in prices in either country, and should the price of raw in the United States appreciate

it is not likely that the refined article will follow, as the margin between centrifugals and granulated is now \$1.10 per 100 lb., which insures the refiner a good profit. One of the features of the situation in the United States last week was an advance of 1c. per lb. on granulated sugar at the Missouri river points. It will be remembered that a week or two ago, in order to fight the beet-sugar industry, the Trust reduced its price at the Missouri river points to 3½c. With the recent advance the price is now 4½c. While the low price ruled large sales were made. The meltings last week were 30,000 tons and the receipts 34,255 tons. The total stock in the four United States ports at the end of last week was 163,615 tons, against 46,790 tons at the corresponding date last year.

### TEAS.

There has been a little more disposition on the part of wholesalers to operate in Japan teas, but only a few transactions have taken place, as they are not willing to pay the prices asked. The market in Japan is firm at the present figures, and the third-crop teas are showing comparatively better value than the early teas. Very few teas, it appears, are this year being sent to Canada on consignment. This is not surprising, in view of the poor results that were experienced last year. The situation in regard to Indian and Ceylon teas also continues firm. Although a better feeling exists on the local markets, wholesalers are only buying for immediate requirements, hoping that better prices will rule later. It is worthy of note that Indian teas are just now at their best, being September manufacture, when the leaf is full of sap and flavory. The kinds of tea mostly wanted here just now are medium Pekoes and Pekoe Souchongs. Stocks of tea on the local market appear to be gradually diminishing, as far as we can gather. There are still some old teas on the spot, however, which are not without their influence on the market on new and better quality teas. There is a little inquiry for Ceylon green teas, and a few are being offered, but sellers refuse to accept the bids which are offered. China greens are still scarce and firm, and 1½ to 2c. dearer than at the beginning of the season.

### FOREIGN DRIED FRUITS.

CURRANTS—There have been no further changes in prices in the primary market since last week, but the market there con-



tinues to rule firm. Since the advance took place there has been a little more buying on importation account, although not in large quantities. Wholesalers report a fairly active demand for new currants on spot at 7½ to 8c. for cleaned Filiatras; 8 to 8½c. for Patras, and 8½ to 9½c. for Vostizzas. For November delivery wholesalers quote cleaned fruit as follows: Fine Filiatras, 6c.; Patras, 6½c., and Vostizzas, 8½c.

**VALENCIA RAISINS**—The Valencia raisin market is rather easier, there having been a decline of 1s. per cwt. in Denia. The lower prices have somewhat stimulated buying, the wholesalers evidently thinking it their only chance to order fruit and get it here before Christmas. The demand on retail account for goods in stock is only light, and the ruling prices at which sales are being made is 6½ to 7c. for fine off-stalk and 7 to 7½c. for selected. For the little old fruit on the market 3½c. per lb. is being quoted for fine off stalk and 4c. for selected. Futures to arrive in three or four weeks are quoted at 6½c. for selected and 6c. for fine off-stalk.

**SULTANA RAISINS**—A number of small orders on importation account are reported, but none of them are of importance, and the purchases are chiefly confined to the cheaper grades.

**PRUNES**—The demand is still only light, with quotations as before. We quote new Californian prunes: 100-110's, 5c.; 90-100's, 5½ to 6¼c.; 80-90's, 6½ to 7c.; 70-80's, 6¾ to 7¼c.; 60-70's, 7½ to 8c.; 50-60's, 8 to 8½c.; 40-50's, 8¾ to 10c. French, 100's, 3½ to 4c.

**FIGS**—There is very little being done. Four-rowed Elemes in 10 lb. boxes are being quoted at 10c. and 1 lb. glove boxes at 9c.

#### GREEN FRUITS.

There is still a moderate business doing on the Toronto street market. A few pears, peaches and grapes are still arriving, and are readily sold. Foreign fruits are having a larger sale. Cape Cod cranberries, sweet potatoes, Jamacia oranges and bananas continue plentiful and are in excellent demand. Malaga lemons and grapes have arrived this week and are good sellers. Californian lemons are also selling well. The apple market shows a strengthening tone, from \$3 to \$3.50 being the general quotation for best varieties. We quote prices as follows: Pears, 20 to 40c. per basket; peaches, 30 to 60c.; apples, 25 to 40c.; tomatoes, 25 to 35c.; peppers, 25 to 50c.; grapes, in 10 lb. baskets, Niagaras, 17½ to 20c., and 20 to 25c. for Delawares and Rogers; quinces, 30 to 40c. per basket; muskmelons, 25 to 35c. per crate of 12; bananas, \$1.75 for 1st and 75c. to \$1 for eight-hands, Malaga grapes are \$6.50 to

\$7.50. Malaga lemons are offering at \$3.75 to \$4 per box, and Californian lemons at \$5 per box; Jamacia oranges are \$6 per bbl. or \$4 to \$4.25 per box; Cape Cod cranberries, \$8 per bbl.; Ontario cranberries, \$6 per bbl.; pine apples, \$3.50 per case.

#### COUNTRY PRODUCE.

**EGGS**—The market continues firm. The supply is fully up to the average, but as fresh arrivals come on a well-cleaned market they are soon absorbed. The general prices asked for cases of selected new-laid is 18c., while fresh gathered range from 15 to 16c. Cold-stored eggs sell readily at 14 to 16c., and limed eggs at 14 to 15c. per doz.

**BEANS**—The market is steady. There is a good trade doing, particularly with lumber camps, at last week's quotations, \$1.75 to \$1.80 for prime pea beans.

**HONEY**—A good trade is doing. Prices are unchanged. We quote: 9 to 10c. for extracted clover and \$2 to \$2.25 for No. 1 clover comb.

**DRIED APPLES**—Trade in evaporated apples is beginning to open up, and last week's quotations fairly cover the situation, new stock selling at 9c. for carlots and 10c. for cases. Dried apples are not offering, but nominal quotations range from 5½ to 6½c.

**POTATOES**—The market is slightly higher on cars. Cars are selling fairly well at 55c. per bushel on track Toronto. Small lots are in active request at 65 to 65c.

#### BUTTER AND CHEESE.

**BUTTER**—There is a good demand for fresh dairy butter of strictly choice quality, and tubs of this class are 1c. higher, but there is too much held butter of all grades of quality. Creamery makes are in good demand at steady prices. We quote: Dairy prints, 16 to 17c.; best tubs, 15 to 16c.; poor to medium grades, 12 to 14c.; creamery prints, 21 to 21½c.; boxes, 19 to 20c.

**CHEESE**—The break noted last week has left the market dull and unsteady. The export demand is moderate, and, as large stocks are held here, export buyers are exceedingly cautious and are trying to force a further decline at country boards, where prices are now ½c. lower than a week ago. Local jobbing prices are unchanged at 9½ to 9¾c.

#### POULTRY AND GAME.

**DRESSED POULTRY**—Chickens are in excellent demand. The inquiry for other lines is steadily increasing. Prices are unchanged. We quote: Chickens, 40 to 60c. per pair; hens 30 to 50c. per pair; ducks, 50 to 75c. per pair; geese, 7 to 8c. per lb.; turkeys, 10 to 11c. per lb.

**LIVE POULTRY**—The Canadian Produce Co., 36 and 38 Esplanade east, Toronto, will

pay until October 24 for spring chickens, not less than two lb. each, 6c. per lb. For ducklings, 5c. per lb. For hens (including last year's birds) 3c. per lb. These prices are for live weight on arrival. Crates shipped free and express paid up to 50c. per 100 lb. of chickens.

**GAME**—There is a good demand, and as the offerings are moderate prices are firm. We quote: Teal and butterballs, 25 to 30c.; pintails and redheads, 50 to 60c.; black ducks, 75c. to \$1 per brace.

#### FISH.

The demand for oysters is improving, as is also the sale of both fresh and smoked fish. The reports of a short catch of both cod and herring have been confirmed, so prices of these fish, whether fresh, dried or tinned, will probably continue firm this season. We quote as follows: Fresh fish—Codfish, 6 to 8c.; whitefish, 6½ to 7½c.; trout, 6½ to 7½c.; halibut, 8c.; sea salmon, 13 to 15c.; haddock, 8c.; herring, 5c.; perch, 4c.; British Columbian salmon, 20c. Smoked fish—Ciscos, \$1 to \$1.25 per basket; finnan haddie, 7 to 8c. per lb. Digby herring, 75 to 80c. per bundle. Prepared fish—Dried cod, in 112 lb. bundles, \$4.75 per cwt.; flitched cod, \$5 to \$5.25; boneless cod, in bricks, 5 to 5½c. per lb.; steak cod, 6½c. per lb.; shredded cod (2 doz. in box), \$1.80 per box; boneless fish, loose, in 25-lb. boxes, 4 to 4½c., and 5-lb. boxes, 5c. per lb. Oysters—Standards, \$3.75 per small pail or \$1.50 per Imperial gallon; selects, \$2 per Imperial gallon.

#### VEGETABLES.

Sales of all lines are large. Parsnips are now freely offered. Cabbage, both red and white, are lower. Gherkins and cucumbers are done. We quote as follows: Carrots, parsnips and beets, 20c. per peck; turnips, 15 to 20c. per peck; lettuce, 20 to 30c. per doz.; radishes, 30 to 40c.; watercress, mint and parsley, 20c.; cauliflower, \$1.25 to \$1.50; celery, 40 to 60c.; red cabbage, No. 1, 5 to 10c.; cabbage, 25 to 40c.; corn, 6 to 10c.; tomatoes, 25 to 30c. per basket; pickling onions, 30 to 40c. per peck; dry onions, \$1 per bush.; potatoes, 60 to 65c. per bush.; egg plant, 30 to 35c. per basket; Hubbard squash, 10 to 30c. each; vegetable marrow, 5 to 15c. each; pumpkins, 10 to 25c. each; citrons, 15c. each.

#### GRAIN, FLOUR AND BREAKFAST FOODS.

**GRAIN**—Prices are steady throughout. Manitoba No. 1 hard is quoted at 79c. grinding in transit, or 77c. Toronto and west. Ontario wheat is quoted at 65 to 66c. at outside points, middle freights. Deliveries on the local street market are fairly large. The receipts of barley show a



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great range of quality, and prices cover a correspondingly wide range. We quote: Wheat, white and red, 68 to 73½c.; goose, 65½ to 67c.; oats, new, 40c.; rye, 54c.; barley, 47 to 57½c.; peas, 65 to 70c.

FLOUR — The demand shows some improvement, but there is no change in prices. We quote on track, Toronto (bags included) as follows: Manitoba patents, \$4; Manitoba strong bakers', \$3.60; Ontario patents, \$3.50 to \$3.60; straight roller, \$3.

BREAKFAST FOODS—There is an excellent movement. We quote: Standard oatmeal and rolled oats, \$3.50 in bags, and \$3.60 in bbls.; rolled oats, \$4.20 in bags, and \$4.30 in bbls.; rolled wheat, \$2.15 in 100-lb. bbls.; cornmeal, \$3.50; split peas, \$4.50; pot barley, \$4.55.

**HIDES, SKINS AND WOOL.**

HIDES—There is a good demand. Prices are unchanged throughout. We quote: Cow-hides, No. 1, 8c.; No. 2, 7c.; No. 3, 6c. Steerhides are worth 1c. more. Cured hides are quoted at 8½ to 9c.

SKINS — There is a fair movement. Prices are unchanged. We quote: No. 1 veal, 8-lb. and up, 9c. per lb.; No. 2, 8c.; dekins, from 55 to 60c.; culls, 20 to 25c.; lambs and pelts, 55c.

WOOL—There is not much doing. Our quotations are: Combing fleece, washed, 12 to 12½c., and unwashed, 7½ to 8c.

**SEEDS.**

A few samples of alsike clover seed of superior quality have come in, and as high as \$6 to \$7 has been paid for these, but other lots, inferior in quality, have been bought from \$6 down. Red clover is in good request at \$4.60 to \$4.75 for the finest seed, suitable for exporting, and at \$4.25 to \$4.50 for medium qualities, which would have to be kept over till the spring trade.

**MARKET NOTES.**

Valencia raisins are 1s. per cwt. lower in Denia.

Malaga lemons and grapes are offering, the lemons at \$4 per box and the grapes at \$6.50 to \$7.50.

W. Bayne is erecting a new general store at Newbury, Ont.

McLachlan &amp; Vair intend erecting a new bakery in Glencoe, Ont. Ovens and machinery of the latest patterns will be installed, and the capacity of the bakery largely increased.

S. B. Freeman's chopping mill and R. J. Graham's evaporator at Port Elgin, Ont., have been destroyed by fire. The loss is about \$5,000; partially covered by insurance.

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## QUEBEC MARKETS.

MONTREAL, October 17, 1901.

## GROCERIES.

THE trade is now drawing on to the busiest time of the year. Large importations of jams pickles, liquors; in fact, bottles and cans of all kinds are now being received and at the same time shipped so that the retailer will have his stock before the close of navigation. Canned goods are taking on a more engaging aspect this week by the announcement of at least one large house that they are sold out of new pack of tomatoes and cannot replace their brand. It seems now that the Americans at Rochester have been carrying off a part of our tomato crop. Not only are canned tomatoes firm, but all those goods, such as ketchup, into which tomatoes enter, are also strong. The market for all kinds of tea is strong and there is a better demand than there has been for months. Spices are all firm with pepper back to its old level. Currants are a little higher this week and Valencia raisins somewhat lower, but prices for spot goods are unchanged. New figs and peels are now in stock. On account of the short crop of corn all coarse grains are firm; rolled oats and bolting pens are consequently advancing. Evaporated and gallon apples are very high.

## SUGAR.

There is nothing new to report in regard to sugar, except that it is now the opinion of the best informed that the market for raw sugar has "grounded." At present the London market wavers about 7s. 7d. for October raw beet, a point only 1d. higher than the lowest point that was touched. Whether the situation has found its level is a matter of opinion, but at present there is no great confidence displayed. The local demand is fair at unchanged quotations. Refined is worth \$1.30 for granulated and \$3.15 to \$1.20 for yellows, as to grade, per 100 lb. City, 5c. extra.

## TEAS.

There is a very fair demand for teas of all grades, much better, indeed, than for months past. China teas are particularly interesting just now as the market is very strong; pin head gunpowders are 20 per cent. higher than at the opening of the season. Stocks in Canada are very light, not only on account of light purchases, but also on account of recent heavy shipments to the United States. Some very fine Formosa teas have come in this week and are offered at 18 to 35c. A little block of cheap Oolong changed hands at 9 to 10c. Total shipments from China to date this year are 6,000,000 lb. behind those of last year, and are little more than half of what they were at this time in 1899. Gunpowders that were bought on the Montreal market two years ago for 12½ to 13c. cannot be secured now under 19 and 20c.

Japan teas are strong. One agent received a cablegram on Saturday advancing prices 1½c. per lb. Importers are now lamenting that stocks here are very light and local values are certain to be raised in sympathy with the primary market. Japan houses are having trouble in getting quality on fourth crop teas and this seems to be the cause of the general advance.

Latest mail advices on Ceylon black teas say that there was a strong demand

and prices hardened all round, common kinds showing ½d. per lb. advance, medium ¼d. per lb., and fine teas ¼d. to 1d. per lb. Medium grades of Pekoe occasionally showed a little weakness, but on the whole sold well, and sustained the advance of the previous week. The demand for Indian teas has also been good, the feature of the market being the hardening tendency for common leaf teas and strong, dark liquoring Pekoes and Pekoe Souchong kinds, as well as broken generally.

## SYRUPS.

The market for syrups is steady with good sales during the past week. We quote: 3½c. in bbls.; 3½c. in ½ bbls.; 3½c. in ¼ bbls.; \$1.50 in 38½ lb., and \$1.10 in 25-lb. pails.

## CANNED GOODS.

The feature of the canned goods market is the strengthening tone gathering around tomato values. This week one house is sold out of its standard brand and is unable to procure any more of the new pack. We are creditably informed that up to October 1 only 219,000 cases of tomatoes were packed in Canada against 387,000 cases last year, and the packing is practically over. Of the 219,000 cases controlled by The Dominion Syndicate, 170,000 cases are already sold. We know of a block of 5,000 cases that were sold to Americans last week at a good price f.o.b. factory, a price that would indicate a rising market. The tomato crop in the United States has been very short and Rochester packers, at least, have been busily engaged buying Trenton and Picton tomatoes. One boat carried over 6,000 cases across the lake. It is said that ketchups and preparations containing tomatoes will advance in sympathy; in fact, one Rochester house has already advised the trade here that they have advanced their ketchup prices by 15 to 25c. a case. Heinz has withdrawn his tomato goods from the market for the present, so say the agents here.

Sales of canned goods during the past week have been heavy. Tomatoes are obtainable at 82½ to 87½c.; corn, at 80 to 82½c., and peas, 80 to 95c. We understand that wholesalers have so far bought corn very lightly.

Salmon remains very quiet, the trade resting on their oars, awaiting developments. Prices are unchanged both here and at the Coast. Kipperd herring is now being delivered at \$1 per dozen for domestic, \$1.50 to \$1.60 for plain foreign, and \$1.10 to \$1.50 with tomato sauce.

This week there has been revealed a startling scarcity of blueberries and certain firms have advanced their prices 10c. per dozen; a fair quotation now would be 87½c. Pumpkins are also scarce, being quoted at 87½c. Gallon apples have advanced very materially and although sales are being made at lower prices, \$2.75 would be a fair quotation. Canners refuse to give quotations on new gallon apples.

## SPICES.

Pepper, cassia, pimento and cloves are in brisk demand and a good spice business is looked for right up to Christmas. Values are firm in all grades. We quote as follows: Nutmegs, 35 to 65c. per lb., as to size; Penang mace, 45 to 50c. per lb., as to quality; pimento, ground, 12½ to 15c.; cloves, 15 to 25c.; pepper, ground, black, 17 to 20c., according to grade; white, 25 to 27c.; ginger,

whole, Cochin, 14 to 16c.; Japan, 10c.; Jamaica, 20c.; ground, Japan, 15c.; Cochin, 16c.; Jamaica, 25c.

## RICE AND TAPIOCA.

Tapioca is still firm and good property at present quotations. Rice remains high abroad. We quote in common line district: B rice, in bags, \$3.10; in half bags, \$3.15; in ¼ bags, \$3.20; in pockets, \$3.25. In 10-bag lots an allowance of 10c. is made. CC rice, \$3 in bags; \$3.05 in ½ bags; \$3.10 in ¼ bags; and \$3.15 in pockets. In the open territory prices are about 10c. less. Patna rice is worth 4½c. per lb., and tapioca, 3½ to 3¾c.

## FOREIGN DRIED FRUITS.

VALENCIA RAISINS—The Valencia raisin market is a little lower if anything, but the change is not appreciable, and it looks as if present values would last. Considerable buying has been done during the past week for shipment on the Bellona. At time of writing the Escalona is being expected into port. New Valencias on spot are worth 6c. for fine off-stalk, 6½ to 6¾c. for selected and 7c. for 4-crown layers. Fine off-stalk on the Bellona is offered at 5½ to 5¾c., as to brand, and on the Escalona as low as 1½c.

CURRENTS—After most of the purchases have been made for this market and the goods are shipped, the market has taken an upward turn, gaining about 2s. from the lowest point. Fine Filatras are now called at 16s. 3d. c.i.f. Montreal. The Escalona fruit is offered at 5c. for fine Filatras in bbls, uncleaned, in ½ cases, 5½c.; cleaned, in ½ cases, 6c.; cleaned in 1-lb. cartons, 8c., and finest Vostizza currants, 7½ to 8c. Finest Amalias are worth 6½ to 7c.

SULTANA RAISINS—New raisins are worth 8 to 9c.

CALIFORNIAN RAISINS—Importers of loose muscatels are very much incensed over the actions of the rival factions in California who are threatening one another with all sorts of stabs in the back. As a consequence dealers here are afraid to buy and meantime the trade is passing into Spanish hands. Seeded raisins are selling fairly well at 9½ to 10c. Some old 4-crown raisins are obtainable at 7½c.

PEELS—English peels have been received this week and are selling at 9½ to 10c. for lemon; 10 to 10½c. for orange, and 14c. for citron.

FIGS—New figs are now on the market in quantity and are selling freely. In tapnets, Comadre figs are worth 3½ to 3¾c. Elene figs are worth 8 to 9½c. per lb. in 10 to 12 lb. boxes.

PRUNES—Nice orders have been taken for new prunes. To arrive prunes are worth 7½c. for 40-50's, 7½c. for 50-60's, 7c. for 60-70's, 6½c. for 70-80's, 6c. for 80-90's, and 5½c. for 90-100's. Some old 90-100's are obtainable at 4½c.

## NUTS.

There is nothing startling to report in nuts. Orders are being taken freely for walnuts to arrive, while new shelled almonds are selling well on spot. Grenoble almonds are worth 10½ to 11c. to arrive. Sicily filberts, 8 to 8½c.; Tarragona almonds, 10½ to 11c., and shelled almonds, 25 to 26c. Last year's shelled walnuts are worth 16 to 17c.

## GREEN FRUITS.

There have again been heavy arrivals of grapes, but the market has not been glutted. Business has been good and



and were worth about \$1,000,000. This brings up the total exports to 323,108 packages against 227,193 packages for corresponding period last year, showing an increase of 106,598 packages. The market has lately lost its activity and prices have continued to decline. Fancy creamery is in fair demand at 20 $\frac{3}{4}$  to 21c., while good qualities have changed hands at 20c. Western dairy is slow sale and prices range from 14 $\frac{1}{2}$  to 16 $\frac{1}{2}$ c., as to quality.

**CHEESE**—There are no signs of the dullness on this article being lifted. Finest western has sold at 9 $\frac{1}{2}$ c. Previously 9 $\frac{3}{4}$ c. had been refused for this lot. Englishmen still desist from buying. We quote: Finest western, 9 $\frac{1}{4}$  to 9 $\frac{3}{4}$ c.; do Eastern, 9 to 9 $\frac{1}{4}$ c.; Quebec, 8 $\frac{3}{4}$  to 8 $\frac{1}{2}$ c.

#### MONTREAL NOTES.

Japan and China teas are strong. New evaporated apples are worth 10 $\frac{1}{2}$  to 10 $\frac{3}{4}$ c.

Scaled herrings have been reduced to 13 to 13 $\frac{1}{2}$  and 14c.

Pork has declined 50c. per bbl., and lard is down  $\frac{1}{2}$ c.

Boiling peas are scarce and are now up to \$1.05 per bushel.

New Hallowee dates are quoted for very early delivery at 4 $\frac{1}{2}$ c.

Some brands of ketchup have been advanced 15 to 25c. per case.

Gallon apples are up to \$2.65 to \$2.75 per dozen and are going higher.

Green codfish and herrings are very scarce. Scotia herrings are worth \$6 per bbl.; green codfish, No. 1, medium, \$6.25 to \$6.50 per bbl.

#### NEW BRUNSWICK MARKETS.

OFFICE OF THE CANADIAN GROCER.

ST. JOHN, N.B., October 17, 1901.

**B**USINESS is quite good. There is a large volume of business moving, but values are somewhat unsettled. Large quantities of all lines of groceries and provisions, hypothecated goods, have during the past few weeks been sold by some of the banks to the trade below market values. This has interfered with regular importations. Outside markets on all lines have been rather firm. This will, in many cases, mean considerable profit to some houses. It means uncertainty as well, as some will cut prices and this will make it difficult to know what competition you will have to meet. Pickled fish, which are now in season, are very scarce. Prices are high.

**OIL**—Burning oil has a very large sale. The price is firm at the small advance of last week. The oil people now do this business direct, in the cities having tank wagons. The retailer is enabled to buy his oil lower than under the old system. A competition which the oil people had to meet is also done away with. Paint oil has a steady sale. Stocks held are light. In lubricating oils there is light business. Our sawmills are finding it difficult to get logs, and are, in many cases, closing down early. Cod and seal oil are high.

**SALT**—In Liverpool coarse salt, this busi-

ness has changed hands. Values are rather more firmly held. Every effort is made to have orders filled when stocks are landing. There is a good demand. In Canadian fine salt, no change in values to report. More small bag salt is being used. We quote as follows: Liverpool coarse, 56 to 58c.; English factory-filled, 95c. to \$1; Canadian fine, \$1 per bag; cheese and butter salt bulk, \$2.40 per bbl.; 5-lb. bags, \$2.85 to \$2.90 per bbl.; 10-lb. bags, \$2.70 to \$2.75 per bbl.; 20 lb. wood boxes, 22c. each; 10 lb. wood boxes, 14c. each; car-

## Clark's Wafer Sliced Beef

Is the Best.

**DON'T MISS IT!**

# EPPS'S

GRATEFUL.  
COMFORTING.

IN  $\frac{1}{4}$ -LB. LABELLED TINS.

14-LB. BOXES.

Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal.

in Nova Scotia, E. D. ADAMS, Halifax.

in Manitoba, BUCHANAN & GORDON, Winnipeg.

THE MOST  
NUTRITIOUS.

# COCOA

W. A. CARSON

J. ERLE CALDWELL

## Belleville Pottery Co.



KINDLY WRITE US FOR CATALOGUE AND PRICE LIST.

## PARAFFINE WAX

In "One Pound Cakes" for

## HOUSEHOLD USE

Washing Clothes, Ironing, Sealing Canned Fruit, etc.

QUEEN CITY OIL COMPANY, Limited,

TORONTO, ONT.

SAMUEL ROGERS, President.

tons, \$2 per case of 2 doz.; English bottled salt, \$1.25 to \$1.30 per doz.; mineral rock salt, 60c. per 100 lb. (Selected lumps.)

CANNED GOODS—New goods continue to arrive, new peaches being received this week. Good stocks of canned goods are held here. In vegetables, tomatoes and peas are the firm lines. There seems to be enough corn. Gallon apples have advanced, and are very firmly held. Quite a quantity have been shipped west. Salmon has been very scarce, but there have been some arrivals during the week. Prices are quite

firm. Lobsters are more freely offered this season. Blueberries are very short supply. Peaches, while firm, are a fair stock. Plums, cherries and raspberries are little sold. Kipperd herring and haddies tend higher. Domestic sardines are in good supply. Clams have a steady sale. American demand for this line is growing.

**GREEN FRUITS**—Apples are being freely received. In Nova Scotia the orchard men are making money. They have a good crop and quality is good. They are getting high prices. In the local market there is a wide range of quality, as goods that will not do for export are sent here. Many of these are sold by auction, which affects regular business. The banana business is over. It seems to cut right off with the coming of the Ontario grapes. Ontario grapes have a free sale at fair prices. A few peaches are still received. Pears are about done. Oranges sell more freely. Lemons have but fair demand. In cranberries, full figures are asked. There are quite a few native bog berries offered. Sweet potatoes have a fair sale.

**DRIED FRUITS**—There is but a fair business. Markets are unsettled. In Valencias, new goods came on the market last week, and further arrivals are daily expected. Market is easy and buyers talk small quantities. In Californian raisins, the market is very unsettled. Very few have yet been bought. Prices were quoted, but have been withdrawn. New seeded have not yet been offered. In prunes, fair sales have been made. Prices are quite firm. There is some old stock still held. New evaporated peaches and apricots are offered. Prices are quite high. The high prices of evaporated apples have, so far, prevented business. New currants are offered, but the market is weak. In figs, there is a good sale of new goods. Onions have a good sale at full figures. Canadian supply the market.

**PRODUCE**—In eggs, the market has been dull for some time, and local values have ruled low. There is a tendency to higher figures. Butter is still quite scarce and high. Western butter is quite largely sold. Some stock arriving is very good. Cheese is rather dull. There has been little snap in this line for some time.

**SUGAR**—At the rather lower prices there is a large business. Some foreign sugars continue to arrive, the quality of which is good. There is considerable complaint about much of the domestic sugar sold.

**MOLASSES**—The market is rather unsettled. There is quite a range in quality offered. Tendency seems to rather lower values. Some Barbadoes that was held here went to Montreal. Some syrup in tins is offered and has a free sale.

**FISH**—There is a great lack of supply, particularly of pickled herring. There is neither Bay herring nor any quantity of other grades. It is impossible to fill orders. In dry cod, while there is a fair supply, prices are very firm. There has been an American demand, particularly for large fish. Even pollock, which are not free sellers here, are very firm. Fresh fish is scarce. The one weak spot is smoked herring, which are easy. Quite full stocks are held. We quote: Large and medium dry cod, \$3.50 to \$3.60; small, \$2.50 to \$2.60;

haddies, 4½ to 5½c.; smoked herring, 9 to 10c.; fresh haddock and cod, 2½c.; boneless fish, 4 to 5c.; pollock, \$1.50 to \$1.60 per 100 lb.; pickled herring, \$2.25 to \$2.35 per half bbl.; Canso herring, \$5.50 per bbl.; kippered herring, \$1 per box; Shelburne, \$2.50 per half bbl.

**FLOUR, FEED AND MEAL**—Flour shows no change, but there is a feeling favoring rather lower values. In oatmeal, new stock comes to hand very slowly. Prices are very high. Oats are high and not freely offered. Cornmeal is high, but sells quite freely. Beans are quite freely offered, and prices tend lower. Barley and peas are high, but there is only a fair demand. We quote as follows: Manitoba flour, \$4.60 to \$4.70; best Ontario, \$3.90 to \$4.00; medium, \$3.60 to \$3.70; oatmeal, \$4.50 to \$4.60; cornmeal, \$2.85 to \$2.90; middlings, \$2.2 to \$2.3; oats, 45 to 48c.; hand-picked beans, \$2.00 to \$2.10; prime, \$1.90 to \$1.95; yellow eye beans, \$2.80 to \$3.00; split peas, \$4.50 to \$4.55; barley, \$4.10 to \$4.25; hay, \$12 to \$14.

#### ST. JOHN NOTES.

The N. K. Fairbank Co. landed a car of lard for the trade this week.

J. E. Angevine, of Bowman & Angevine, is home from a short holiday.

The Delhi Canning Co. this week landed the first new peaches to be received here.

A. S. Teed, of St. Stephen, and F. P. Reid, of Moncton, were in the city during the week.

Mr. Bowlby, of Bowlby Bros., was in the city this week and called on the trade. This was Mr. Bowlby's first visit east. He was much interested, as are all our western friends, in our great rise and fall of tide.

Mr. de B. Carritte, representing Paterson-Downing & Co., New York, has taken over the Liverpool salt business formerly done by Merritt Bros. & Co., and has placed R. Max McCarty, formerly with Merritt Bros. & Co., in charge of this branch of their business.

#### MANITOBA MARKETS.

Winnipeg, October 11, 1901.

**T**HE fine weather of last week proved short-lived, and by Wednesday the threshers were once more silent, owing to heavy rain and up to date it has been impossible to resume. There is no disguising the fact that the long and heavy rains have seriously injured all of the grain that was in stock, and in many instances where stacks were not well built, it is little better. It is now admitted that Manitoba's bonanza crop is likely to net her farmers little more than an average good crop, owing to shrinkages in values from rain. In spite of these discouragements business has been good throughout the week, although collections have been slow.

**WHEAT**—Saturday's market closed at 69½c. for Fort William for No. 1 hard and 66½c. for No. 1 Northern and 62½c. for No. 2 Northern. While wheat at country points has shown small deliveries and prices have been 58c. on a standard rate (15c.) of freight, considerable damp, tough wheat has been offered and this has brought as low as 42c.

**FLOUR**—Business is good and market

#### AGENCY WANTED.

**AGENCY WANTED**—For the sole sale of Bacon and Hams for Scotland or Ireland (the latter preferred). Advertisers can give satisfactory financial references. Have sound business standing for past 25 years among wholesale trade of both countries. State terms. Box 892, Sell's Advertising Offices, London, England (43)

#### FOR SALE.

**FOR SALE**—In British Columbia; three old-established general stores, with Saw and Flour Mill, Ranch, Cattle. Satisfactory reasons for selling. Apply to Geo. S. Davison, 27 Sparks Chambers, Ottawa, (42)

## THE IMPERIAL CANNING CO.

Packers of Choice  
Fruits and Vegetables.

KINGSVILLE, ESSEX CO., ONTARIO.

## GIBSON & HILTON,

Manufacturers' Agents and  
Wholesale Commission Merchants.  
Correspondence and agencies solicited.

WINNIPEG, CANADA.

P. O. BOX 382

GOLD MEDAL, PARIS, 1900.

## Walter Baker & Co.'s

PURE, HIGH GRADE

## Cocoas and Chocolates.



TRADE-MARK.

**Breakfast Cocoa**.—Absolutely pure, delicious, nutritious, and costs less than one cent a cup.

**Premium No. 1 Chocolate**.—The best plain chocolate in the market for drinking and also for making cake, icing, ice-cream, etc.

**German Sweet Chocolate**.—Good to eat and good to drink; palatable, nutritious, and healthful.

## WALTER BAKER & CO. Ltd.

ESTABLISHED 1780.

**DORCHESTER, MASS.**

BRANCH HOUSE, 12 and 14 St. John St., MONTREAL.

TRADE-MARK ON EVERY PACKAGE.

## A "Busy" Telephone Line

is a Telephone line in use. If you receive many complaints that your line is always "Busy," it shows that while someone is talking to you someone else wants to talk to you—that your correspondence is too much for your Telephone facilities. For details apply to the local manager.

## THE BELL TELEPHONE CO. OF CANADA.



# "Imperial" Vinegar

tickles the palate—'tis not strange: people will pay more for cream than skimmed milk.

THE CHARACTER and individuality of **Imperial** are indisputed facts, sustained by the testimony of hundreds of reputable merchants. Think of it! A buyer cannot expect clear, sparkling, fine-flavored goods to be as low-priced as the vague and puzzling mixtures stenciled "vinegar."

Our sale this year is a triumph of quality over inferiority and low price. All other makers of vinegar steadily fall short of the standard we have set for them.

Remember the name—"Imperial."

THE **THISTLE** BRAND  
 ARE GUARANTEED SECOND TO NONE.  
 High-grade Tomatoes, Corn, Peas, etc.  
 Brighton Canning Co.



## Quality the Highest Price Reasonable

Although nothing has been spared to make "**KENT**" Baked Beans second to none in quality, the price remains at a reasonable figure—10c. per can. This puts them within the reach of all, and the popular price will ensure ready sales. Put up 2 dozen in a case.

THE KENT CANNING CO., LIMITED,  
 Chatham, Ont.

# WE WANT TO ARREST

YOUR attention for a moment to remind you that if you require any of the following lines we feel confident that better values or better prices cannot be secured elsewhere. Get our quotations.

## COFFEES.

Mocha, Java, Ceylon, Costa Rica, Maracaibo, Rio, Santos, etc.

## DRIED AND EVAPORATED FRUITS.

Valencia Raisins, Seedless Raisins, Currants, Figs, etc.

ALSO

## CORKS, SPICES, CREAM OF TARTAR, BAKING POWDERS.

# S. H. EWING & SONS, 96 King St., MONTREAL

firm with upward tendency, although at present prices are unchanged. We quote: Ogilvie's Hungarian Patent, \$2; Glenora Patent, \$1.85; Alberta, \$1.65; Manitoba, \$1.50; Imperial XXXX, \$1.15; Lake of the Woods, "Five Roses," \$2; Red Patent, \$1.85; "Medora," \$1.45; XXXX, \$1.15.

CEREALS—It is now generally admitted that an agreement has been arrived at among the Manitoba oatmeal mills whereby the price of rolled oats will be maintained at \$2.20 for 80-lb. sacks; \$1.12½ for 10-lb. sacks and 51½c. for 20-lb. sacks. Standard and granulated, \$2.70 for 98-lb. sacks. The quality is very fine. Split peas are in moderate demand at \$2.50; barley, pot, \$2 to \$2.40; pearl, \$3.75. Beans are decidedly lower. One house quotes them as low as \$2.25, but generally they are quoted at from \$2.35 to \$2.40. The reason for the decline seems to be that the price ran up to such exorbitant figures there were few buyers, and prices tumbled accordingly. It is quite possible there may be an advance on present figures later in the season. Cornmeal continues firm at \$1.70 to \$1.80 per 98 lb.

SUGARS—Sugars remain without change for the week although indications pointed to a possible decline in sympathy with the cut in San Francisco, but to date Canadian refiners have held firm and it would appear now as if no material change were likely to take place. We quote: Extra granulated, \$5.05; bright yellows, \$4.30; lumps, \$6.50 to \$6.75; powdered, \$6.75; extra ground, \$6.50.

SYRUPS—Nominal demand at following quotations: Glucose, 3¼ to 3½c. per lb., according to size of package; extra bright, 3 to 3½c. per lb.; medium, 2¾ to 3c.

MOLASSES—Barbados, 55 to 57½c. per gal.; Porto Rico, 45 to 46c. per gal.; New Orleans, 35 to 38c.

CANNED GOODS—The advance in vegetables is maintained and from present indications it would appear that the Syndicate intend to force prices up still further. It is questionable whether the outcome will be such as to justify an advance. Buyers here are extremely skeptical as to the result of the corner. The feeling here is that when vegetables were selling at reasonable prices, the figures were more than double what they are likely to be under existing conditions. In the meantime the large range of brands offered and the variations in quotations by the different houses make the giving of anything like a reliable scale all but impossible. In canned fruit the situation remains unchanged. A shortage in strawberries and raspberries is still reported. There is, however, no doubt in the minds of some that these goods are simply being held back for higher figures, which the knowing ones declare will never be reached.

EVAPORATED AND DRIED FRUITS—New evaporated apples arrived this week. The quality is fine; price, 11½c. Dried are offering rather more freely at 6¾ to 7c. Apricots are firm at 12½ to 13½c. Peaches are also firm at 10 to 10½ for unpeeled and 15 to 16c. for peeled. Currants have stiffened considerably and the new goods, shortly to arrive, will be higher than was anticipated last week. Receipts of new raisins are now fairly large. The price for the present remains at \$2.25 for fine off-stalk. New Hall-owee dates which are due to arrive about the end of the month will open at 6 to 6½c. per lb. New figs will hardly arrive before the second week in November. Reports indicate an especially choice crop.

RICE—Buyers are awaiting with interest reports as to the new crop. Likelihood seems to be that prices will open about the same as last year.

FISH—Small quantities of finnan had-

dies are now arriving by express and jobbing at 12½c. Bloaters are offering, but from American points, and at prices too high for buyers here. New Loch Fyne herrings are in and selling at \$1.25 for kegs and \$2.10 for firkins. Labrador herrings, in half bbls., \$3.75; sealed, 20c. per box.

GREEN FRUITS—A further shipment of British Columbia plums has been received and sold on this market. They were from the Okanagan, and came through in fair shape. Snow apples have arrived and are selling at 86; other apples, \$1 to \$1.50, according to variety and condition. Advices from Ontario indicate that there will be few more shipments of grapes to come forward and for these higher prices will be asked. Present quotations are: Concord, 27½c. per basket; Niagaras, 30c.; Rogers, 10c.; Cape Cod cranberries, \$9 per bbl.; Washington plums, \$1.25 per crate, and another week will see them pretty well cleared up. Lemons are \$5.50 to \$6 per crate; oranges slow and without change at \$5.50. New comb honey is on the market: Best white clover, \$2.40 per doz.; strained, in 6-lb. tins, 12½c.; 1 lb. glass jars, \$2.25 per doz.

BUTTER—Creamery is offering very freely; prices, 17½ to 18c. factories according to grade; dairy butter, fresh made sweet dairy is limited in supply while the demand is active. Prices range from 14 to 16c. for the best and from 13 to 10 for inferior grades.

CHEESE—A good deal has changed hands during the week and at fair prices, 8½c. for large and 9c. for small having been paid in Winnipeg.

Among the visitors in the city last week was Mr. Robert Vick, of George Vick & Sons, Orillia, Ont., millers, bakers, confectioners and pork packers. This was Mr. Vick's first visit to the West, and it was a pleasure and business trip combined.

*The best selling Tea in Canada today is*  
*Blue Ribbon Ceylon*  
*packed and sold by*  
*Blue Ribbon Tea Co.*  
*17 Front St. East - Toronto*



# Since Commencing

our business has grown satisfactorily. We try and give our customers the closest prices, and stand ready at all times to meet competition.

**DOUGLAS & RATCLIFF,**

**TORONTO.**

**USED IN THE ROYAL HOUSEHOLD**

# JAMES' "DOME" BLACK LEAD

**Annual Sales  
Exceed  
33,000,000 lbs.**



**Grand Prix  
Highest Award,  
Paris 1900.**

The extraordinary success of **CHOCOLAT-MENIER** all over the world, is rivaled by **"MENIER'S BREAKFAST COCOA."** This Cocoa is absolutely pure. Sold this year for the first time in Canada and the United States, its sale is already enormous.

Ask your wholesaler for it. If he will not supply you, write to **HERDT & CO., 180 St. James Street, Montreal, Canada.**

**A GOOD MARGIN OF PROFIT FOR THE RETAILERS.**

## TRADE IN COUNTRIES OTHER THAN OUR OWN.

## CANNED GOODS IN LONDON.

THE consumptive demand for salmon at this time of the year has been well sustained, which is not surprising when the relative value of salmon as a food is taken into consideration. Retail prices have been gradually reduced, and are now, except in a few instances, in a line with the wholesale. The market at the close is decidedly steadier for certain grades, but importers are anxious to keep prices near their present basis, and this should help consumption considerably. Although there is not at this season of the year a large consumptive demand for sardines, fine quality fish can now be bought at a price which is unlikely to be repeated later on. Fishing continues on the French coast during November, but the most reliable packers prefer to fill their contracts by the end of October, the fish after this date being more or less out of condition. Choice lobsters are in small supply and full prices are asked for the few lots still remaining on the market. There is a slight improvement in the demand for tomatoes, and valuations are rather dearer both on the spot and to arrive. Gallon apples are also more inquired for, but the high prices asked by packers for the new pack on account of the short crop is checking business.—Produce Markets' Review.

Reporting on figs, mail advices from Liverpool state: "There is a decidedly firmer tone, and although the amount of business is not large, it is in consequence of the higher demands of holders, who are confident that the position warrants a much better range of prices, which should soon be realized."

## TEA IN CEYLON.

A. Odell & Co.'s Ceylon market report under date of Colombo, September 7, says:

About 23,900 packages have been offered since our last, of which 19,640 passed the hammer at an average of 37 cents. The market remains very firm, and all fine grades were in good demand and showed an advance of 4 to 6 cents. Medium kinds remained firm at previous prices. The quality continues very good. Shipments for August to the United Kingdom were 6 million lb. and we are estimating shipments for September at 6 million lb. The chamber of commerce quote shipments from January 1 to September 2, 1901:

|                           | 1901—lb.   | 1900—lb.   |
|---------------------------|------------|------------|
| London.....               | 71,358,261 | 77,953,114 |
| Germany.....              | 298,977    | 238,762    |
| Russia.....               | 6,179,959  | 5,513,540  |
| Other Countries in Europe | 539,116    | 541,137    |
| Australia.....            | 14,181,100 | 10,488,313 |
| America.....              | 1,594,022  | 3,288,908  |
| China.....                | 2,010,779  | 911,686    |
| Africa.....               | 193,263    | 134,476    |
| Other Countries.....      | 1,133,590  | 631,881    |
| Total.....                | 97,388,167 | 99,701,825 |

## TEA TRADE FOR SEPTEMBER.

Harrison's & Crosfield's tea market report for September, in part, says: "The steady appreciation of values in the tea market during September seems to call for more than a mere passing notice. To the superficial observer an explanation is forthcoming in the resump-

tion of business up and down the country after the holiday season. But the real reason will probably be found in a careful consideration of the subjoined figures relating to available supplies. The overproduction of low-grade teas last season depressed the market from week to week until prices reached an unprecedentedly low level. Now, however, a variety of influences have combined to shorten supplies from all the producing districts simultaneously and at the same time to improve the quality. The trade have, therefore, been encouraged to secure fair working stocks, having confidence in the quality, and in the assurance that they had a steady market in front of them.

|                                                      | 1901.<br>lb. | 1900.<br>lb. |
|------------------------------------------------------|--------------|--------------|
| Exports from Calcutta,<br>April 1 to Sept 30....     | 72,999,000   | 76,030,000   |
| Exports from Colombo,<br>June 1 to Sept. 30.....     | 32,000,000   | 37,000,000   |
| Exports from China, for<br>the season to Sept. 30... | 13,200,000   | 19,500,000   |
| Total.....                                           | 118,199,000  | 132,530,000  |

## SUPPLY OF JAPAN AND CHINA TEAS.

The following shows the estimated supply of China and Japan teas for this season, with comparisons:

|              | 1901-1902.<br>lb. | 1900-1901.<br>lb. | 1899-1900.<br>lb. |
|--------------|-------------------|-------------------|-------------------|
| Green.....   | 13,000,000        | 14,684,487        | 15,614,392        |
| Japan.....   | 136,000,000       | 37,813,737        | 40,803,686        |
| Formosa..... | 14,000,000        | 16,424,143        | 14,024,378        |
| Foochow..... | 3,000,000         | 3,867,746         | 4,040,371         |
| Congou.....  | 10,000,000        | 19,150,653        | 11,392,643        |
| Total.....   | 176,000,000       | 91,940,766        | 85,907,177        |

## CURRANTS IN LONDON.

Arrivals of currants continue to be on a very small scale, only one further cargo of 800 tons, per Hector, having arrived this week. In consequence of the paucity of supply, and consequent indifferent selection, market business, so far as fruit on the spot is concerned, has been somewhat restricted, and may be expected to continue so until next week brings more liberal supplies. At the same time, duty-paid clearances show that the new fruit is being received with favor by customers. This could hardly fail to be the case, both on account of the excellent quality and reasonable price. There seems to be no probability of any heavy weight of Provincial fruit being placed on the London market for some time to come, as the greater portion of that shipped up to the present has been already disposed of in advance. It is matter for congratulation that the more or less strayed condition of the market has not been seized upon by merchants to exact high prices, which might have been the case owing to buyers finding it necessary to make immediate purchases.—Produce Markets' Review, October 5.

## CANNED GOODS IN CALIFORNIA.

A despatch from San Francisco under date of October 11, says: "If the present warm weather continues next week the tomato pack will be of unusually fine quality and ample in quantity. Canned pears are not selling as well as usual. Some outside canneries are offering 75 per cent. delivery of cling peaches. Eastern buyers are demanding full delivery on all lines. The probable output of cured

pears is estimated at less than 750 tons. Peaches are a little more than half a crop. The canned fruit market is quiet; only sorting up orders received. The year will go out with first-hand stocks lighter than any preceding year. Asparagus all placed. Peas very light.

## OPENING PRICES ON NEW DATES.

The N. Y. Journal of Commerce Tuesday last, said: "Prices on new crop Persian dates, shipment from London ex Kurdistan, due here about November 2, were made to-day by a prominent importer on the basis of 3½c. for Hallowses, 3¼c. for Khadrawees and 3c. for Sairs. Opening prices on the new crop to arrive by direct boat and due the latter end of the month have not been made, but it is expected a basis will be fixed during the week. According to the owners of the cargo the Tabaristan is believed to have passed Gibraltar on Friday, though no definite news has been received on that head. It is stated, however, the direct boat is confidently looked for at this port on or about the 23rd. A cable from Bussorah states that the Georgisttan, the second direct steamer which is now en route, brings a cargo of 99,000 boxes, composed of 46,000 boxes Hallowses, 21,000 Khadrawees and 32,000 Sair. This vessel, according to the owners, is expected to arrive in New York at about the same time as the dates transhipped via England or Continental ports. The Tabaristan will bring 66,379 boxes of Hallowses, 18,674 boxes of Khadrawees and 11,108 boxes of Sair dates, and if here when expected will make the earliest arrival of new dates."

## EARLY-CLOSING IN TORONTO.

THE proposed amendment to the Toronto by-law compelling grocery stores and butcher shops to close at 8 p.m. came up for its third reading on Monday afternoon at the meeting of the city council. Deputations representing those in favor of the amendment and those opposed to both the amendment and the present by-law, were present. The "antis" were anxious to have the matter dealt with at once and the by-law rescinded summarily. The "pros" asked that if the council were not prepared to pass the amendment that the matter be deferred for later consideration so that petitions might be prepared by both parties interested. The request of those in favor of the amendment was granted, the council agreeing to hear deputations, representing both parties, and to receive petitions re the question on Monday, October 21.

After the matter had been thus deferred in council, the "antis" held a meeting in one of the committee rooms. William Back, dry goods dealer, occupied the chair, and T. R. Dudgeon, grocer, acted as secretary. After considerable discussion it was decided, as the by-law was objectionable to them, to ask the council to rescind it entirely, and to prepare petitions signed by grocers and butchers against the by-law. It was proposed that the council be asked to submit the matter to the polls at the January elections, but it was decided not to make such a proposal as the majority of the public throughout the city was thought to be in favor of the by-law. It was also decided not to present a petition from the general public for the same reason.



October 17, 1901.

All quotations for staple products are under the direct control of the Editors, who call daily upon all the leading houses in the principal centres.

St. John,  
Halifax,

## CANNED GOODS

## CANDIED PEELS

## GREEN FRUITS

## SUGAR

|                                   |                        |
|-----------------------------------|------------------------|
| Wire nails, base.....             | .....                  |
| Cut nails, base.....              | .....                  |
| Barbed wire, per 100-lb. ....     | .....                  |
| Oiled and Annealed Wire           |                        |
| No. 9.....                        | .....                  |
| White lead, Pure.....             | .....                  |
| Linseed oil, 1 to 4 bbls., raw .. | .....                  |
| "      "      "      "            | "      "      "      " |
| "      "      "      "            | "      "      "      " |
| Turpentine, single bbls.....      | .....                  |
| Benzine, in bbls., per gal.....   | .....                  |

|                               |  |
|-------------------------------|--|
| Syrups—                       |  |
| Dark .....                    |  |
| Medium .....                  |  |
| Bright .....                  |  |
| Corn Syrup, barrel, per lb. . |  |
| “ “ ½ bbls. “ ..              |  |
| “ “ 3 gal. palls, each ..     |  |
| “ “ 2 gal. “ “ ..             |  |
| Honey .....                   |  |
| “ 25-lb. palls .....          |  |
| “ 38-lb. palls .....          |  |

Molasses—  
New Orleans .....  
Barbadoes .....  
Porto Rico.....  
Antigua .....  
St. Croix .....

## CANNED MEATS

|                                |                |
|--------------------------------|----------------|
| Comp. corn beef, 1-lb. cans .. | 2-lb. cans ..  |
| " " " " " "                    | 6-lb. cans ..  |
| " " " " " "                    | 14-lb. cans .. |
| Minced callops, 2-lb. cans ..  | 2-lb. can ..   |
| Lunch tongue, 1-lb. can ..     | 2-lb. can ..   |
| English brawn, 2-lb. can ..    | 2-lb. can ..   |
| Camp sausage, 1-lb. can ..     | 2-lb. can ..   |
| " " " " " "                    | 2-lb. can ..   |
| Soups, assorted, 1-lb. can ..  | 2-lb. can ..   |
| " " " " " "                    | 2-lb. can ..   |
| Soups and Boull., 2-lb. can .. | 6-lb. can ..   |
| Sliced smoked beef, 1/2's ..   | 1's ..         |

## FRUITS

|                            |                          |
|----------------------------|--------------------------|
| Foreign                    |                          |
| Currants, Provincials, bbl |                          |
| "                          | Fillatras, bbls.....     |
| "                          | " %-bbles.....           |
| "                          | " cases.....             |
| "                          | " %-cases.....           |
| "                          | Patras, bbls.....        |
| "                          | " %-bbles.....           |
| "                          | " cases.....             |
| "                          | " %-cases.....           |
| Amallas.....               |                          |
| Vostlzas, cases.....       |                          |
| Dates, Halloween           |                          |
| "                          | Sals.....                |
| Figs, 10-lb. boxes         |                          |
| "                          | Mats, 22-lb. boxes.....  |
| "                          | 7 cr., 22-lb. boxes..... |
| "                          | 1-lb. glove boxes.....   |
| Prunes, California, 30's   |                          |
| "                          | " 40's.....              |
| "                          | " 50's.....              |
| "                          | " 60's.....              |
| "                          | " 70's.....              |
| "                          | " 80's.....              |
| "                          | " 90's.....              |
| "                          | " 100's.....             |
| "                          | Bosnia, A's.....         |
| "                          | " B's.....               |
| "                          | " U's.....               |
| "                          | French, 50's.....        |
| "                          | " 110's.....             |
| Raisins, Fine old stalk    |                          |
| "                          | Selected.....            |
| "                          | Selected layers.....     |
| "                          | Sultanas.....            |
| "                          | California, 2-crown..... |
| "                          | " 3-crown.....           |
| "                          | " 4-crown.....           |
| "                          | " seeded, 3-cr.....      |
| "                          | Malaga, Lon. layers..... |
| "                          | Black baskets.....       |
| "                          | Blue baskets.....        |
| "                          | Dehesa clusters.....     |
| "                          | Choice clusters.....     |

## PROVISIONS

Dry Salted Meats—  
 Long clear bacon .....  
 Smoked meats— .....  
     Breakfast bacon .....  
     Rolls .....  
     Medium Hams .....  
     Large Hams .....  
     Shoulder hams .....  
     Backs .....  
     Meats out of pickle i.e. less  
 Barrel Pork—  
     Canadian heavy mess .....  
                 short cut .....  
 Plate beef .....  
 Lard, tereces, per lb. ....  
 Tubs .....  
 Palls .....

Montreal.

Toronto.

St. John  
Halifax.

|       |        |       |        |       |        |
|-------|--------|-------|--------|-------|--------|
| ..... | \$2 85 | ..... | \$2 85 | ..... | \$3 20 |
| ..... | 2 55   | ..... | 2 55   | ..... | 2 85   |
| ..... | 3 05   | ..... | 3 05   | ..... | 3 75   |
| ..... | 2 80   | ..... | 2 80   | ..... | .....  |
| ..... | 6 10   | ..... | 6 12½  | ..... | 6 80   |
| ..... | 79     | ..... | 82     | ..... | 81     |
| ..... | 82     | ..... | 85     | ..... | 87     |
| ..... | 55     | ..... | 51     | ..... | 57     |
| ..... | .....  | ..... | 16½    | ..... | 58     |

|       |       |       |       |       |    |
|-------|-------|-------|-------|-------|----|
| ..... | 1%    | ..... | 32    | ..... | 36 |
| ..... | 2%    | ..... | 35    | ..... | 38 |
| ..... | 2½%   | ..... | 37    | ..... | 38 |
| ..... | 3%    | ..... | 3½    | ..... | 36 |
| ..... | 3¼%   | ..... | 3%    | ..... | 38 |
| ..... | 3½%   | ..... | 3½    | ..... | 38 |
| ..... | 3%    | ..... | 1 50  | ..... | 38 |
| ..... | 1 40  | ..... | 1 17  | ..... | 38 |
| ..... | 1 05  | ..... | 40    | ..... | 38 |
| ..... | ..... | ..... | 1 00  | ..... | 38 |
| ..... | 1 15  | ..... | 1 40  | ..... | 38 |
| ..... | 1 40  | ..... | ..... | ..... | 38 |

|       |       |       |       |       |       |
|-------|-------|-------|-------|-------|-------|
| ..... | 1 30  | ..... | 1 10  | ..... | ..... |
| 22    | 30    | 23    | 60    | 29    | 36    |
| ..... | 29    | ..... | ..... | 24    | 28    |
| ..... | ..... | 38    | 42    | 30    | 34    |
| ..... | ..... | ..... | ..... | ..... | ..... |
| ..... | ..... | ..... | ..... | ..... | ..... |

|       |    |       |        |  |        |  |        |  |        |
|-------|----|-------|--------|--|--------|--|--------|--|--------|
| 1     | 45 |       | \$1 60 |  | \$1 65 |  | \$1 60 |  | \$1 70 |
| 2     | 70 | 2 95  | 2 85   |  | 3 00   |  | 2 80   |  | 2 90   |
| 7     | 90 | 9 60  | .....  |  | 8 25   |  | 8 75   |  | 9 25   |
| 6     | 50 | 23 00 | .....  |  | 19 50  |  | 20 00  |  | 21 00  |
| ..... |    | 2 75  | ....   |  | 2 60   |  | 2 50   |  | 2 80   |
| 3     | 00 | 3 90  | .....  |  | 3 00   |  | 3 00   |  | 3 25   |
| 6     | 00 | 7 90  | .....  |  | 7 00   |  | 5 80   |  | 6 00   |
| 2     | 40 | 2 75  | .....  |  | 2 45   |  | 2 75   |  | 2 80   |
| ..... |    | ..... | .....  |  | 2 50   |  | 2 50   |  | .....  |
| ..... |    | ..... | .....  |  | 4 00   |  | 4 00   |  | .....  |
| 1     | 15 | 1 50  | .....  |  | 1 50   |  | 1 40   |  | .....  |
| 2     | 40 | 2 45  | .....  |  | 2 20   |  | 2 25   |  | .....  |
| 1     | 75 | 2 50  | .....  |  | 1 80   |  | 1 75   |  | .....  |
| 3     | 50 | 5 55  | .....  |  | 4 50   |  | 4 25   |  | 4 50   |
| 1     | 65 | 1 70  | .....  |  | 1 65   |  | .....  |  | 2 00   |
| 2     | 75 | 3 10  | .....  |  | 2 80   |  | .....  |  | 2 25   |

|       |       |       |       |       |
|-------|-------|-------|-------|-------|
| ..... | ..... | ..... | 12    | 12½   |
| ..... | ..... | ..... | ..... | ..... |
| 5¼    | 5¾    | 7     | 7½    | ..... |
| 6½    | 7     | 7½    | 12½   | 12    |
| ..... | ..... | ..... | ..... | ..... |
| ..... | 6     | 7¾    | 8     | ..... |
| ..... | 6     | 7¾    | 8     | ..... |
| ..... | 8     | 7¾    | 7¾    | ..... |
| 7¾    | 8     | ..... | 12½   | ..... |
| 4¾    | 5     | 4     | 4½    | 3¾    |
| ..... | 4¾    | 3½    | 4     | 4     |
| ..... | 1 03  | ..... | 11    | 10    |
| 3¼    | 3¾    | 3     | 3¾    | 12    |
| 3 30  | ..... | ..... | ..... | ..... |
| 12    | ..... | ..... | ..... | ..... |
| 8½    | 8     | 8½    | 10    | 12    |
| 8¼    | 8½    | 10    | 8½    | 9     |
| 8¼    | 8     | 8½    | 7     | 8½    |
| 8     | 7¾    | 8     | 7     | 7     |
| 7¾    | 8     | 7¾    | 6½    | 7     |
| 7     | 6½    | 7     | 6     | 6½    |
| 6½    | 5     | 5½    | 5½    | 6     |
| 6     | 5½    | 6½    | ..... | ..... |
| ..... | 5     | ..... | ..... | ..... |
| ..... | 7¾    | ..... | ..... | ..... |
| ..... | 5     | ..... | ..... | ..... |
| ..... | 6½    | ..... | ..... | ..... |
| 3¼    | 3¼    | 4     | ..... | ..... |
| ..... | 6½    | 7     | 8     | 8½    |
| ..... | 6½    | 7     | 9     | 9½    |
| ..... | 7     | 7½    | 8     | 10    |
| ..... | 9     | 12    | 10    | 12    |
| 8     | ..... | ..... | 9     | 9½    |
| 5     | 10    | ..... | 9     | 9     |
| 7¾    | 5½    | ..... | 7½    | 8½    |
| 7¾    | 7     | ..... | 8½    | 9½    |
| 9½    | 10    | 11    | 10    | 10½   |
| 1 50  | ..... | 2 00  | 2 23  | 2 40  |
| ..... | ..... | 2 25  | 2 50  | 2 75  |
| ..... | ..... | ..... | 2 30  | 3 00  |
| ..... | 3 00  | 4 00  | 3 25  | 4 50  |
| 2 75  | 3 00  | 3 00  | ..... | ..... |

|       |                  |                  |                  |                  |                  |
|-------|------------------|------------------|------------------|------------------|------------------|
| ..... | 12               | .....            | 12               | .....            | .....            |
| ..... | 15               | .....            | 16               | .....            | .....            |
| ..... | 12               | 15               | 12 $\frac{1}{2}$ | 11               | 12               |
| ..... | 14               | ..               | 14               | 4                | 15               |
| ..... | 13 $\frac{1}{2}$ | .....            | 13               | .....            | .....            |
| ..... | 13               | 12 $\frac{1}{2}$ | 12               | 8                | 9                |
| ..... | 12               | .....            | 12               | .....            | .....            |
| ..... | 15               | .....            | 15               | .....            | .....            |
| ..... | 21 00            | .....            | 21 50            | 21 50            | 22 50            |
| ..... | 22 00            | 22 00            | 22 50            | 22 00            | 23 00            |
| 22 50 | 13 50            | .....            | 14 50            | 14 00            | 14 50            |
| ..... | 11 $\frac{1}{2}$ | .....            | 11 $\frac{1}{2}$ | 11 $\frac{1}{2}$ | 12               |
| ..... | .....            | .....            | 12               | 12 $\frac{1}{2}$ | 12 $\frac{1}{2}$ |
| ..... | 12 $\frac{1}{2}$ | .....            | 12 $\frac{1}{2}$ | 12 $\frac{1}{2}$ | 12 $\frac{1}{2}$ |

Exquisite Quality

Delicious Flavor

## "Christie's Assorted Sandwiches"

Chocolate  
OrangeTRY A SAMPLE TIN WITH YOUR  
NEXT ORDER — SURE TO PLEASE.Lemon  
Strawberry  
Ratiffa

CHRISTIE, BROWN &amp; CO., LIMITED TORONTO



THE DOMINION BREWERY CO., LIMITED

Brewers and Maltsters

TORONTO

Manufacturers of the Celebrated

## WHITE LABEL ALE

ASK FOR IT AND SEE THAT OUR  
BRAND IS ON EVERY CORK.

Our Ales and Porters have been examined by the best Analysts, and they have declared them Pure and Free from any Deleterious Ingredients.

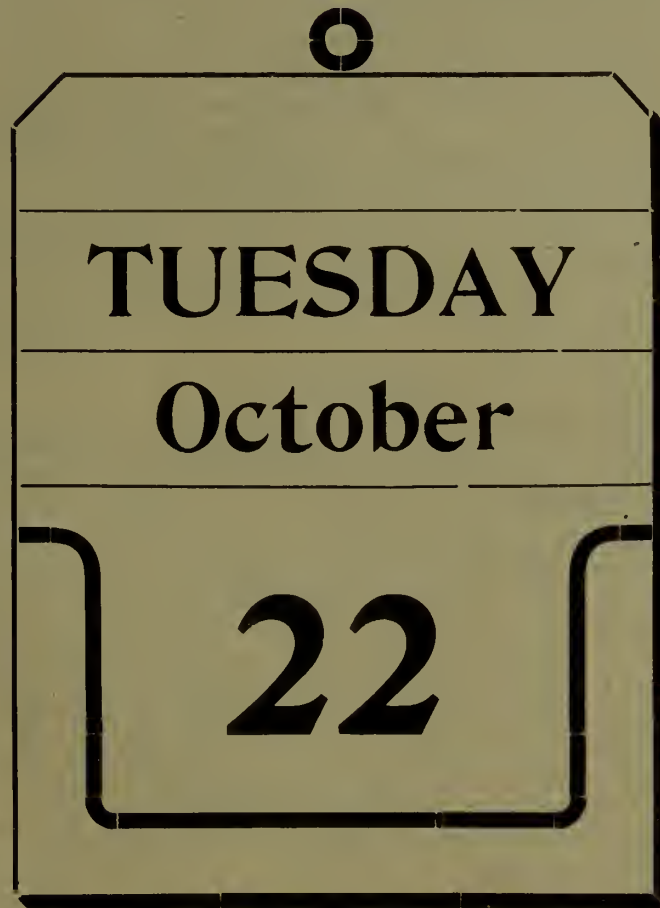
WM. ROSS, Manager.



| COFFEE                         |       | Montreal. | Toronto. | St. John,<br>Halifax. | PETROLEUM                       |       | Montreal. | Toronto. | St. John,<br>Halifax. |
|--------------------------------|-------|-----------|----------|-----------------------|---------------------------------|-------|-----------|----------|-----------------------|
| Green—                         |       |           |          |                       | Canadian water white. ....      | 14½   | 15½       | 15       | 16                    |
| Mocha.....                     | 24    | 23        | 25       | 30                    | Sarnia water white.....         | 16    | 17        | 16       | 16½                   |
| Old Government Java.....       | 27    | 22        | 25       | 30                    | Sarnia prime white.....         | 18    | 18        | 15       | 15½                   |
| Rio.....                       | 10    | 7½        | 12       | 13                    | American water white.....       | 19    | 19        | 17½      | 17½                   |
| Santos.....                    | 9½    | 10½       | 12       | 13                    | Pratt's Astral (barrels extra)  | 18½   | 19        | 17       | 18½                   |
| Plantation Ceylon.....         | 29    | 26        | 29       | 31                    | Black— TEAS                     |       |           |          |                       |
| Porto Rico.....                | 22    | 25        | 24       | 28                    | Congou—Half-chests Kalsow,      |       |           |          |                       |
| Gautemala.....                 | 22    | 25        | 24       | 26                    | Morning, Paking.....            | 13    | 60        | 12       | 60                    |
| Jamaica.....                   | 18    | 15        | 18       | 22                    | Caddies Paking, Kalsow...       | 17    | 40        | 18       | 50                    |
| Maracalho.....                 | 13    | 13        | 13       | 15                    | Indian—Darjeeling.....          | 35    | 55        | 25       | 55                    |
| NUTS                           |       |           |          |                       | Assam Pekoes.....               | 20    | 40        | 20       | 40                    |
| Brazil.....                    | 15    | 16        | 8½       | 9                     | Pekoe Souchong.....             | 18    | 25        | 18       | 25                    |
| Valencia shelled almonds.....  | 31    | 32        | 22       | 25                    | Ceylon—Broken Pekoes.....       | 35    | 42        | 35       | 42                    |
| Tarragona almonds.....         | 11½   | 12½       | 13       | 15                    | Pekoes.....                     | 20    | 30        | 20       | 30                    |
| Formegetta almonds.....        | 40    | 40        | 43       | 10                    | Pekoe Souchong.....             | 17½   | 40        | 17       | 35                    |
| Jordan shelled almonds.....    | 7½    | 8         | 9        | 10                    | China Greens—                   |       |           |          |                       |
| Peanuts (roasted).....         | 6½    | 7         | 9        | 10                    | Gunpowder—Cases, extra first    | 42    | 50        | 42       | 50                    |
| " (green).....                 | 3 00  | 3 75      | 5 50     | 4 00                  | Half-chests, ordinary firsts    | 22    | 28        | 22       | 28                    |
| Cocanuts, per sack.....        | 9½    | 10        | 60       | 70                    | Yonging Hyson—Cases, sifted     |       |           |          |                       |
| " per doz.....                 | 9½    | 10        | 12½      | 12                    | extra firsts.....               | 42    | 50        | 42       | 50                    |
| Grenoble walnuts.....          | 7     | 8         | 9        | 10                    | Cases, small leaf, firsts.....  | 35    | 40        | 35       | 40                    |
| Marhot walnuts.....            | 7     | 8         | 9        | 10                    | Half-chests, ordinary firsts    | 22    | 28        | 22       | 28                    |
| Bordeaux walnuts.....          | 9     | 10        | 11       | 11                    | " thirds.....                   | 17    | 19        | 17       | 19                    |
| Sicily filberts.....           | 10    | 12        | 13       | 14                    | " common.....                   | 13    | 14        | 13       | 14                    |
| Naples filberts.....           | 19    | 20        | 25       | 25                    | Pingauya—                       |       |           |          |                       |
| Pecans.....                    |       |           |          |                       | Young Hyson, ½-chests, firsts   | 28    | 32        | 38       | 32                    |
| Shelled Walnuts.....           |       |           |          |                       | " ½ seconds.....                | 16    | 19        | 16       | 19                    |
| SODA                           |       |           |          |                       | " Half-boxes, firsts ..         | 28    | 32        | 28       | 32                    |
| Bl-carb, standard, 112-lb. keg | 1 65  | 1 80      | 2 00     | 1 75                  | " ½ seconds.....                | 16    | 19        | 16       | 19                    |
| Sal soda, per bbl.....         | 70    | 75        | 80       | 85                    | Japans—                         |       |           |          |                       |
| Sal Soda, per keg.....         | 95    | 1 00      | 1 00     | 95                    | ½-chests, finest May pickings   | 38    | 40        | 38       | 40                    |
| Grannified Sal Soda, per lb... |       |           | 1        |                       | Choice.....                     | 32    | 36        | 33       | 37                    |
| SPICES                         |       |           |          |                       | Finest.....                     | 28    | 30        | 30       | 32                    |
| Pepper, black, ground, in kegs | 16    | 18        | 18       | 15                    | Fine.....                       | 25    | 27        | 27       | 30                    |
| " pails, boxes.....            | 14    | 17        | 19       | 16                    | Good medium.....                | 22    | 24        | 25       | 28                    |
| " in 5-lb. cans.....           | 15    | 17        | 19       | 13                    | Medium.....                     | 19    | 20        | 21       | 23                    |
| Pepper, white, ground, in kegs | 26    | 27        | 26       | 24                    | Good common.....                | 16    | 18        | 18       | 20                    |
| " pails, boxes.....            | 25    | 26        | 26       | 22                    | Common.....                     | 16    | 18        | 15       | 17                    |
| " 5-lb. cans.....              | 23    | 25        | 23       | 20                    | Nagasaki, ½-chests, Pekoe...    | 16    | 22        | .....    | .....                 |
| " whole.....                   | 19    | 25        | 22       | 20                    | " " Oolong.....                 | 14    | 15        | .....    | .....                 |
| Ginger, Jamaica.....           | 12    | 30        | 14       | 18                    | " Gunpowder.....                | 16    | 19        | .....    | .....                 |
| Cloves, whole.....             | 25    | 30        | 25       | 25                    | " Siftings.....                 | 7½    | 11        | .....    | .....                 |
| Pure mixed spice.....          | 13    | 18        | 20       | 16                    | RICE, MACARONI,                 |       |           |          |                       |
| Cassia.....                    | 25    | 24        | 25       | 20                    | SAGO, TAPIOCA.                  |       |           |          |                       |
| Cream tartar, French.....      | 28    | 25        | 30       | 25                    | Rice—Standard B.....            | 3 00  | 3 10      | 3½       | 3 25                  |
| " heat.....                    | 10    | 15        | 13       | 16                    | Paina, per lb.....              | 4 25  | 4 50      | 5        | 5                     |
| Allspice.....                  |       |           |          |                       | Japan.....                      | 4 40  | 4 90      | 5½       | 5                     |
| WOODENWARE                     |       |           |          |                       | Imperial Seeta.....             | 4 60  | 4 90      | 4½       | 5½                    |
| Pails, No. 1, 2-hoop.....      | 1 90  | 1 60      | 1 90     | 1 90                  | Extra Burma.....                | ..... | .....     | 4½       | 4½                    |
| " 3-hoop.....                  | 2 05  | 1 75      | 2 05     | 2 05                  | Java, extra.....                | ..... | 5½        | 6        | 6                     |
| " half, and covers.....        | 1 75  | 1 70      | 1 75     | 1 75                  | Macaroni, dom'ic, per lb., bulk | 5     | 6         | .....    | 7½                    |
| " quarter, jam and covers      | 1 45  | 1 20      | 1 45     | 1 45                  | " Imp'd, 1-lb. pkg., French..   | 8     | 12        | 9        | 10                    |
| " candy, and covers.....       | 2 70  | 3 20      | 3 20     | 3 20                  | " Italian.....                  | 8     | 10        | 11       | 12½                   |
| Tubs No. 0.....                | 11 00 | 8 60      | 11 00    | 11 00                 | Sago.....                       | 3½    | 4         | 4        | 4½                    |
| " 1.....                       | 9 00  | 7 00      | 9 00     | 9 00                  | Tapioca.....                    | 3½    | 4         | 4½       | 5                     |
| " 2.....                       | 8 00  | 6 25      | 8 00     | 8 00                  |                                 |       |           |          |                       |
| " 3.....                       | 7 00  | 5 85      | 7 00     | 7 00                  |                                 |       |           |          |                       |



# Memo.



**The Latest Date** on which intending Advertisers can  
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**Special Autumn Number** is indicated above.

Date of Publication **OCTOBER 25th**

## THE PROVISION TRADE.

The Markets—Frozen Hogs for England—Miscellaneous Notes.

### FROZEN HOGS FOR ENGLAND.

THE London Daily Mail states that frozen pigs are now being exported from New Zealand to be "home cured" for the British breakfast table. The explanation is that the world is short of pigs, and, as people still insist on eating pork, the shippers and curers are straining every nerve to reach the remotest parts where pig is sold. This is why England is buying bacon from Siberia, Russia, Denmark, Holland, Canada, the United States, Australia and a score more of her colonial friends and foreign rivals.

Hitherto this foreign bacon has always arrived in England already cured, and, since it is "mildly cured" to suit the British palate, a very large portion of the bacon sold to the householder is slightly tainted.

To prevent this, numerous attempts have been made to put the dead pig into ice and turn him into bacon on arrival in England. But the lowering of the temperature below 32 deg. Fahrenheit has invariably faded the flesh into a pale, unpleasant color and alienated the affections of the British matron.

Now, however, by what may be called a triumph of transit and cure, a most promising and important trade has begun between New Zealand and England. By employing the "Vecht" curing process, a New Zealand firm is shipping pigs from that distant colony, placing them in refrigerators with a temperature of 20 degrees Fahrenheit, and curing them here on the banks of the Thames with apparently perfect success.

This success is obtained by first treating the carcasses, before they leave New Zealand, by the "Vecht" curing process, which allays the action of the cold, and so sterilizes the flesh as to prevent the change which has hitherto interfered with the successful curing at home of what is grown abroad.

### SMALL LOSSES ON MEATS.

Provision dealers should watch carefully for small losses in their meat trade. The Butcher's Advocate has started a crusade against the habitual giving away of fat and bones, and refers to two cases where retail butchers were steadily losing much more money than they suspected in this way. It says: "A well-known First Avenue butcher was asked what he thought of the idea. 'It's a good one,' he said, 'and I hope to see it

succeed. Yesterday, a woman came in my shop and bought ½ lb. of bacon. She asked the man who served her for a piece of fat. He looked at me to see what to do about it, as I had been discussing The Advocate's article on the subject. I shook my head for him not to give it to her, and she paid 2c. for a piece of suet. When the boss is serving customers he doesn't give away any more than he considers necessary, but the clerks are very liberal. I give away no more fat and bones in my shop.' A Ninth Avenue butcher said: 'I am with you on the fat question, but as for bones it doesn't amount to much. About 40c. a week, probably.' We reminded him that 40c. a week amounted to over \$20 a year, and he decided to quit giving away bones."

### THE PROVISION MARKETS.

#### TORONTO.

The receipts of hogs, notwithstanding the reduction in prices on the local market for both live and dressed, have been well maintained, and prices of dressed hogs have been forced down another 50c. per cwt. Other dressed meats are unchanged in price, with a good trade doing. We quote as follows: Dressed hogs, \$8 to \$8.25 per cwt.; mutton, \$5.50 to \$6 per cwt.; lambs, 6½ to 7½c. per lb.; beef carcasses, \$7.25 per cwt. for best and \$6 to \$7 for mediums; hind quarters, 8c. for best; fore quarters, 4½ to 5½c. for best; calves, \$8.50 for best and \$6 to \$7 for mediums.

Live hogs have been reduced 25 to 50c. per cwt. in price during the week, owing to the liberal offerings, the quotation now being \$6 to \$6.25. The demand in Great Britain for Canadian provisions, particularly hams, continues keen, and prices there are well maintained. This export demand, combined with the good local trade, has prevented the accumulation of stocks on this market, and so all provisions are firmly held here. We quote: Long clear bacon, 12c. Smoked meats: Breakfast bacon, 5c.; rolls, 12½c.; small hams, 14c.; medium hams, 14c.; large hams, 13c.; shoulder hams, 12c.; backs, 15c. Barrel pork—Canadian heavy mess, \$20.50; Canadian short cut, \$22. Lard—Tierces, 11¼c.; tubs, 12c.; pails, 12¼c.

#### MONTREAL.

Although supplies are no heavier the price of hogs has sagged to \$6.50 which is the

lowest price for choice hogs on this market. Lard has declined ¼c. per lb. and pork is 50c. lower per bbl. Dealers have lost all confidence in the market. Cotto'ene is on the other hand higher by ¼c. We quote: Heavy Canadian short cut mess pork, \$22.00; Chicago clear pork, \$24.50 for heavy and \$24.00 for medium; selected heavy short cut mess pork, boneless, \$22.00 to \$22.50; hams, 13c.; bacon, 15c.; lard, pure Canadian, \$2.50 per pail; refined lard compound (Fairbank's), \$2.01 for 1 to 24 pails; \$2.00 for 25 to 49 pails; \$1.98 for 50 pails and over; Snow White and Globe compound, \$1.72½ per pail; Cottolene, 10¼c. per lb. in tierces, 11¼c. in 26-lb. pails, and 11c. in 50-lb. boxes, for Quebec.

#### ST. JOHN, N. B.

In pork, prices are rather easier, but there has been no change here. It is hard to tell what will be the outcome. Beef is firm. Lard continues to tend higher. Compound sells quite freely.

#### WINNIPEG.

The market for cured meats and lard remains firm at unchanged prices.

### PROVISION AND PRODUCE NOTES.

The assets of Joseph Plamondon, provision dealer, etc., Quebec, have been sold.

Smith, Peck & Co., produce dealers, etc., Vancouver, have been succeeded by B. N. Clark & Co.

The Petrolea Packing Co.'s factory, the erection of which is to be started shortly, is to be located on the Longhead property, Petrolea.

## EGGS, BUTTER, CHEESE, ETC.

### CONSIGNMENTS SOLICITED.

Write us when you have Eggs and Butter to offer. Cases supplied.

The J. A. McLean Produce Co., Limited,  
77 Colborne St., TORONTO.

Established 1873.

Pork Packers, Commission Merchants,  
Buyers and Exporters of

Eggs, Butter,  
Cheese, Poultry.

D. GUNN, BROTHERS & CO.  
76-78-80 Front St. E. - TORONTO.



BUY THE BEST AND DO IT  
NOW.

**REGISTERED**  
*Bow Park*  
**BRANDS**

# SWEET PICKLES

ALWAYS LEAD.

PREPARED BY

**Shuttleworth & Harris,**  
BRANTFORD, ONT.

The demand for

**REGISTERED**  
*Bow Park*  
**BRAND**  
**HAMS**

is growing every day, and we think it will pay you to handle them.

Your customers will enjoy them and you will be pleased to sell them, as they are the best in any line of goods.

**The Brantford Packing Co.**  
LIMITED  
BRANTFORD, ONT.

# HAMS

Sugar Cured,  
Bright,  
Juicy,  
Well Flavored.

There are no better  
Hams made than Fearman's  
"Star Brand."

If you have not proved  
this, send us a sample order.

**F. W. FEARMAN CO.,**

Pork Packers and  
Lard Refiners,

Limited  
Hamilton, Ont.

**THE CANADIAN PACKING CO.**  
LONDON, ONT.



GUARANTEED CHOICE AND PURE.

**GOLD MEDAL, PARIS 1900.**

Please order goods through your wholesale house

## THE NEW ZEALAND MEAT INDUSTRY.

THE following review of the New Zealand frozen meat trade during the year 1900, as condensed from The Lyttleton Times by The National Provisioner, presents an interesting as well as comprehensive report of the situation:

The variation in the price of meat had been most perplexing. Wool had dropped to very low prices, while the tallow market had not been maintained at prices proportioned to the stocks in sight. Prices of preserved meats had been very satisfactory, owing to the war, but in these, as in the lower grades of frozen meat, the country had not been able to get the full advantages, owing to there being no facilities for direct shipment. It might be interesting to review the course of the year's operations, especially in regard to meat. It would be remembered that at the close of last season London was blocked with large and late shipments of both mutton and lamb. The London salesman held the most desponding view as to the future. It was with great difficulty that sellers could induce them to hold for reasonable prices or anticipate the better prices which they saw were sure to come. Prices were improved, and continued so for some time, but as soon as large shipments reached London in the hands of irresponsible salesmen, prices fell again much below anything that was warranted, taking into account the reduced supply at this end. It was not to be wondered that prices were not regular under the circumstances, when they compared the arrivals from New Zealand in London.

Arrivals of frozen meat in London from New Zealand during 1900, were: Mutton, 1,820,515; lamb, 1,295,359; total, 3,115,877.

Frozen meat imported into the United Kingdom from Australia and River Plate during 1900:

Australia.—Mutton, 697,868; lamb, 360,900; total, 1,058,768.

A marked contrast was the regularity of shipments from the River Plate: Mutton, 2,359,629; lamb, 2,876; total, 2,362,505.

Arrivals of frozen meat in London from Canterbury during 1900, were: Mutton, 687,670; lamb, 927,457; total, 1,615,127.

Average price realized at Smithfield market: Mutton.

|                |         |
|----------------|---------|
| January.....   | 3 1-16d |
| February.....  | 3d      |
| March.....     | 3½d     |
| April.....     | 3¾d     |
| May.....       | 4½d     |
| June.....      | 5d      |
| July.....      | 4½d     |
| August.....    | 3½d     |
| September..... | 5½d     |
| October.....   | 4½d     |
| November.....  | 4½d     |
| December.....  | 4½d     |

|                |         |
|----------------|---------|
|                | Lamb.   |
| January.....   | 4½d     |
| February.....  | 4½d     |
| March.....     | 5 1-16d |
| April.....     | 5d      |
| May.....       | 5½d     |
| June.....      | 5¾d-6d  |
| July.....      | 4½d     |
| August.....    | 4 3-16d |
| September..... | 4½d     |
| October.....   | 4½d     |
| November.....  | 5½d     |
| December.....  | 5¾d     |

It was to be regretted that the departures and arrivals of the steamers were

Every grocer who desires to have the finest goods for his customers, will see that he is never without a full stock of:

**COWAN'S** Hygienic and Perfection Cocoa.  
Queen's Dessert, Royal Navy and Perfection Chocolate.

**COWAN'S** Cake Icings—Chocolate, Pink, Lemon Color and White.

**COWAN'S** Chocolate Cream Bars, Chocolate Ginger, Chocolate Wafers, etc.

ALL ABSOLUTELY PURE GOODS.

**THE COWAN CO., Limited, TORONTO**

# "TOMAHAWK"

## BRAND

# Hams and Bacon

Are rapidly cutting their way into popular favor.

The secret of their success is in their uniformly excellent quality and flavor.

Grocers and Butchers are fast recognizing these facts, and orders are correspondingly on the increase.

If you are not handling the "Tomahawk" Brand do so at once and gain the thanks of your customers.

**The Farmers' Co-Operative Packing Co.**  
of BRANTFORD, Limited.

## Our Brands Give Satisfaction.

**SUGAR-CURED HAMs,**  
**BONELESS BREAKFAST BACON,**  
**ROLL BACON, PURE LARD**

## Hot Weather Specials

READY FOR LUNCHEON:

**BOILED PORK HAMs,** **BOILED BEEF HAMs,**  
**LUNCH BEEF,** **HAM, CHICKEN and TONGUE**  
**BOLOGNA SAUSAGE,** **SAUSAGE.**

**The Park, Blackwell Co., Limited**  
**Packers and Exporters. TORONTO, CANADA.**

London Agents: Messrs. Miller Bros.  
16 Tooley St.

Liverpool Agents: Messrs. W. P. Sinclair & Co.  
12 North John St.



Subscribers wanting goods or special quotations on anything anywhere in Canada at any time, can get them by mail or wire by corresponding with **THE CANADIAN GROCER**, Toronto or Montreal.

IT doesn't matter whether it is a case of being **TOO FAT** or **TOO THIN**  
Bread, Cakes, etc., made from

## "SUPERIOR GLUTEN FLOUR"

Will restore nature to its normal condition.

Samples and prices on application to

**E. A. SHOEBOOTHAM**

CANADIAN AGENT,

St. James' Park, LONDON, Canada.



ESTABLISHED 1869

## Geo. Stanway & Co.

Brokers and  
General Commission Merchants  
Teas, Sugars, Molasses, | 46 Front St. East,  
Canned Goods | **TORONTO**

Correspondence Solicited.

## ROCK SALT FOR HORSES and CATTLE.



**TORONTO SALT WORKS**, Toronto, Ont.

NEW EXTRA CHOICE

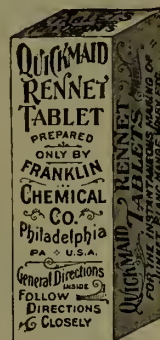
## SULTANAS

Bright, bold fruit now in store.

**WARREN BROS. & CO.**

**TORONTO.**

## QUICKMAID RENNET TABLETS



Make delicious desserts in ten minutes.

A book of recipes goes with each package.

The most reliable Rennet Tablets on the market. For sale by all wholesalers.

Retails at ———  
10 Tablets for 10 Cents.

## SLEE, SLEE & CO.,

Limited

Tower Bridge Brewery,  
LONDON, ENG.

FOR **English Malt Vinegars.**

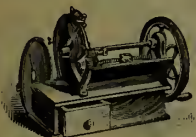
Ontario Agents

**John W. Bickle & Greening.**

HAMILTON AND TORONTO.

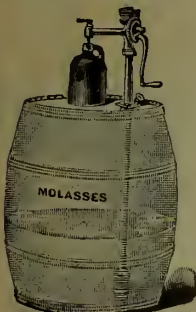
From whom Samples and Prices can be obtained.

Rotary  
Smoked Beef Shaver  
with Patented  
Self-Sharpening Device



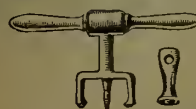
No. 125, 2 Blades, \$18.00  
No. 129, 1 Blade, 18.00

Self-Priming and  
Measuring Pump



No. 97, \$5.50

Auger for above Pump



No. 97, 60 cents

## "ENTERPRISE"

### Rapid Grinding and Pulverizing Mill

Fitted with General Electric Co's. 1/2 H. P. Motor

The Machine is self-contained and is ready for connection to feed wire as shipped from factory

Will be furnished with Motor suitable for all conditions as to Current, Voltage, etc.

### GRINDING CAPACITY

#### FAST SPEED

Granulating 3 pounds of Coffee per minute

#### SLOW SPEED

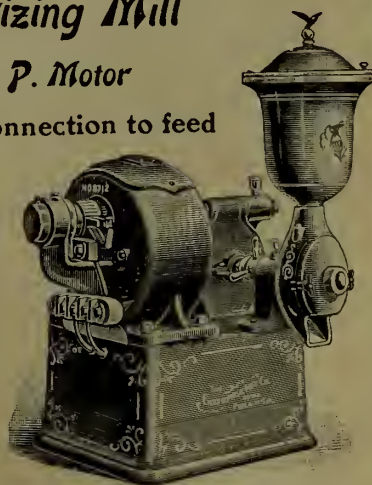
Granulating 2 pounds of Coffee per minute

Pulverizing 1-2 pound of Coffee per minute

Can be regulated for Fine or Coarse Grinding while Mill is running

Pulverizing Grinders furnished only when so ordered

Illustrated Catalogue Mailed FREE. Order from your Jobber



No. 8712

Height, 30 inches. Width, 18 inches.  
Length, 22 inches. Weight, 250 lbs.

Capacity of Iron Hopper  
4 lbs. of Coffee

PRICE ON APPLICATION

*The Enterprise Manufacturing Co. of Pa.*

*Philadelphia, Pa., U. S. A.*



not better regulated, but it must be borne in mind that nearly all growers showed extreme impatience if their stock was not shipped straight away after being frozen, and without regard to the requirements of the market. They would notice how much care was required to work in between these extreme prices and bring out satisfactory results. There was no country or part of any country that is so well adapted as Canterbury for maintaining regular trade in mutton and lamb. While a large number of farmers considered that they should have a free hand to ship when and to whom they like, regardless of the effect on the market, or how it would effect their own or their neighbor's returns, there would not be much chance of regular prices. Fortunately the prices at the worst being spread over a large number of producers did not mean a serious item of loss individually. It was, however, disappointing that in a trade which lends itself to thorough organization better results are not attained. There was no doubt that the failure of the turnip crop greatly reduced the quantity of stock usually available, especially of mutton. There was no doubt that far too much mutton was exported towards the end of 1899, and it would have paid better to have kept more of the wethers in the country. It was doubtful whether they exported too many lambs, and the result of the year's demand in London seemed to show that if the arrivals had been somewhat more regular, the large quantity could have been taken up at satisfactory prices. A question of vital importance was, could we keep up the supply? And in this connection it was to be regretted that the Government stock returns were not available at an earlier date, and, further, that the Government did not take steps to ascertain the results of the season's lambing, so that the figures could be available before the farmer disposed of his lambs and bought his ewes and store sheep. Dealing with the stock returns for 1900, now available, it was found that the stud flocks and merino flocks had been fully maintained and showed a slight increase for the whole of New Zealand. Cross-bred flocks, which more immediately affect the freezing industry, were as follows:

|                                                 | Increase. | Decrease. |
|-------------------------------------------------|-----------|-----------|
| Total N. Z. cross-bred wethers, 1899.....       | 193,662   |           |
| Total N. Z. cross-bred wethers, 1900.....       | 532,967   |           |
| Total N. Z. cross-bred breeding ewes, 1899..... | 262,689   |           |
| Total N. Z. cross-bred breeding ewes, 1900..... | 592,664   |           |
| Total N. Z. dry ewes 1899.....                  | 61,749    |           |
| Total N. Z. dry ewes, 1900.....                 | 591,228   |           |
| Total N. Z. lambs, 1899.....                    | 695,596   |           |
| Total N. Z. lambs, 1900.....                    | 123,168   |           |

#### IN CANTERBURY—MARLBOROUGH DISTRICT.

|                                     |         |
|-------------------------------------|---------|
| Cross-bred wethers, 1899.....       | 118,817 |
| Cross-bred wethers, 1900.....       | 288,660 |
| Cross-bred breeding ewes, 1899..... | 58,165  |
| Cross-bred breeding ewes, 1900..... | 218,341 |
| Dry ewes, 1899.....                 | 1,014   |
| Dry ewes, 1900.....                 | 158,829 |
| Lambs, 1899.....                    | 324,868 |
| Lambs, 1900.....                    | 93,932  |

The total sheep in New Zealand on April 30, 1900, was 19,355,195. Of these

10,341,625 were ewes, 5,276,811 were lambs, 3,736,759 were wethers and rams. It was apparent that breeders were alive to the importance of increasing their ewe flocks, and as many run-holders were laying themselves out to carry more ewes, and fewer dry sheep, a still greater increase in breeding ewes, with a correspondingly large increase in the whole flocks, might be expected. When it is considered that there were in the colony 7,930,872 cross-bred breeding ewes, an increase of 592,664 on the previous year, while in Canterbury and Marlborough there were 2,157,897, an increase of 218,341 on the previous year, it was fully justifiable to anticipate more lambs in Canterbury than in any previous year, and that any shortage would be overtaken. Given a favorable season, the exports should be fully up to last year. There was also a large supply of ewes from which farmers could draw their supplies, and it was doubtful whether it was wise or profitable for the small farmer to do anything else than turn off his stock as soon as he could find a profitable market, leaving it to the larger holders to supply him with ewes. Canterbury, from its peculiar and special advantages of climate, had become the great fattening and finishing ground of the colony. Other districts could breed as good sheep and lambs, and it should be their aim to get as many of these as possible. It was satisfactory to note that the freezing industry had proved such a boon to the farmers, and at the present time they were obtaining high prices for their lambs. But this was not without a considerable element of danger. Less suitable districts might be tempted into the trade, while there was always a risk of diminishing consumption. Either of these meant lower prices.

Before the freezing industry was started in the country they tried boiling down; then they tried tanning, but that took too much labor and money. The freezing business had been a success, and had given employment, not only to people in Canterbury, but to every seaport in New Zealand, and had done more for the colony than any Government that had sat on the benches at Wellington.

#### RUNNING DAY AND NIGHT.

Morse Brothers' immense factory is running nights to supply the demand for "Rising Sun" Stove Polish and "Sun Paste" Stove Polish. The output of these works is something tremendous, and the popularity of the goods is well deserved. The quality of the "Sun Paste" Stove Polish places it in the very first rank with the well-known and reliable "Rising Sun" Stove Polish. With 40 years' experience in the business and special facilities on a vast scale, The Morse Brothers are enabled to put up their goods in large packages and give quality at the same time. The "Sun Paste" is guaranteed to the trade. The dealers find it pays to push these goods.

#### BACK FROM EUROPE.

After spending three months in Europe, Mr. and Mrs. P. C. Larkin, accompanied by their daughter, have arrived in New York, where they will spend a few days before returning home to Toronto.

## Enterprise

RENOVATOR.

The perfect carpet and clothes cleaner.

Grocers: Send for our special offer.

ENTERPRISE SPECIALTY CO.,

83 Bay Street, TORONTO.

We are not afraid to compare

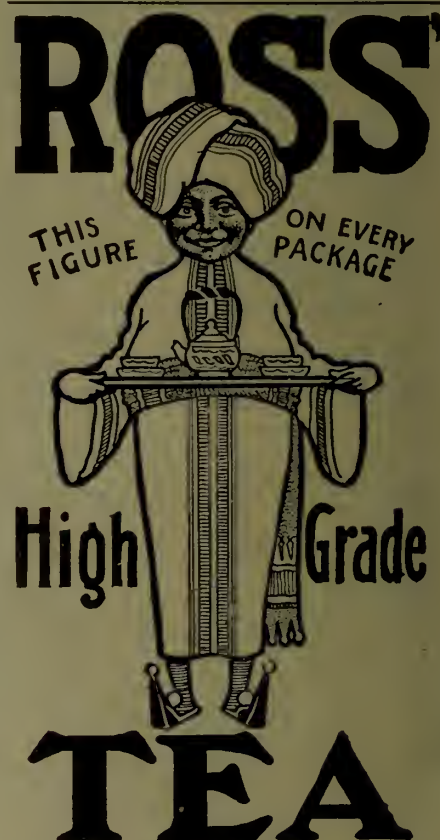
N. & B.

## JELLY POWDER

with any on the market. We will send you a sample package and let you be the judge. Ask for it.

NICHOLSON & BROCK

TORONTO.



There is no question about Ceylon Teas being the **BEST**, but grocers should be careful not to sell teas marked Ceylon and adulterated with inferior teas.

**ROSS' HIGH-GRADE** is, without exception, the only pure Ceylon tea on the Canadian market. For your own edification inquire into this.

THE ROSS TEA CO., - - TORONTO.



# CEYLON AND INDIA TEA

## BLACK

The merit of the **Black Teas** has established them high in popular estimation. They are drunk wherever the English language is spoken. They follow the flag and drive out less meritorious growths.

## OR

But some consumers are wedded to light drawing kinds, with pale liquor and without the full body and richness of the black kinds.

## GREEN

The **Green Teas** of Ceylon and India are made expressly for this trade. In Make, Quality and Price they challenge comparison with other growths.

They are grown, prepared and packed with the same skill by the British Planters who have revolutionized the black tea trade.

They have caught on in Canada and are no longer in the experimental stage. Try them.





CANADIAN ADVERTISING is best done by THE  
E. DESBARATS ADVERTISING AGENCY  
MONTREAL

Mediterranean Fruits  
Granulated and Raw Sugars  
Molasses and Syrups, Glucose, Etc.

Excelsior Macaroni  
White Castile Soap

C. A. CHOUILLOU & CIE.  
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## "Chief Keokuk"

Pickles and Condiments.

## "Montrose"

Tomatoes, Peas and Vegetables.

SOLD ON THEIR MERITS.

KEOKUK PICKLE CO.

KEOKUK, IOWA, U.S.A.



## CLOTHES PINS...

Selected and full count, in  
packages of 4 doz.—6 doz.  
—12 each to a case.

This makes a very attractive  
shelf display line. Also in  
cases of 5 gross, large and  
small sizes. Ask for quotations.

BOECKH BROS. & COMPANY,  
TORONTO.

Manufactured by  
WM. CANE & SONS MFG. CO.,  
NEWMARKET. Limited.

Hugh Walker & Son, Wholesale Fruit Importers, Guelph, Ont.

- DIRECT IMPORTERS OF -

## Fancy and Domestic Fruits.

OUR SPECIALTIES

Fancy Oranges, Lemons, Malaga Grapes, Cape Cod Cranberries.

Special Attention to Mail and Telephone Orders.

**GRIMBLE'S** English Malt  
Six GOLD Medals **VINEGAR**

GRIMBLE & CO., Limited, London, N.W., Eng.



## Our Worcestershire Sauce

makes a permanent customer whenever sold. It  
has the flavor and is made of the finest materials.  
Packed 3 dozen in a case.

SOLD BY ALL WHOLESALE GROCERS. Try It.

The Capstan Mfg. Co., - Toronto.



Almost Sold

—What with our advertising, our free cook  
books, our show cards, and the handsome  
appearance of our packages, you can know  
that there is no better seller than

## Dwight's Cow Brand Soda

Don't let your stock run too low!

JOHN DWIGHT & CO.,  
34 Yonge St., TORONTO.

Agencies in all leading centres.

## LICORICE..

We manufacture everything in the Licorice line carried by the Gro-  
cery, Drug and Confectionery trades. We might mention—Y. & S. Stick  
Licorice, plain and corrugated; Acme Licorice Pellets; Y. & S. Licorice  
Lozenges, in cans or glass jars; A B C Blocks; Purity & Dulce Brand one  
cent sticks; Bundled Licorice Root; Small Cigars, 300 to box, etc. In PLI-  
ABLE LICORICE, Triple Tunnel Tubes, Mint Puff-Straps, Navy Plugs and  
Golf-Sticks 100 to box; Blow Pipes 200 and 300 to box; Manhattan  
Wafers, 2 1/2 lb. boxes; Curved Stem Pipes, 200 to box. Write for illustrated  
catalogue.

YOUNG & SMYLLIE

Established 1845.

BROOKLYN, N.Y.



## ALWAYS BE PREPARED

to supply your customers with our

# TEA ROSE DRIPS



## FANCY SYRUP.

The price is right, reasonable, and will be readily paid by those who desire a syrup that's really very delicious. It is decidedly the best and only kind for you to sell your customers. It is put up in very attractive tins. For sale by all wholesale dealers.

PUT UP BY

Imperial Maple Syrup Co., Limited

88 Grey Nun Street, MONTREAL

# Southwell's

## Jams, Jellies, —AND— Marmalade



are all the Highest Grade, and  
made from

Ripe, Sound Fruit.

WRITE FOR PRICE LIST.

FRANK MAGOR &amp; CO.

16 St. John St., MONTREAL.

DOMINION AGENTS.

## Current Market Quotations for Proprietary Articles

October 17, 1901.

Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy. The editors do not supervise them. If a change is made, either an advance or decline, it is referred to in the market reports, as a matter of news, whether manufacturers request it or not.

## BAKING POWDER.

| Cook's Friend—                     |    |      |
|------------------------------------|----|------|
| Size 1, in 2 and 4 doz. boxes..... | \$ | 2 40 |
| " 10, in 4 doz. boxes.....         |    | 2 10 |
| " 2 in 6 " .....                   |    | 80   |
| " 12, in 6 " .....                 |    | 70   |
| " 3, in 4 " .....                  |    | 45   |
| Pound tins, 3 doz. in case.....    |    | 3 00 |
| 12oz. tins, 3 " " .....            |    | 2 40 |
| 9oz. tins, 4 " " .....             |    | 1 10 |
| 5lb. tins, 1/2 " " .....           |    | 4 00 |

## Diamond—

W. H. GILLARD &amp; CO.

|                               |          |      |
|-------------------------------|----------|------|
| lb. tins, 2 doz. in case..... | per doz. | 2 00 |
| 1/2 lb. tins, 3 " " .....     |          | 1 25 |
| 1/4 lb. tins, 4 " " .....     |          | 0 75 |

## IMPERIAL BAKING POWDER.

| Cases Contain. | Sizes of Cans. | Per Doz. |
|----------------|----------------|----------|
| 4 doz.         | 10c.           | \$0 85   |
| 3 " "          | 6-oz.          | 1 75     |
| 2 and 3 doz.   | 12-oz.         | 3 40     |
| 2 and 13 doz.  | 16-oz.         | 4 35     |
| 1 doz.         | 2 1/2-lb.      | 10 40    |
| 1/2 and 1 doz. | 5-lb.          | 19 50    |

## MAGIC BAKING POWDER.

| Cases Contain. | Sizes of Cans. | Per Doz. |
|----------------|----------------|----------|
| 4 doz.         | 4-oz.          | \$0 65   |
| 4 " "          | 6-oz.          | 0 80     |
| 4 " "          | 8-oz.          | 1 00     |
| 4 " "          | 12-oz.         | 1 50     |
| 4 " "          | 16-oz.         | 1 80     |
| 1 " "          | 2 1/2-lb.      | 4 50     |
| 1 " "          | 5-lb.          | 7 75     |

## JERSEY CREAM BAKING POWDER.

|                               |      |
|-------------------------------|------|
| 1/2 size, 5 doz. in case..... | 40   |
| 1/4 size, 4 doz. in case..... | 75   |
| 1/2 " 3 " " .....             | 1 25 |
| 1 " 2 " " .....               | 2 25 |

## BLACKING.

## SHOE POLISH.

HENRI JONAS &amp; Co. Per gross.

|                         |        |
|-------------------------|--------|
| Jonas' .....            | \$9 00 |
| Froments .....          | 7 50   |
| Military dressing ..... | 24 00  |

## BLUE.

|                                        |        |
|----------------------------------------|--------|
| Keen's Oxford, per lb.....             | \$0 17 |
| In 10 box lots or case .....           | 0 16   |
| Reckitt's Square Blue 12-lb. box.....  | 0 17   |
| Reckitt's Square Blue, 5 box lots..... | 0 16   |

## BLACK LEAD.

|                                                                              |      |
|------------------------------------------------------------------------------|------|
| Reckitt's per box .....                                                      | 1 15 |
| Box contains either 1 gro., 1 oz.<br>size; 1/2 gro., 2 oz. or 1/4 gro. 4 oz. |      |

## CORN BROOMS

| BOECKH BROS & COMPANY doz. net     |      |  |
|------------------------------------|------|--|
| Bamboo Handles, A, 4 strings ..... | 4 35 |  |
| " " B, 4 strings .....             | 4 10 |  |
| " " C, 3 strings .....             | 3 85 |  |
| " " D, 3 strings .....             | 3 60 |  |
| " " F, 3 strings .....             | 3 35 |  |
| " " G, 3 strings .....             | 3 10 |  |
| " " I, 3 strings .....             | 2 85 |  |

## BISCUITS.

CARR &amp; CO., LIMITED.

Frank Magor &amp; Co., Agents.

|                                                                                   |          |
|-----------------------------------------------------------------------------------|----------|
| Cafe Noir.....                                                                    | 0 15     |
| Ensign .....                                                                      | 0 13 3/4 |
| Metropolitan mixed .....                                                          | 0 09     |
| Special price list of Fancy Tins for Xmas<br>trade and other lines on application |          |

## CANNED GOODS.

## MUSHROOMS.

HENRI JONAS &amp; Co.

|                           |         |
|---------------------------|---------|
| Mushrooms, Rionel .....   | \$15 50 |
| " 1st choice Duthell..... | 18 50   |
| " 1st choice Lenoir ..... | 19 50   |
| " extra Lenoir .....      | 24 00   |
| Per case, 100 tins.       |         |

## FRENCH PEAS—DELOREY'S

HENRI JONAS &amp; Co.

|                      |        |
|----------------------|--------|
| Moyen's No. 2.....   | \$9 00 |
| " No. 1.....         | 10 50  |
| 1/2 Fins.....        | 12 50  |
| Fins .....           | 14 00  |
| Tres fins.....       | 15 00  |
| Extra fins .....     | 16 50  |
| Sur extra fins ..... | 18 00  |

## FRENCH SARDINES.

HENRI JONAS &amp; Co.

|                       |        |
|-----------------------|--------|
| 1/2 Trefavenne.....   | \$9 50 |
| 1/2 Rolland.....      | 9 50   |
| 1/2 Delory .....      | 10 50  |
| 1/2 Club Alpines..... | 12 50  |

## CHOCOLATES &amp; COCOAS.

|                                         |          |
|-----------------------------------------|----------|
| Epps's cocoa, case of 14 lbs., per lb.. | 0 35     |
| Smaller quantities .....                | 0 37 1/2 |

## CADBURY'S.

Frank Magor &amp; Co., Agents per doz.

|                                          |          |
|------------------------------------------|----------|
| Cocoa essence, 3oz. packages .....       | \$1 65   |
| Vanilla, 1/2 lb. boxes .....             | 0 42     |
| Mexican chocolate, 1/4 and 1/2 lb. pkgs. | 0 40     |
| Rock Chocolate, loose.....               | 0 40     |
| " 1-lb. tins.....                        | 0 42     |
| Nibs, 1-lb. tins.....                    | 0 35 1/2 |

## Chocolate—FRY'S.

|                                    |      |
|------------------------------------|------|
| Caracac, 1/2 lb. boxes .....       | 0 42 |
| Vanilla, 1/2 lb. boxes .....       | 0 42 |
| " Gold Medal" Sweet, 1/2 lb. boxes | 0 29 |
| Pure, unsweetened, 1/2 lb. boxes   | 0 42 |
| Fry's "Diamond," 1/2 lb. boxes     | 0 23 |
| Fry's "Monogram," 1/2 lb. boxes    | 0 24 |

## Cocoa—

|                             |          |              |
|-----------------------------|----------|--------------|
| Concentrated, 1/2 lb. boxes | per doz. | 2 40         |
| " 1 lb. " "                 |          | 4 50         |
| " 1 lb. " "                 |          | 8 25         |
| Homoeopathic, 1/2 lb. boxes |          | 14 lb. boxes |
| " 1/2 lbs. 12 lb. boxes     |          |              |

JOHN P. MOTT &amp; CO.'S.

R. S. McIndoe, Agent, Toronto.

|                                        |         |           |
|----------------------------------------|---------|-----------|
| Mott's Broma .....                     | per lb. | 0 31      |
| Mott's Prepared Cocoa.....             |         | 0 28      |
| Mott's Homeopathic Cocoa (1/2 lb.).... |         | 0 32      |
| Mott's Breakfast Cocoa (in tin) .....  |         | 0 40      |
| Mott's No. 1 Chocolate.....            |         | 0 30      |
| Mott's Breakfast Chocolate.....        |         | 0 23      |
| Mott's Caracac Chocolate.....          |         | 0 40      |
| Mott's Diamond Chocolate.....          |         | 0 21      |
| Mott's French-Can. Chocolate.....      |         | 0 18      |
| Mott's Navy or Cooking Chocolate.....  |         | 0 28      |
| Mott's Cocoa Nibs.....                 |         | 0 35      |
| Mott's Cocoa Shells.....               |         | 0 05      |
| Vanilla Sticks, per gross.....         |         | 0 90      |
| Mott's Confectionery Chocolate.....    |         | 0 21      |
| Mott's Sweet Chocolate Liqueurs.....   |         | 0 19 0 30 |

## THE COWAN CO., LIMITED.

Cocoa—

|                                                                                    |        |
|------------------------------------------------------------------------------------|--------|
| Hygienic, 1-lb. tins, per doz ..                                                   | \$7 21 |
| " 1/2-lb. tins " .....                                                             | 3 75   |
| " 1/4-lb. tins " .....                                                             | 2 25   |
| " fan y tins " .....                                                               | 6 91   |
| Hygienic, 5-lb. tins, for sod water<br>fountains, restaurants etc. per<br>lb. .... | 0 55   |
| Perfection, 1/2-lb. tins, per doz.                                                 | 3 00   |
| Cocoa Essence sweet, 1/2-lb. tins,<br>per doz.....                                 | 2 25   |

## Chocolate—

|                                            |         |        |
|--------------------------------------------|---------|--------|
| Queen's Desert, 1/4 lb. and 1/2 lb. boxes  | per lb. | \$1 40 |
| " 1/2 lb. boxes .....                      |         | 0 42   |
| Mexican Vanilla, 1/2 lb. and 1/2 lb. boxes |         | 0 50   |
| Royal Navy Rock " " .....                  |         | 0 30   |
| Diamond " " .....                          |         | 0 25   |
| " 1/2 lb. boxes .....                      |         | 0 23   |

W. L. BAKER &amp; CO., LIMITED.

per lb.

|                                                       |    |      |
|-------------------------------------------------------|----|------|
| Premium No. 1 chocolate, 2-lb. boxes                  | \$ | 38   |
| Vanilla chocolate, 1-lb. boxes                        |    | 47   |
| German sweet, 6-lb. boxes.....                        |    | 27   |
| Best cocoa, 1/2-lb. tins, plain; 6-lb.<br>boxes ..... |    |      |
| Cracked cocoa, 1/2-lb. pkg., 1-lb. boxes              |    | 35   |
| Caracac sweet chocolate, 6-lb. boxes                  |    | 37   |
| Soluble chocolate (hot or cold soda)                  |    |      |
| 1-lb. can.....                                        |    | 43   |
| Vanilla chocolate wafers, 48 to box,<br>per box ..... |    | 1 56 |



# Edwardsburg Silver Gloss Starch.

Your idea may be that all starch is starch and that your customers won't detect even a slight difference in quality. You may think that because there is a cent or two extra profit on "Mushroom" brands (that come and go), you can retain the confidence of your trade—it doesn't pay to trifle with the confidence that a customer has in you and your goods.

Edwardsburg Silver Gloss Starch is as staple as flour. In the name there is the fame of nearly half a century. In the making there is the skill of long experience combined with honesty of purpose and unequalled manufacturing facilities. Edwardsburg Silver Gloss Starch represents the highest type of perfection there is or can be in starch. Kegs of 100-lbs.—handsome enamelled horse-shoe tins holding 6-lbs.—handsome 1-lb. packages that give a touch of life and color and "go" to a grocer's shelves.

## Edwardsburg Starch Co'y, Limited Established 1858.

164 St. James Street,  
Montreal.

Works,  
Cardinal, Ont.

53 Front Street East,  
Toronto.

# DUNN'S PURE MUSTARDS

GIVE UNBOUNDED SATISFACTION.

The reason is—They are profitable to dealers and satisfying to consumers.

### CHEESE.

|                                    |        |
|------------------------------------|--------|
| Imperial—Large size jars, per doz. | \$8 25 |
| Medium size jars                   | 4 50   |
| Small size jars                    | 2 40   |
| Individual size jars               | 1 00   |
| Imperial Holder—Large size         | 18 00  |
| Medium size                        | 15 00  |
| Small size                         | 12 00  |
| Roquefort—Large size, per doz.     | 2 49   |
| Small size                         | 1 40   |
| Paragon—Large size, per doz.       | 8 25   |
| Medium size                        | 4 50   |
| Small size                         | 2 40   |
| Individual size                    | 1 00   |

### COFFEE

|                           |       |
|---------------------------|-------|
| JAMES TURNER & CO. per lb |       |
| Mexico                    | 0 32  |
| Damascus                  | 0 28  |
| Calvo                     | 0 20  |
| Sirdar                    | 0 17  |
| Old Dutch Rio             | 0 12½ |

### CLOTHES PINS

|                                                      |      |
|------------------------------------------------------|------|
| BOEKH BROS. & CO.                                    |      |
| Clothes Pins (full count), 5 gross in case, per case | 0 55 |
| 4 doz. packages (12 to a case)                       | 0 70 |
| 6 doz. packages (12 to a case)                       | 0 90 |

### COUPON BOOK—ALLISON'S.

For sale in Canada by—The Eby, Blain Co., Limited, Toronto. C. O. Beauchemin & Fils, Montreal

\$1, \$2, \$3, \$5, \$10 and \$20 books.

|                                                  | Un-<br>covered. | Covers and<br>num-<br>bered. | Coupons<br>numbered. |
|--------------------------------------------------|-----------------|------------------------------|----------------------|
| In lots of less than 100 books, 1 kind assorted. | 4.              | 4½c.                         |                      |
| 100 to 500 to 1,000                              | 3½c.            | 4.                           |                      |
|                                                  | 3c.             | 3½c.                         |                      |

### Allison's Coupon Pass Book.

|              |               |
|--------------|---------------|
| \$1 00 books | 3 cents each  |
| 2 00 books   | 3 cents each  |
| 3 00 books   | 3 cents each  |
| 5 00 books   | 4 cents each  |
| 10 00 books  | 5½ cents each |
| 15 00 books  | 6½ cents each |
| 20 00 books  | 7½ cents each |
| 25 00 books  | 8 cents each  |
| 50 00 books  | 12 cents each |

### EXTRACTS.

#### HENRI JONAS & Co. Per gross.

|                             |        |
|-----------------------------|--------|
| 8 oz. London Extracts       | \$6 00 |
| 2 oz. " (no corkscrews)     | 5 50   |
| 2 oz. " "                   | 9 00   |
| 2 oz. Spruce essence        | 6 00   |
| 2 oz. " "                   | 9 00   |
| 4 oz. Anchor extracts       | 12 00  |
| 1 oz. " "                   | 21 00  |
| 1 oz. " "                   | 36 00  |
| 1 lb. " "                   | 70 00  |
| 1 oz. Flat                  | 9 00   |
| 2 oz. Flat, bottle extracts | 13 00  |
| 2 oz. Square                | 21 00  |
| 4 oz. " (cooked)            | 36 00  |
| 8 oz. " "                   | 72 00  |

|                                    |          |
|------------------------------------|----------|
| 8 oz. " glass stop extracts        | Per doz. |
| 8 oz. " "                          | 3 50     |
| 2½ oz. Round quintessence extracts | 2 00     |
| 4 oz. Jockey decanters             | 3 50     |

### FOOD.

|                                     |      |
|-------------------------------------|------|
| Robinson's Patent Barley ½ lb. tins | 1 25 |
| " " 1 lb. tins                      | 2 25 |
| " " Groats, ½ lb. tins              | 1 25 |
| " " 1 lb. tins                      | 2 25 |

### GILLETT'S POWDERED LYE.

|                |        |
|----------------|--------|
| 4 doz. in case | \$3 60 |
|----------------|--------|

### JAMS AND JELLIES.

#### SOUTHWELL'S GOODS. per doz.

Frank Magor & Co., Agents.

|                       |      |
|-----------------------|------|
| Orange Marmalade      | 1 50 |
| Clear Jelly Marmalade | 1 80 |
| Strawberry W. F. Jam  | 2 00 |
| Raspberry " "         | 2 00 |
| Apricot " "           | 1 75 |
| Black Currant " "     | 1 85 |
| Other Jams, W. F.     | 1 55 |
| Red Currant Jelly     | 2 75 |

#### T. UPTON & CO.

|                                           |        |
|-------------------------------------------|--------|
| 1-lb. glass jars 2 doz. in case, per doz. | \$1 00 |
| 5-lb. tin pails, 8 pails in case, per lb  | 0 06½  |
| 7-lb. wood pails, 6 " "                   | 0 06½  |
| 14-lb. wood pails, per lb                 | 0 06½  |
| 30-lb. " "                                | 0 06½  |

#### Jellies—

|                            |        |
|----------------------------|--------|
| 1-lb. glass jars, per doz. | \$1 00 |
| 7-lb. wood pails, per lb.  | 0 06½  |
| 14-lb. " "                 | 0 06½  |
| 30-lb. " "                 | 0 06½  |

### LICORICE.

|                                                    |        |
|----------------------------------------------------|--------|
| YOUNG & SMYTH'S LIST.                              |        |
| 5-lb. boxes, wood or paper, per lb.                | \$0 40 |
| Fancy boxes (36 or 50 sticks) per box              | 1 25   |
| " Ringed " 5 lb. boxes, per lb.                    | 0 40   |
| " Aome " Pellets, 5 lb. cans, per can.             | 2 00   |
| " Aome " Pellets, fancy boxes (40) per box         | 1 50   |
| Tar, Licorice and Tolu Wafers, 5 lb. cans, per can | 2 00   |
| Licorice Lozenges, 5 lb. glass jars                | 1 75   |
| " " 20 5 lb. cans                                  | 1 50   |
| " Purify " Licorice 10 sticks                      | 1 45   |
| " " 100 sticks                                     | 0 73   |

### MINCE MEAT.

|                                    |         |
|------------------------------------|---------|
| Wetley's Condensed, per gross, net | \$12 00 |
| per case of doz., net.             | 3 00    |

### MUSTARD.

|                               |        |
|-------------------------------|--------|
| COLMAN'S OR KEENE'S           |        |
| D. S. F. ¼ lb. tins, per doz. | \$1 40 |
| " ½ lb. tins, " "             | 2 50   |
| " 1 lb. tins, " "             | 5 00   |
| Durham, 4 lb. jars, per jar   | 0 75   |
| " 1 lb. " "                   | 0 25   |
| F. D. ¼ lb. tins, per doz.    | 0 85   |
| " ½ lb. tins                  | 1 45   |

### JONAS' FRENCH MUSTARDS

|                              |            |
|------------------------------|------------|
| HENRI JONAS & Co. Per gross. |            |
| Pony size                    | \$7 50     |
| Imperial, medium             | 9 00       |
| Imperial, large              | 12 00      |
| Tumblers                     | 12 00      |
| Mugs                         | Per gross. |
| Plnt jars                    | 13 20      |
| Quart jars                   | 18 00      |
|                              | 24 00      |

### MATCHES.

|                                  |        |
|----------------------------------|--------|
| Eddy's Telegraph, 5-case lots    | \$1 00 |
| " single cases                   | 4 20   |
| Imperial, 5-case lots            | 3 90   |
| " single cases                   | 4 10   |
| Eagle Parlors, 200s, 5-case lots | 1 60   |
| " single cases                   | 1 70   |
| " 100s, 5-case lots              | 1 80   |
| " single cases                   | 1 90   |
| Victoria Parlors, 5-case lots    | 2 90   |
| " single cases                   | 3 10   |

### ORANGE MARMALADE.

|                                   |        |
|-----------------------------------|--------|
| T. UPTON & CO.                    |        |
| 1-lb. glass 2 doz. case, per doz. | \$1 00 |
| 7-lb. pails and 5 and 7 lb. tins  | 0 07   |

### PICKLES.

|                                   |      |
|-----------------------------------|------|
| STEPHENS'.                        |      |
| A. P. Tippet & Co., Agents.       |      |
| Patent stoppers (pints), per doz. | 2 30 |
| Corked (pints), " "               | 1 90 |



## SODA.—COW BRAND.



Case of 1 lbs. con-  
taining 60 pkgs.,  
per box, \$3.00  
Case of ½ lbs. (con-  
taining 120 pkgs.,  
per box, \$3.00.  
Case of ¼ lbs. and ½  
lbs. (containing 30  
1 lbs. and 60 ½ lb.  
packages) per box, \$3.00.  
Case of 50. pkgs (containing 96 pkgs) per  
box \$3.00.

## SOAP

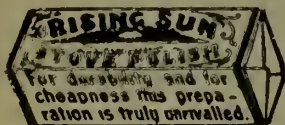


Gloriola Soap, per gross..... \$2 00  
Straw Hat Polish, per gross..... 10 20

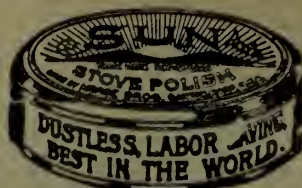
## STOVE POLISH.



No. 4 3 dozen in case, per gross .. 4 80  
No. 6 3 dozen in case .. 8 40



Per gross  
Rising Sun 6-oz. cakes, ¼ gross lvs \$8 50  
Rising Sun, 3-oz. cakes, gross b res.. 4 50  
Sun Paste, 1½ oz. size, ¼ gross boxes... 10 00  
Sun Paste, 50. size, ¼ gross boxes .. 5 01



## STARCH

EDWARDSBURG STARCH CO., LTD.

| Laundry Starches—                    |  | per lb. |
|--------------------------------------|--|---------|
| No. 1 White or Blue, 4-lb. cartons   |  | 0 06    |
| No. 1 " " 3-lb. "                    |  | 0 06    |
| Canada Laundry .....                 |  | 0 05    |
| Silver Gloss, 6-lb. drawlid boxes    |  | 0 07½   |
| Silver Gloss, 6-lb. tin canisters..  |  | 0 07½   |
| Edwardsburg Silver Gloss, 1-lb. pkg. |  | 0 07½   |
| Kegs Silver Gloss, large crystal     |  | 0 09½   |
| Benson's Satin, 1-lb. cartons....    |  | 0 09½   |
| No. 1 White, 6-lb. and kegs .....    |  | 0 05½   |
| Benson's Enamel, per box.....        |  | 3 00    |
| Culinary Starch—                     |  |         |
| Benson & Co.'s Prep. Corn.....       |  | 0 04½   |
| Canada Pure Corn .....               |  | 0 05½   |
| Rice Starch—                         |  |         |
| Edwardsburg No. 1 white, 1-lb. cart  |  | 0 01½   |
| Edwardsburg No. 1 White or           |  |         |
| Blue, 4-lb. lumps.....               |  | 0 08½   |

KINGSFORD'S OSWEGO STARCH



|                              |                              |       |
|------------------------------|------------------------------|-------|
| SILVER                       | 40-lb. boxes, 1-lb. pkgs.    | 0 08½ |
| GLOSS                        | 6-lb. boxes, sliding cover   | 0 08  |
| PURE                         | 12-lb. boxes each crates     | 0 07  |
|                              | 40-lb. boxes 1-lb. pack....  | 0 07  |
|                              | 48-lb. " 16 3-lb. boxes      | 0 07  |
|                              | For puddings, custards, etc. |       |
| OSWEGO                       | 40-lb. boxes, 1-lb.          |       |
| CORN STARCH                  | packages .....               | 0 07½ |
| ONTARIO                      | 38-lb. to 45-lb. boxes,      |       |
| STARCH                       | 6 bundles .....              | 0 06  |
| STARCH IN                    | Silver Gloss .....           | 0 07½ |
| BARRELS                      | Pure .....                   | 0 13½ |
| BEE STARCH.                  |                              |       |
| Cases, 64 pkgs. 48's .....   | \$5.00                       |       |
| ¼ Cases, 32 pkgs. 24's ..... | 2.50                         |       |
| Package 100. each.           |                              |       |

## BRANTFORD STARCH WORKS, LIMITED.

Ontario and Quebec.

| Laundry Starches—                   |        |  |
|-------------------------------------|--------|--|
| Canada Laundry, boxes of 40 lbs.    | \$0 05 |  |
| Acme Gloss Starch—                  |        |  |
| 1-lb. cartons, boxes of 40 lbs....  | 0 05½  |  |
| Finest Quality White Laundry—       |        |  |
| 3-lb. Canisters, cases of 48 lbs .. | 0 06   |  |
| 4-lb. " " " " " " " " " " " "       | 0 06   |  |
| Barrels, 175 lbs. ....              | 0 05½  |  |
| Kegs, 100 lbs. ....                 | 0 05½  |  |
| Lily White Gloss—                   |        |  |
| 1-lb. fancy cartons, cases 30 lbs.  | 0 07½  |  |
| 6-lb. toy trunks, 8 in case         | 0 08   |  |
| 6-lb. enameled tin canisters,       |        |  |
| 8 in case .....                     | 0 07½  |  |
| Kegs, ex. large crystals, 100 lbs.  | 0 06½  |  |
| Brantford Gloss—                    |        |  |
| 1-lb. fancy boxes, cases 36 lbs...  | 0 08½  |  |
| Canadian Electric Starch—           |        |  |
| Boxes of 4 fancy pkgs, per case     | 3 25   |  |
| Celluloid Starch—                   |        |  |
| Boxes of 45 cartons, per case...    | 3 75   |  |
| Culinary Starches—                  |        |  |
| Challenge Prepared Corn—            |        |  |
| 1-lb. packages, boxes 40 lbs....    | 0 05½  |  |
| No. 1 Brantford Prepared Corn—      |        |  |
| 1-lb. packages, boxes 40 lbs....    | 0 06½  |  |
| Crystal Maize Corn—                 |        |  |
| 1 lb. packages, boxes 40 lbs....    | 0 06½  |  |



## TEAS.

SALADA CEYLON.

Wholesale. Retail

|                                    |      |      |
|------------------------------------|------|------|
| Brown Label, 1's .....             | 0 20 | 0 25 |
| ½'s .....                          | 0 21 | 0 26 |
| Green Label, 1's and ½'s .....     | 0 22 | 0 30 |
| Blue Label, 1's, ½'s and ¼'s ..... | 0 30 | 0 40 |
| Red Label, 1's and ½'s .....       | 0 36 | 0 50 |
| Gold Label ½'s .....               | 0 44 | 0 60 |



Ceylon Tea, in  
1 and ½ lb. lead  
packages, black  
or mixed.

|                                       |      |
|---------------------------------------|------|
| Black Label, 1-lb., retail at 25c.... | 0 19 |
| ½-lb., " " " " " " " " " "            | 0 20 |
| Blue Label, retail at 30c.....        | 0 22 |
| Green Label " 40c.....                | 0 28 |
| Red Label " 50c.....                  | 0 35 |
| Orange Label, retail at 60c.....      | 0 42 |
| Gold Label, " 80c.....                | 0 55 |

## CROWN BRAND

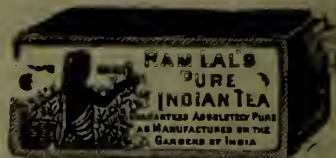
Wholesale Retail.

|                                |      |      |
|--------------------------------|------|------|
| Red Label, 1-lb. and ½'s.....  | 0 35 | 0 50 |
| Blue Label, 1-lb. and ½'s..... | 0 28 | 0 40 |
| Green Label, 1-lb. ....        | 0 19 | 0 25 |
| Green Label, ½'s.....          | 0 20 | 0 25 |
| Japan, 1's.....                | 0 19 | 0 25 |

## "SNELLINGS PATENT"



Englab Break-  
ant Hopped Tea,  
29c; retail, 40c.  
A. Waddell & Co.  
Agents, Toronto.  
Samples on appli-  
cation.



|            |                |      |
|------------|----------------|------|
| Cases each | 60 1-lb. ....  | 0 33 |
| " " "      | 60 ½-lb. ....  | 0 35 |
| " " "      | 30 1-lb. ....  | 0 36 |
| " " "      | 120 ¼-lb. .... | 0 36 |



LUDELLA CEYLON, 1  
AND ½'S PKGS.

|                                 |       |      |
|---------------------------------|-------|------|
| Blue Label, 1's .....           | 0 18½ | 0 25 |
| Blue Label, ½'s .....           | 0 19  | 0 25 |
| Orange Label, 1's and ½'s ..... | 0 21  | 0 30 |
| Brown Label, 1's and ½'s .....  | 0 28  | 0 40 |
| Brown Label, ½'s .....          | 0 30  | 0 40 |
| Green Label, 1's and ½'s .....  | 0 35  | 0 50 |
| Red Label, ½'s .....            | 0 40  | 0 60 |

## TOBACCO.

THE EMPIRE TOBACCO CO. LIMITED.

|                                    |      |
|------------------------------------|------|
| Smoking—Empire, 5/8s, 5s and 10s.. | 0 39 |
| Royal Oak, 2 x 3, Solace, 8s ..... | 0 52 |
| Something Good, 7s .....           | 0 48 |
| Chewing—Bohr, 5s and 10s .....     | 0 36 |
| Currency, 13½oz. bars, spaced 9s.. | 0 39 |
| Currency, 6s and 10s .....         | 0 39 |
| Old Fox, Narrow 10s .....          | 0 40 |
| Snowshoe, 10½ oz. bars, spaced 8s  | 0 44 |
| Snowshoe, pound bars, spaced 6s..  | 0 44 |
| Snowshoe, 2x4, 6s .....            | 0 44 |
| Pay roll, 6s .....                 | 0 44 |

## WOODENWARE

BOXER BROS. &amp; COMPANY.

|                 |                           |      |
|-----------------|---------------------------|------|
| Washboards      | Leader Globe.....         | 1 40 |
| "               | Improved Globe.....       | 1 50 |
| "               | Standard Globe.....       | 1 70 |
| "               | Solid Back Globe.....     | 1 80 |
| "               | Jubilee (perforated)..... | 1 85 |
| "               | Crown.....                | 1 25 |
| F.o.b. Toronto. |                           |      |

## YEAST.

Royal yeast, 3 doz. 5c.-pkgs. in case.. 1 00

## We are always glad

to receive orders for the insertion of ad-  
vertisements. But will those who send us "Con-  
densed" or "Want" advertisements please  
bear in mind that they can only be inserted  
when cash or stamps accompany the order.  
The rate is 2c. per word each insertion, num-  
bers and contractions counting as words.

MacLEAN PUB Co., Limited  
Montreal. Toronto.

## WE STOCK

NO. 197

SYRUP PUMP  
AND MEASURE.

Highly commended by those who  
KNOW. (Ask for circular).

WALTER WOODS & CO.  
HAMILTON.

## Soap

"IMPERIAL" and  
"SNOW"

Twin Cakes.

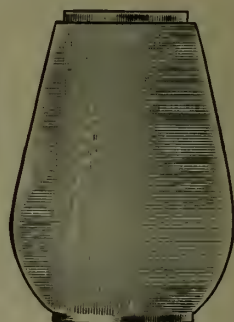
NOW IN STORE.

Perkins, Ince &amp; Co., - Toronto.



ASK FOR  
MOTT'S

## ARE YOU USING OUR



Cold Blast  
or Jubilee  
Globes

Aetna or  
Quaker Flint  
Chimneys?

Give them a Trial.

THE SYDENHAM GLASS CO.,  
of WALLACEBURG, Limited

Shredded Whole  
Wheat Biscuit

For sale by all  
Wholesale Grocers.

J. HEWITT, Agent  
61 Front St. E., TORONTO.



# The Auer Gas Lamp

Money-Back Style.

No. 5

IT will make your store or home as bright as day without costing you as much to run as your oil lamps or electric lights.

THERE is no smell from it and it does not flicker.

IT shows the true colors of your goods which oil and electricity do not.

SEND FOR CATALOG AND TRADE DISCOUNTS.

AUER LIGHT CO., 1682 Notre Dame St., MONTREAL.

Manufacturers and Importers of

MANTLES—SHADES—CHIMNEYS—BURNERS—ETC.



SATISFACTION GUARANTEED OR YOUR MONEY REFUNDED.

When the Canadian winter weather comes upon us; when the air is full of grippe and pneumonia, and sudden climatic changes wreck the constitution, then it is that we Canadians should take our holidays.

\* \* \* \*

For a far less expenditure of money than it costs for a trip to Europe one may enjoy a voyage to the British West Indies by Pickford & Black steamers, sailing from Halifax every other Monday . . . .

\* \* \* \*

P. & B. boats call at Bermuda, St. Kitts, Antigua, Dominica, Montserrat, St. Lucia, Barbadoes, St. Vincent, Grenada, Tobago, Trinidad and Demerara. The round trip takes 42 days. Steamer accommodation first-class . . . . .

\* \* \* \*

For information write R. M. Melville, Toronto, and Pickford & Black, Halifax.

## ADVERTISING in WESTERN CANADA

will be Carefully, Efficiently, and Promptly attended to by

The Roberts Advertising Agency,  
WINNIPEG, CANADA

## THE "GLEANER"

KINGSTON, JAMAICA, B.W.I.

The Newspaper with the Largest Circulation in Jamaica and the West Indies.

Canadian manufacturers, merchants, etc., desiring to do business with this country and introduce their goods in this market, should put an advertisement in "THE GLEANER."

Write for scale of charges, etc., to

THE GLEANER CO.,

Limited

"Gleaner" Office, . . . KINGSTON, JA.

## BUY

## Star Brand

COTTON  
CLOTHES  
LINES

— AND —

COTTON  
TWINE

Cotton Lines are as cheap as Sisal or Manila and much better.

For sale by all Wholesale Dealers

See that you get them.

## BUSINESS NEWS

of any kind that is of value to business men supplied by our Bureau. We can give you market quotations from any town in Canada, reports from the city markets, stock quotations, etc. You can get commercial news from any Canadian paper through us.

Write us, giving us particulars of what you want and where you want it from, and we will quote you prices by return.

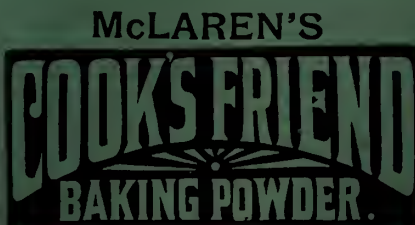
"Clippings from any Canadian paper on any subject."

CANADIAN PRESS CLIPPING BUREAU,

232 McGill Street, MONTREAL, QUE.  
Telephone Main 1255.

10 Front St. East, Toronto. Telephone 2148.

Is Honest Goods and just the Thing on Which to Make or Extend a Business.



The Best Grocers make a point of Keeping it always in Stock.

# LAMPS

Write to us for illustrated Catalogue of our decorated Vase Lamps, even if you have bought. It's handy to compare sometimes.

and



## DECORATED OPAL

Bright, Attractive. 5c., 10c., 15c. and 25c. Counter Goods.

### OUR NEW LINES

#### INVADER ASSORTMENT.

Ink Stands, Matches, etc., to retail for 10c. each

#### TURQUOISE ASSORTMENT.

A line of quick sellers in turquoise blue trays and boxes to retail at 10c. and 15c. each.

#### SALISBURY ASSORTMENT.

The best line of vases on the market. Just the thing for Xmas trade. Retail for 10c., 15c. and 25c.



It's your own fault if you have not got one of our splendidly illustrated Opal Catalogues, as we are only too glad to send one for the asking and we want every up-to-date merchant to have one.

EARTHENWARE, FANCY CHINA, GLASSWARE, CUT GLASS.

# GOWANS, KENT & CO.

TORONTO and WINNIPEG.



**TWO  
IMPORTANT REASONS  
WHY**

## WETHEY'S CONDENSED MINCE MEAT

is continuously growing in favor with the public — It is manufactured in the most accurate and careful manner—nothing but the purest quality of ingredients are used.

MANUFACTURED BY

**J. H. WETHEY,** ST. CATHARINES, ONT.

# CROSSE & BLACKWELL'S New Season's Candied Peels

LEMON, ORANGE, CITRON, MIXED (O. L. and C.)

In 7-lb. Tins, 7-lb. or 10-lb. Wood Boxes, and 1-lb. Cartons.

**C. E. COLSON & SON,**

**MONTREAL.**

CHAS. F. CLARK, President.

JARED CHITTENDEN, Treasurer.

...ESTABLISHED 1849..

## BRADSTREET'S

Capital and Surplus, \$1,500,000.

Offices Throughout the Civilized World.

Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants by the merchants, for the merchants. In procuring, verifying and promulgating information, no effort is spared, and no reasonable expense considered too great, that the results may justify its claim as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

Subscriptions are based on the service furnished, and are available only by reputable wholesale, jobbing and manufacturing concerns, and by responsible and worthy financial, fiduciary and business corporations. Specific terms may be obtained by addressing the Company at any of its offices. Correspondence invited.

### —OFFICES IN CANADA—

HALIFAX, N.S.  
OTTAWA, ONT.  
VANCOUVER, B.C.

HAMILTON, ONT.  
QUEBEC, QUE.  
VICTORIA, B.C.

LONDON, ONT.  
ST. JOHN, N.B.  
WINNIPEG, MAN.

MONTREAL, QUE.  
TORONTO, ONT.

THOS. C. IRVING, Gen. Man. Western Canada, Toronto. JOHN A. FULTON, Gen. Man. Eastern Canada, Montreal.

**OAKEY'S**

The original and only Genuine Preparation for Cleaning Cutlery 6d. and 1s. Cansisters

**'WELLINGTON'  
KNIFE POLISH**

**JOHN OAKEY & SONS, LIMITED**

MANUFACTURERS OF

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England.

Agent:

**JOHN FORMAN, 644 Craig Street  
MONTREAL**





*Fall*  
Number

THE  
**CANADIAN**  
**GROCER**

THE MACLEAN PUBLISHING Co. LIMITED

MONTREAL, TORONTO, WINNIPEG,  
ST. JOHN N.B. NEW YORK,  
LONDON ENG.

OCTOBER 25<sup>th</sup>

1901

PRICE

25 CENTS

# UNPRECEDENTED OFFER

## to every Grocer in Canada.

On receipt of **\$12.00** cash by mail, on or before November 15, we will ship you a sample case of our goods as follows:

|                                                                                                                                                        |                                           |                |
|--------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------|----------------|
| 1 Tin Art Royal Blend Coffee, 10-lbs. (28c. per lb.)                                                                                                   | Equal to anything you pay 32 and 34c. for | \$2.80         |
| 4 Doz. $\frac{1}{4}$ -lb. Tins Art Mustard, 75c. per doz.                                                                                              |                                           | 3.00           |
| 2 Doz. Packages Art Jelly Powder, 13 flavors, a package makes a pint of rich, delicious jelly in a few minutes, 90c. per doz.                          |                                           | 1.80           |
| 4 Doz. Extracts, (Extra large bottles in four styles, elegant shelf goods 75 per doz.)                                                                 |                                           | 3.00           |
| 24-lbs. Pure Ground Spices, (in bulk or $\frac{1}{4}$ -lb. packages), (any kind of spices except nutmegs and mace). Average price per lb. in bulk 20c. |                                           | 4.80           |
| 1 Doz. Tins, (Dredge Tops) Pure Ready Grated Nutmegs                                                                                                   |                                           | .75            |
|                                                                                                                                                        |                                           | <u>\$16.15</u> |

**\$12.00.**

Does this not strike you as a snap? The goods are absolutely right. We guarantee them.

## MISTAKES COST MONEY

But you can make none in ordering  
**OUR SAMPLE CASE.**

**This offer means 25 per cent. discount to you.**

A present loss to us. Let us hear from you.

# MAYELL & CO.

N.B.—This order must come direct from you and not through our representatives throughout Canada.

86 Richmond East, **TORONTO.**

30-10-01 see en-6023  
3 days 10-9



# The Canada Sugar Refining Co.

Limited

MANUFACTURERS OF  
REFINED SUGARS OF THE  
WELL-KNOWN BRAND

— Montreal

# Redpath

OF THE HIGHEST QUALITY AND PURITY, MADE BY THE LATEST PROCESSES AND  
THE NEWEST AND BEST MACHINERY NOT SURPASSED ANYWHERE.

Lump Sugar, in 50 and 100 lb. boxes.

“Crown” Granulated, Special Brand, the finest which can be made.

Extra Granulated, very Superior Quality.

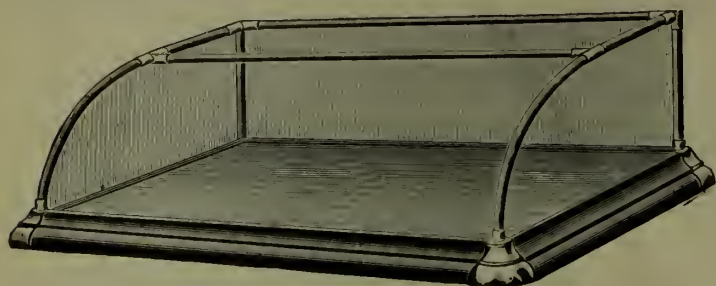
“Cream” Sugars, (not dried).

Yellow Sugars, of all Grades and Standards.

Syrups of all Grades, in barrels and half-barrels.

Sole Makers of high class Syrups, in tins, 2 lbs. and 8 lbs. each.

# An Oval Front Show Case..



Length, 3 ft.; Height, 13 in.; Depth, 2 ft.

In Polished Oak or Cherry, three feet long, with solid nickel joints, sliding mirror doors and extra quality diamond glass throughout. This magnificent case, and the following assortment of quick-selling toilet soaps for

**\$25.00.**

**This offer means 56 per cent. profit for you.**

To further advertise our popular lines of Toilet Soaps, we have made arrangements with a large show case manufacturer, whereby we are in position to make this astonishing offer. The assortment of toilets has been carefully made from our regular advertised lines which are quick sellers and sure to please customers. The Show Case displays your goods to the best advantage, and creates a profitable trade in Toilet Soaps. This offer is for a limited time only, so, if interested, write to-day. Note that there are no lines over 10 cents—they are all quick sellers.

## THE ASSORTMENT:

- 3 dozen Infant's Delight (10 cents)
- 2 dozen Dr. Barclay's (3 for 10 cents)
- 2 dozen Refined Tar (5 cents)
- 1 Heliotrope (10 cents)
- ½ dozen Jockey Club (10 cents)
- ½ dozen Peau d'Espagne (10 cents)
- ½ dozen Bouquet Ideal (10 cents)
- ½ dozen Iris (10 cents)
- ½ dozen Gardenia (10 cents)
- ½ dozen White Rose (10 cents)
- 1 dozen Club Cologne (10 cents)
- 1 dozen Camphor (10 cents)
- 1 dozen Carbolie (10 cents)
- 1 dozen Unscented Glycerine (10 cents)
- 6 dozen Lily White (5 cents)
- 1 dozen Fine Oatmeal (10 cents)
- 1 dozen Valley Violet (10 cents)
- 1 dozen Italian Pink (10 cents)
- 1 dozen Fleur de Lys (5 cents)
- 1 dozen Wild Rose (5 cents)
- 1 dozen Mignonette (5 cents)
- 1 dozen Prince of Wales (5 cents)
- 1 dozen Turkish Bath (5 cents)
- 2 dozen King Castile Bar (5 cents)
- 31 dozen

## THE SHOW CASE

Is of Oak or Cherry, hand polished, with solid nickel fittings at every joint, sliding mirror doors and regulation oval front. "Diamond" glass of extra quality is used throughout, and the case is of such convenient size that it can be served over: hence, does not block your counter like an upright one. It is only by buying these cases in very large quantities that we are able to make this liberal offer, the price of this case if bought singly being \$12.00. Our name is on each case in small gold letters, which only adds to the finish and reliability of the whole.

We guarantee every case to be in perfect condition when sent out, and feel confident that it will give complete satisfaction.

A Show Case is as good as an extra hand in any store—it is the "silent salesman," that brings your goods before the customer in the best possible way, and is often the means of creating or increasing a profitable trade in Toilet Soaps.

|                                          |   |   |                |
|------------------------------------------|---|---|----------------|
| Proceeds from selling Toilet Soaps       | = | = | \$27.20        |
| Value of Show Case                       | = | = | \$12.00        |
|                                          |   |   | <u>\$39.20</u> |
| Our Special Net Price for a Limited Time | - |   | \$25.00        |
| Your Net Profit                          |   |   | <u>\$14.20</u> |

**56 PER CENT. PROFIT.**

Write us to-day for further particulars

**JOHN TAYLOR & CO.,** 77 Front Street East, **Toronto**



# We are proud of our record

*and we want to tell you WHY*

**W**E commenced in the Canning business last season and placed our goods before the trade for the first time during the year 1900, and we must admit that we found it difficult to secure orders for our pack. We were not discouraged. Our goods and our brands were unknown and wholesalers and retailers were slow to buy unknown brands.

We finally sold our entire pack to a syndicate of wholesale grocers in Hamilton and Toronto. The goods were distributed throughout Canada.

Our labels, which are without doubt the handsomest in Canada, were on every can we shipped.

## WHAT WAS THE RESULT ? ? ? ? ? ? ? ?

There is such a demand for our goods this season that we have been unable to fill all our orders, wholesale houses refusing to allow us to substitute other goods under old and well-known brands that have been on the market for years, stating that

**They preferred our Goods and would accept no other Brand.**

Where they are once sold, the CONSUMERS ask for them, the RETAILERS demand them and the WHOLESALERS must supply them.

## Just a word about ..... **Pork and Beans**

Why are Canadians buying PORK AND BEANS shipped from the United States and paying exorbitant prices? Simply because they think they are better than the Canadian goods. We can satisfy you that our PORK AND BEANS are equal, if not superior, to the imported.

If retail grocers will kindly drop us a postal, we will mail them samples free of charge, and postage prepaid.

Empty a tin of our brand on a plate beside any other brand in America, and we have no fear of the result.

OUR PRICE is about half the price of imported brands.

Write for samples and prices, and name the wholesale house you prefer to do business through.

---

**F. R. LALOR Canning Co., Limited,** **DUNNVILLE,**  
ONTARIO, CANADA.

# CEYLON AND INDIA TEA

## BLACK

The merit of the **Black Teas** has established them high in popular estimation. They are drunk wherever the English language is spoken. They follow the flag and drive out less meritorious growths.

## OR

But some consumers are wedded to light drawing kinds, with pale liquor and without the full body and richness of the black kinds.

## GREEN

The **Green Teas** of Ceylon and India are made expressly for this trade. In Make, Quality and Price they challenge comparison with other growths.

They are grown, prepared and packed with the same skill by the British Planters who have revolutionized the black tea trade.

They have caught on in Canada and are no longer in the experimental stage. Try them.



**Announcement**



**to the  
Retail  
Grocery  
Trade**

**If You Have Been  
Unable To Get —**

# **SHREDDDED WHOLE WHEAT BISCUIT**

**Promptly from your Jobber, it is because**

## **The Demand Exceeds The Supply**

---

Notwithstanding our immense plant at Worcester, Mass., is running night and day, we find ourselves behind on orders

**One Hundred Car Loads**

WHICH MEANS

**Thirty Thousand Whole Cases**

OR

**Eighteen Million Shredded Wheat Biscuit**

This situation is being gradually relieved through the partial operation of our New Conservatory at Niagara Falls, N.Y., which when in full operation will be the largest and finest structure in the world for preparing food.

---

# **THE NATURAL FOOD COMPANY**

**Niagara Falls, N.Y.**

# Our Winter Stocks Are Coming In.

We are receiving Ex SS. "Parisian" a part of our full order, consisting of

**452 Packages (cases and in wood)**

## "Ph. Richard Brandies."

This brand of brandy is now well known, and the trade will find it a paying article to handle.

We are also receiving a part of our WINTER STOCK of

## Mitchell's Scotch and Irish Whiskey

Ex SS. "Lakonia." Mitchell's goods have a world-wide fame, their price is moderate and quality is second to none on the market. Try a sample order—there is money in it and satisfaction for your clients.

SS. "Escalona" has arrived in port with a part of our consignment, consisting of

**6,400 Packages**



## RAISINS, CURRANTS, FIGS, NUTS, Etc.

We are now prepared to deliver the above lines. Order at once, if you want to serve your trade with fresh stock.

Don't forget that we are selling Canned Goods of this year's pack.

### WE HAVE NO LAST YEAR'S GOODS.

WRITE OR TELEPHONE FOR PRICES.

# LAPORTE, MARTIN & CIE.

Wholesale Grocers

**MONTREAL**



# **WE ARE ANXIOUS TO PLEASE OUR CLIENTS**

and are always on the lookout for anything which can be mutually profitable to our clients and ourselves.

We have just secured an extra fine quality of

## **“Choice Grocery Molasses”**

These Molasses come from the West India Islands, and are equal in quality to any Barbadoes Molasses offered on the market.

The price is much lower than the Barbadoes, and we guarantee that if we are allowed to send our price and a sample we will secure your order.

**JUST WRITE AND TRY IT**

We will, in a few days, receive a first consignment of

## **MADEIRA <sup>AND</sup> MALAGA WINES**

in bottles and in wood, from the well-known firm of

### **BLANDY BROS., MADEIRA AND LONDON.**

We have accepted the agency and are now selling agents for this popular brand.

The prices of these wines are reasonable, and the quality is the best that can be obtained for the money.

WRITE OR TELEPHONE FOR QUOTATIONS.

NO TROUBLE SPARED.

**LAPORTE, MARTIN & CIE.,** Wholesale Grocers, **Montreal**

# BEE STARCH

A STAPLE  
WHICH  
YIELDS A  
GOOD  
PROFIT.



None of the old line Starches give as good results to the users, nor as good a profit to the retailer.

**BEE STARCH CO.,** Manufacturers, 449 St. Paul St., MONTREAL

## BY REASON OF MERIT



### TIMMONS'

Cederine, Ginger Beer,  
Lemonade, Ginger Ale,  
Champagne Cider,  
Soda Water, Etc., Etc.,

have won their due reward—the approval  
of the most particular people in Canada.



Proof of their superior quality has many times been evidenced by being awarded Medals, First Prizes and Diplomas. We feel confident that dealers could not procure a better selling or more profitable line than the above. A share of your business is solicited. We guarantee our goods to be

**ABSOLUTELY THE BEST.**

# M. TIMMONS & SON, QUEBEC.



# ROWAT'S PICKLES

Don't wait till the price advances to place your order for Rowat's Pickles---the most popular brand in Canada to-day. Order early.

## SELLING AGENTS IN CANADA:

**SNOWDON & PATERSON,**  
449 St. Paul St., Montreal.

**F. H. TIPPET & CO.,**  
10 Water St., St. John, N.B.

**C. E. JARVIS,**  
Holland Block, Vancouver, B.C.

## M. CARTON



**Wholesale  
Grocer,**

**206  
Simcoe  
Street,**

## PETERBOROUGH.

Heavy importations now arriving for the Fall and Winter trade. **New Raisins, Cleaned and Uncleaned Currants, Dates, Figs, Nuts, Candied Peels, Prunes, Evaporated Peaches, Apricots and Apples; also Canned Fish, Fruits and Vegetables.**

**Salt Fish** of all kinds, including a car of number one Labrador Herrings, is being distributed to the trade.

Our stock is well assorted and complete in all lines.

Send in your orders—right prices.

## OF INTEREST TO YOU

That all grocers are continuously on the outlook for "ready-sellers" and "money-makers" is a well-known fact. That we have a line of goods that will meet your requirements in these and every other respect we feel sure of. Before making your next purchase of

**FRUITS - CANNED GOODS  
TEAS AND COFFEES  
WINES AND LIQUORS  
CREAMERY BUTTER**

it will pay you to become acquainted with us, as we have some "winners" and "leaders" to offer you.

**N. Rioux & Cie.,**  
Quebec, Que.

# BROOMS - BROOMS - BROOMS

Our Broom trade during the past year has increased by leaps and bounds, and all on account of

## Quality

Look up your stock and get your order in **QUICK** — Prices are going to be higher very soon.

Our **MAIL-ORDER** department has proven a great success.

*We pay freight on six-dozen lots to any station in Ontario, and guarantee every Broom.*

Price list and full particulars on application.

**Telfer Bros., = Collingwood, Ont.**

## TO LIVE GROCERS ONLY.

We are putting up and are having a **LARGE SALE** on our famous

### "VICTORIA CROSS" CEYLON TEA

**BLACK and MIXED.**

Every package guaranteed finest grade grown.  
25-40-50 cents per lb., in Handsome Lead Packages.

Write us for Samples and Prices.

**J. F. SMYTH & CO.,** Tea Packers, **WINDSOR, ONT.**



# TELFER BROS.

Always Fresh.  
Always Crisp.  
Always Healthful.

## High-Grade Biscuits

Our "Peerless" Cream Sodas are  
supreme as to quality.

Price List on application.

— We solicit a trial order.



... PUT UP ...

1-lb. glass jars, 2 doz. in case.  
6 lb. tin pails, 9 pails in crate.  
7-lb. wood " 6 " "  
14-lb. " " " "  
30-lb. " " " "

**One trial order  
will make you a  
regular customer.**

*2 Canadian  
Preserving Co  
28-10-01*

## CANADA PRESERVING Co.,

HAMILTON, ONT.

HIGH-GRADE

## Jams and Jellies

Prepared with the utmost care, for the most critical trade.  
Always satisfactory to both the grocer and his customer.

TORONTO AGENTS—

Geo. J. Clancy & Co.,

59-61 Front St. East.

MONTREAL AGENT—

W. S. Silcock.

T. C. GRAHAM, MANAGER.

FACTORY—

Canada Preserving Co.,

2-4 Pine St., Hamilton.

# "Wheat Marrow" Pays You Big Profits!

It is an ideal (sterilized) Breakfast Food, made from the glutinous portion of the choicest Winter Wheat. Some of its superior points over all other brands are—the quickness and ease with which it can be made ready for the table, the number of different ways to prepare it, its superiority for use in frying oysters, fish, meat, etc., and its adaptability for use in thickening soups, tomatoes, etc.

## The Perfect Cereal Food

that is highly recommended by the leading physicians for invalids and persons troubled with indigestion and dyspepsia. Not to be classed with the ordinary "Breakfast Food" of trade, because it is in a class by itself. It has the peculiar virtue of selling itself, after the first trial. The demand for it can be depended upon month in and month out, right through the year. It pays you a handsome profit—**larger than you'd think**. Ask your wholesaler. He will be ready with it to-day.

---

Order through your wholesaler.

---

ARTHUR P. TIPPET & CO., Agts.,

8 Place Royale,  
Montreal.

23 Scott Street,  
Toronto.



**Experience Counts.**

OUR

PEPPERS  
CLOVES  
GINGERS  
CASSIA, Etc.,

are the finished product of the  
richest high-grade whole stock.

## "Excelsior" Coffee

makes a rich, full-flavored  
cup for breakfast. It will  
satisfy your trade.

Milled under the super-  
vision of men who have  
had years of experience.  
In quality and price we  
can please you.

TODHUNTER, MITCHELL  
& CO., TORONTO.

**"Ready For Use."****"EPIQUIRE"  
BRAND****"Always Satisfactory."**

In Bulk  
2-lb. Tins  
5-lb. Tins

## "NEILSON'S" HOME-MADE MINCE MEAT

12-lb. Pails  
27-lb. Pails  
65-lb. Tubs

These goods are having a large sale on their merits.

Ask for ours.  
It's the best.

Sold by all  
wholesale grocers.

Write for prices.  
Prepared by

Tel.—Park 294. WM. NEILSON, 60 LYND AVE., TORONTO, ONT.

Annual Sales  
Exceed  
33,000,000 lbs.



Grand Prix  
Highest Award,  
Paris 1900.

The extraordinary success of **CHOCOLAT-MENIER** all over the world, is rivaled by **"MENIER'S BREAKFAST COCOA."** This Cocoa is absolutely pure. Sold this year for the first time in Canada and the United States, its sale is already enormous.

Ask your wholesaler for it. If he will not supply you, write to **HERDT & CO., 180 St. James Street, Montreal, Canada.**

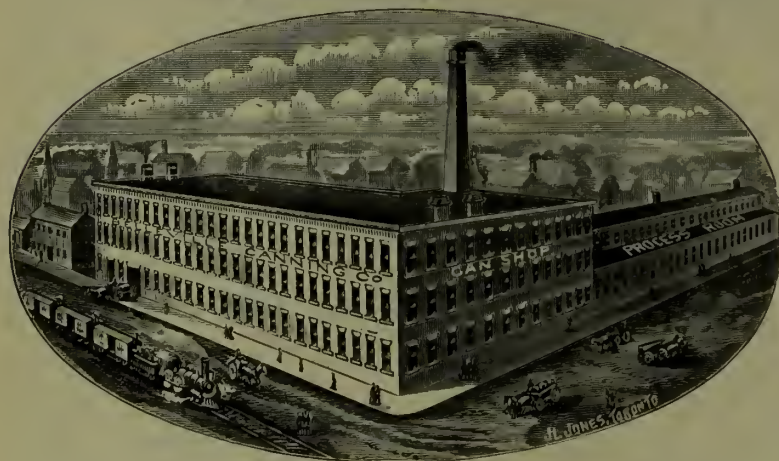
**A GOOD MARGIN OF PROFIT FOR THE RETAILERS.**

# Belleville Canning Co.

Ask for "Queen Brand"  
Jams, Fruits and Vegetables.  
We carry a full line of each

BELLEVILLE, Ont., Canada.

Packers of the Celebrated . . .



## "Queen Brand" Canned Goods.

Corn, Peas, Beans and Tomatoes are of the finest quality. All our Fruits, Jams, Jellies, etc., packed with greatest care.

Try our special lines of Boned Chicken, Turkey, Duck, and Chicken Soup  
"QUEEN BRAND" Tomato Catsup, bottled and in tins.

Special attention given to Gallon Apples, Fruit Pulp and Tomato Pulp, in gallon tins and barrels.

**"QUEEN BRAND" PEAS** are known everywhere for their excellent quality, for climatic conditions give Canadian Peas grown in the Bay of Quinte district an unequalled flavor. Write us for quotations and full particulars.

**DEALERS!** See that you are fully stocked.

## EDDY'S

### PARLOR MATCHES

are put up in neat, Sliding Boxes, convenient to handle.

No Sulphur.  
No Disagreeable Fumes.  
Every Stick a Match.  
Every Match a Lighter.

Wares are again  
on Deck—quality  
as of old—

**UNSURPASSED**

### TOILET PAPER

in Rolls or Sheets as desired;  
is of a fine, smooth finish;  
altogether superior in . .  
strength and finish to the  
imported Papers.

**The E. B. Eddy Co., Limited**  
HULL, CANADA.

MANUFACTURERS of and WHOLESALE DEALERS in  
WOODENWARE, MATCHES, INDURATED FIBRE WARE,  
WASHBOARDS, PAPER of all kinds, PAPER BAGS, Etc.

BRANCHES and AGENCIES in all the leading cities of Canada.



# The Toronto Biscuit & Confectionery Co., Limited

MANUFACTURERS OF FULL LINES OF

## Biscuits, Confectionery, Jams and Jellies

AWARDED GOLD MEDAL AT  
INDUSTRIAL EXHIBITION...

A FEW OF OUR SPECIALS :

### NOTICE . . .

*If our travellers now  
on the road have not  
the pleasure of show-  
ing you our full lines  
of Christmas Goods,  
mail us a trial order.*

|                            |   |             |
|----------------------------|---|-------------|
| High-Grade Chocolates      | - | 70 kinds    |
| Cream Bon-Bons             | - | 50 kinds    |
| Cough Drops                | - | 4 kinds     |
| Fruit Tablets              | - | all flavors |
| Grained Cream Toffees      | - | 10 kinds    |
| Cream Mixtures             | - | pails       |
| Mixtures                   | - | all kinds   |
| Large line of Fancy Boxes. |   |             |

ORIGINAL Cream Sodas

Front St. East, Toronto.

## LAMPS and —

## DECORATED OPAL.

BRIGHT, ATTRACTIVE, 5c., 10c., 15c., and 25c. Counter Goods.

### OUR NEW LINES

#### INVADER ASSORTMENT.

Ink Stands, Matches, etc., to retail for 10c. each.

#### TURQUOISE ASSORTMENT.

A line of quick sellers in turquoise blue trays and boxes to retail at 10c. and 15c. each.

#### SALISBURY ASSORTMENT.

The best line of vases on the market. Just the thing for Xmas trade. Retail for 10c., 15c. and 25c.

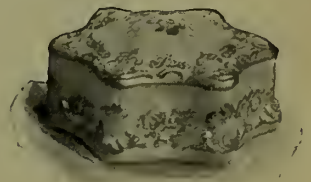
It's your own fault if you have not got one of our splendidly illustrated Opal Catalogues, as we are only too glad to send one for the asking, and we want every up-to-date merchant to have one.

Write to us for illustrated Catalogue of our decorated Vase Lamps, even if you have bought. It's handy to compare sometimes.

EARTHENWARE, FANCY CHINA, GLASSWARE, CUT GLASS.

# GOWANS, KENT & CO.

TORONTO and WINNIPEG.



## *Edwardsburg Silver Gloss Starch.*

may be that all starch is starch and that your customers won't detect even a slight difference in quality. You may think that because there is a cent or two extra profit on "Mushroom" brands (that come and go), you can retain the confidence of your trade—it doesn't pay to trifle with the confidence that a customer has in you and your goods.

Edwardsburg Silver Gloss Starch is as staple as flour. In the name there is the fame of nearly half a century. In the making there is the skill of long experience combined with honesty of purpose and unequalled manufacturing facilities. Edwardsburg Silver Gloss Starch represents the highest type of perfection there is or can be in starch. Kegs of 100-lbs.—handsome enamelled horse-shoe tins holding 6-lbs.—handsome 1-lb. packages that give a touch of life and color and "go" to a grocer's shelves.

*Edwardsburg Starch Co'y, Limited*  
*Established 1858.*

*164 St. James Street,  
Montreal.*

*Works,  
Cardinal, Ont.*

*53 Front Street East,  
Toronto.*

### THE TIME TO INSURE IS **NOW**

While you are WELL, STRONG and INSURABLE.

## THE Confederation Life

ASSOCIATION issues policies on all approved plans of insurance, and is a prosperous and progressive Canadian Company.

PROTECTION FOR YOUR FAMILY.

PROFITABLE INVESTMENT FOR YOURSELF.

Pamphlets and full information sent on application.

Hon. Sir W. P. Howland, K.C.M.G., C.B.,  
PRESIDENT.

W. H. Beatty, Esq.,      W. D. Matthews, Esq.,  
VICE-PRESIDENTS.

W. C. MACDONALD,      J. K. MACDONALD,  
ACTUARY.      MANAGING DIRECTOR.

HEAD OFFICE. - TORONTO.

## Southwell's

*Jams,  
Jellies,*

—AND—

*Marmalade*



are all the Highest Grade, and  
made from

**Ripe, Sound Fruit.**

WRITE FOR PRICE LIST.

**FRANK MAGOR & CO.**

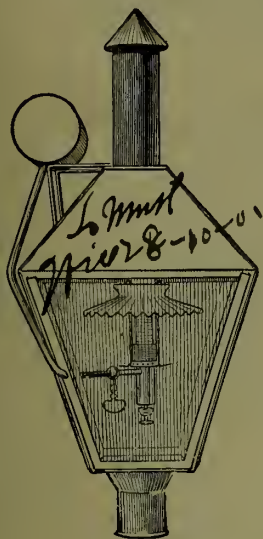
16 St. John St., MONTREAL.

DOMINION AGENTS.



## THE AUER GASOLINE LAMP

### FOR OUT-OF-DOORS.



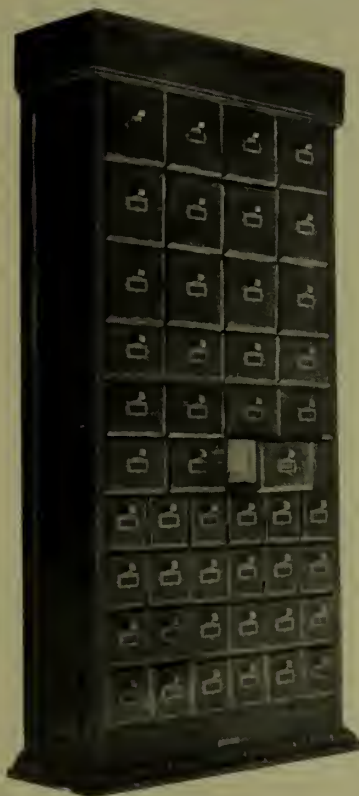
NO. 30  
LIST, \$7.50

SATISFACTION GUARANTEED OR MONEY REFUNDED.

**AUER LIGHT CO., MAKERS, MONTREAL**

A low-priced, reliable lamp, suitable for lighting the front of your store or the streets of your town. Gives more light than eight oil lamps, is wind and rain-proof. Made of heavy sheet tin and securely put together. A splendid advertisement for any merchant who wants to make his store noticeable at night. Fitted with the Auer Generator. 100 candle power.

## Bennett's Spice and Grocery Cabinets



Cabinets fitted with Bennett's patent drawer for Hardware, Seeds, Drugs, Letters and Invoices, Electrotypes, etc.

Apply to the Patentee and Manufacturer,  
**J. S. Bennett, 20 SHERIDAN AVENUE, Toronto**

will add to your profits in preserving stock by keeping out dirt, dust, mice, etc.

They are substantially built and are an ornament to any store. They are fitted with drawers, which are a patent combination of block tin or galvanized iron and wood, which prevents

**CRACKING, SHRINKING and STICKING.**

The drawers have a lip at the top, making them **DUST and INSECT PROOF** also a depression in the side, with a price card and a bronze label and drawer pull. The back and divisions of Cabinet being metal, it

**DEFIES MICE AND WORMS.**

Seven sizes to select from, also made any size or shape to meet customers' needs.

JOHN BLANCHET, of North Bay, says:

"I cannot praise them too much. If I was to build another new store to-morrow I would give you my order. They take very little space, are durable, handy, neat and clean—just the thing for a grocer."



## The Grocer's Wagon

is constantly before the public, creating an impression. Favorable, when the wagon is well made, clean and

of good appearance. We have years of experience in making grocers' wagons. We know what is required for the business, how strong the parts must be, the rough usage they receive. Our wagons stand the wear and look attractive. Are you needing a wagon? Write us, we can save you money.

**SMITH BROS.,**

Cor. Duke and Parliament  
Streets,

**TORONTO.**

('PHONE MAIN 2436.)

(ESTABLISHED 1843)

# LUMSDEN BROS.

Lumsden's Cream Tartar  
Baking Powder  
"Jersey Cream" Baking Powder  
"Standard" Baking Powder  
"Purity" Baking Powder  
"Light Heart" Baking Powder

Manufactured by —

**STANDARD BAKING  
POWDER MILLS**

HAMILTON, ONT.

Are we in it? We entered the Yeast business with this query. The answer has been made: "We are most decidedly in it."

**"Jersey Cream" Yeast Cakes**

are going to sweep Canada from Halifax to Vancouver. And why not? They are the best—they make the sweetest bread. THE PROFITS REMAIN IN CANADA.

"GOD SAVE THE KING."

**HAMILTON YEAST CO.**

HAMILTON, ONT.

**"SOCIAL" TEAS**  
**"SOCIAL" COFFEES**  
**"SOCIAL" COCOAS**  
**"SOCIAL" BAKING POWDER**

The live, wide-awake Grocer will push these goods along. His customers, his friends will appreciate the value he sells and the handsome premiums they are entitled to.

**SOCIAL TEA CO.**

TORONTO, ONT.

**THE CANNED GOODS OF THE FUTURE:**

"Jersey" Tomatoes  
"Standard" Tomatoes  
"Old Church" Tomatoes  
"Jersey" Corn  
"Jersey" Peas  
"Old Church" Peaches  
"Old Church" Plums  
"Old Church" Pears, etc.

**STANDARD CANNING CO.**

HAMILTON, ONT.

Vinegar that keeps Pickles and keeps Customers.

Pickling, full strength  
XXX White Wine  
XX White Wine  
X White Wine  
XXX Cider  
XX Cider  
X Cider  
Finest English Malt

Manufactured by the —

**STANDARD VINEGAR CO.**

HAMILTON, ONT.

Make a clean sweep of your competitor who does not keep

Our X "Little Swell"  
Our XX "Little Swell"  
Our XXX "Little Swell"

2-String Carpet, "Canadian Belle"  
3-String Carpet, "Canadian Belle"  
4-String Carpet, "Canadian Belle"  
Heavy Warehouse Brooms

Manufactured by —

**STANDARD BROOM FACTORY**

HAMILTON, ONT.

# LUMSDEN BROS.

HAMILTON - ONTARIO.

HAMILTON - ONTARIO.

TORONTO - ONTARIO.



## Inferior Quality and Low Price

usually go hand-in hand—but the undesirable characteristics of the poor article are remembered long after the cut price is forgotten.

### Just So

With High-Standard Quality—at a fair price. The perfect satisfaction your customers get makes a lasting impression on their minds and accounts for a steady increase in your sales—and PROFITS. It but emphasizes the fact that it pays to keep the best. The consumer of to day will have it—

# "Imperial" White Wine Vinegar

Is the highest standard of quality in Vinegar manufactured in Canada.

## WHITTEMORE'S POLISHES.

The World's Standard.

The Oldest and Largest Manufacturers of Shoe Polish in the World.

### "GILT EDGE" OIL SHOE DRESSING.

The only Ladies' Shoe Dressing that positively contains oil. Softens and preserves. Imparts a beautiful finish. Once used, always used. Largest quantity. Finest quality. Price, per dozen, \$2.00

### "DANDY" COMBINATION.

For cleansing and polishing all high-grade russet, tan or yellow colored leather. Excellent for Russet "Vici Kid." Large size.....Per dozen, \$2.00

### "STAR" COMBINATION.

10-cent size.....Per dozen, \$0.75

### "ELITE" COMBINATION.

The only first-class article for "Box Calf," "Kid," "Vici Kid" and all Black, Chrome Tanned Leathers. The only polish endorsed by the manufacturers of "Box Calf" Leather. Contains oil and positively nourishes and preserves leather and mak-s it wear longer. Large size.....Per dozen, \$2.00

### "BABY ELITE" COMBINATION.

10-cent size.....Per dozen, \$0.85

### "SUPERB" POLISHING PASTE."

For giving Patent Leather Shoes a quick, brilliant and waterproof lustre without injury to the leather. Large size.....Per dozen, \$0.75  
Medium size, in blue tin boxes......42

### "DANDY" POLISHING PASTE.

For polishing all articles made from Russet, Tan or Yellow Leather. In our large size decorated tin boxes.....Per dozen, \$0.75  
Medium size in red tin boxes......42

### "CHAMPION" FRICTION POLISH.

A Black Liquid Polish in 6 oz. bottles for Box Calf, Vici Kid, Patent and Enameled Leather, works without paste and polishes with a brush or cloth. A polishing cloth in every carton. Price, per dozen.....\$2.00  
Champion, Jr., (10-cent size).....Price, per dozen, .85  
"Boston" Waterproof Polish (liquid for mens' and boys' shoes).....2.00

SOLE MANUFACTURERS,

**Whittemore Bros. & Co., - Boston, Mass.**

FOR SALE BY ALL WHOLESALE GROCERS.



LATEST DISTINCTION—Gold Medal and Highest Diploma awarded at the Yorkshire Grocery Exhibition, February, 1901.

Appointed by Royal Warrant Black Lead Manufacturer to



HER MAJESTY THE QUEEN AND

TRADE



"CERVUS."

MARK



H.R.H. THE PRINCE OF WALES.

FOR "CLEANLINESS" USE ONLY

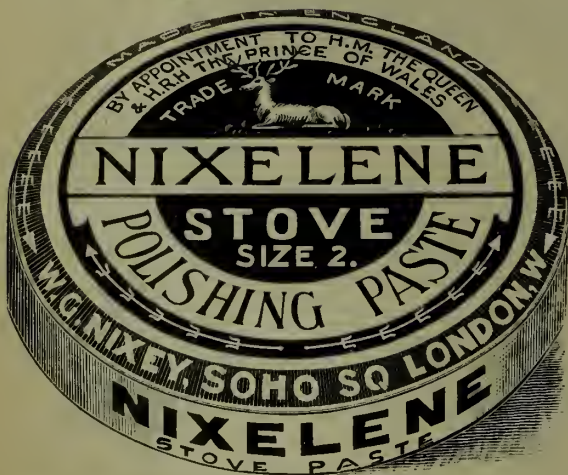
# NIXEY'S

## REFINED

# BLACK LEAD

The Richest, Deep Lasting, Most Economical and Profitable Black Lead in Existence. Sold in 1d., 2d., 4d., and 1s. sizes.

Insist on having the Original Block Black Lead, and still the best.





For **SNOW**  
White **LINEN**  
ALWAYS BUY -

# NIXEY'S

# BLUE

In Bags, Ready for use.  
In 1-oz. Squares.  
In Pepper Boxes.



In 2, 5 and 10-cent Blocks.

Sells freely.

SAVE YOUR KNIVES BY USING

## Nixey's Knife Polish

EASY BRILLIANT LIKE SILVER

6" & 1 1/2" TINS

WILL NOT WEAR BLADES—VERY BEST

Emery Cloth, all numbers.

NIXEY'S Egg Shell Enamel  
BERLIN BLACK.

Dries dead in a few minutes  
No Smell.

6d., 9d., 1/-, 1/6 and 2/- bottles.

NIXEY'S Fine Black Varnish.  
GLOSSY BLACK.

In 6d. and 1/- bottles.

NIXEY'S "CERVUS" CYCLE CHAIN LUBRICANT IN 6d. TUBES. ENORMOUS DEMAND.

All kinds of Round, Square, Block and Powder Leads. Apply for Revised Price List and Advertising Novelties, Show Cards, etc., to

**W. G. NIXEY, 12 Soho Square, London, Eng.**



— Have you seen our improved

## Automatic Counter Check Book ?

Makes copies without the use of a Carbon  
Leaf, clean and convenient to handle.

We also manufacture Carbon Leaf books.

Write us for samples and prices before ordering.

**THE MORTON CO., Limited,**  
46 and 48 Richmond St. West, Toronto, Canada.  
— Telephone Main 2554 —

ESTABLISHED 1828.

CABLE ADDRESS: "DANGER," SACKVILLE.

## M. WOOD & SONS

SACKVILLE, N.B.

## Wholesale Grocers

Importers and Dealers in

FLOUR and FEED, BRITISH, WEST INDIA and FOREIGN GOODS.

Exporters of ———  
LUMBER, HAY, AND FARM PRODUCE.

CORRESPONDENCE  
SOLICITED.

## CHEWING GUM.

## WAX PAPER.

TRY

# BRADSHAW'S

Pure WAX PAPER for wrapping delicious confectionery.

Also BRADSHAW'S famous CHEWING GUM.

Write For Samples.

**I. D. BRADSHAW & CO., Lombard Street, TORONTO**

THE CHEAPEST AND STILL THE BEST  
The Auer Gasoline Lamp.

NEW MODEL  
No. 25

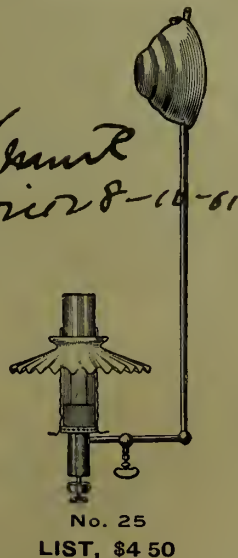
MADE OF HEAVY BRASS TUBING  
AND SHEET BRASS — HEAVILY  
NICKELLED — HIGHLY POLISHED —  
WILL LAST A LIFE-TIME AND NOT  
GET OUT OF ORDER . . . . .

The tank holds 1½ pints.  
Candle power, 100.

This lamp meets the demand for a  
low-priced article. It is made entirely  
in Canada, and nothing but the best  
materials and workmanship enter into  
its construction. It is thoroughly reli-  
able in every way.

SATISFACTION GUARANTEED OR MONEY REFUNDED.

**AUER LIGHT CO., MAKERS, MONTREAL**



No. 25  
LIST, \$4 50

The Norton Manufacturing Co.

Hamilton, Ont.

Manufacturers  
.. of ..

# Cans

for Fruit and Vegetable PACKERS,  
BAKING POWDER, LARD,  
SPICES, etc., by AUTOMATIC  
MACHINERY, also

Wire,  
Cable  
and Bar

# Solder

CORRESPONDENCE SOLICITED

## When You Want to Buy

### CONFECTIONERS' or GROCERS' SUPPLIES:

Foreign, Granulated or Refined  
Sugars,

Nuts, Shelled or in the Shell,

Dates, Figs,

Raisins, Currants,

or anything in the Dried Fruit line, we  
are Headquarters.

Quality of Goods is right.

Prices always the lowest.

We represent

The **HILLS BROS. COMPANY**, of New York

The largest Fruit House in the U.S.,  
and carry stock here.

## Thos. Montgomery & Son

304 MERCHANTS BANK BUILDING,  
**MONTREAL.**

When the Canadian winter weather comes upon us; when the air is full of grippe and pneumonia, and sudden climatic changes wreck the constitution, then it is that we Canadians should take our holidays.

\* \* \* \*

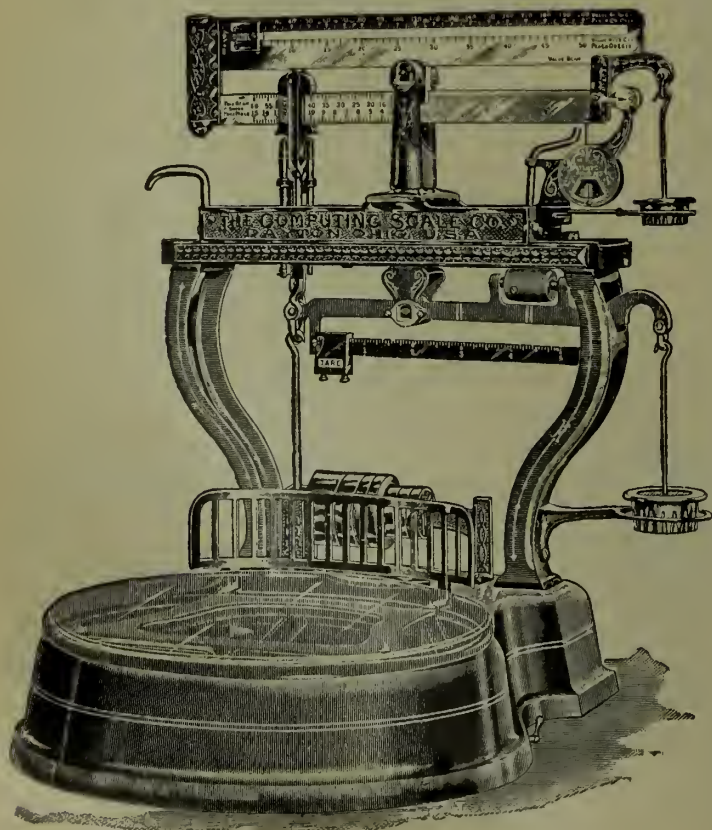
For a far less expenditure of money than it costs for a trip to Europe one may enjoy a voyage to the British West Indies by Pickford & Black steamers, sailing from Halifax every other Monday . . . .

\* \* \* \*

P. & B. boats call at Bermuda, St. Kitts, Antigua, Dominica, Montserrat, St. Lucia, Barbadoes, St. Vincent, Grenada, Tobago, Trinidad and Demerara. The round trip takes 42 days. Steamer accommodation first-class . . . . .

\* \* \* \*

For information write R. M. Melville, Toronto,  
and Pickford & Black, Halifax.



## THE NEW MAJESTIC.

The finest scale ever made for a merchant. Beautifully finished. Agate bearings throughout. Furnished with bevel edge glass platform. Revolving swivel base hidden beneath the platform, enabling you to use the scale from either side of the counter. Patent near-weight device or over weight detector which alone is worth the price of the scale. Solid brass weights and new patent lifting device. Send for full particulars.

Our scales are sold on easy monthly  
payments.

The **Computing Scale Company**  
DAYTON, OHIO.

Money-Weight Scale Co., No. 47 State St., Chicago, Ill.

E. E. Meeker, No. 52 Franklin St., New York, N. Y.

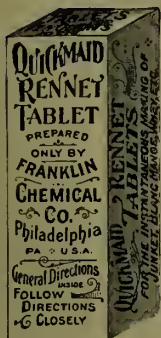
J. B. Polrier, Dist. Agent, No. 1662 Notre Dame Street,  
Montreal, Que., Canada.

L. A. Davidson, Dist. Agent, No. 104 King St. West, Toronto,  
Ont., Canada.

White & Ecclestone Dist. Selling Agents, Vancouver, B. C.



## QUICKMAID RENNET TABLETS



Make delicious desserts in ten minutes.

A book of recipes goes with each package.

The most reliable Rennet Tablets on the market. For sale by all wholesalers.

Retails at  
10 Tablets for 10 Cents.

## "Chief Keokuk"

Pickles and Condiments.

## "Montrose"

Tomatoes, Peas and Vegetables.

SOLD ON THEIR MERITS.

## KEOKUK PICKLE CO.

KEOKUK, IOWA, U.S.A.



## CLOTHES PINS...

Selected and full count, in packages of 4 doz.—6 doz.—12 each to a case.

This makes a very attractive shelf display line. Also in cases of 5 gross, large and small sizes. Ask for quotations.

**BOECKH BROS. & COMPANY,  
TORONTO.**

Manufactured by

**WM. CANE & SONS MFG. CO.**  
Limited,  
**NEWMARKET.**

## SOMETHING BETTER THAN THE REST

THAT IS

## VICTORINE

A washing compound that does not injure clothes.

**NO ALKALI.**

Write for sample.

**VICTORINE** (Incorporated)  
**MONTREAL.**

## SLEE, SLEE & CO.,

Limited

Tower Bridge Brewery,  
LONDON, ENG.

## FOR English Malt Vinegars.

Ontario Agents

**John W. Bickle & Greening.**  
HAMILTON AND TORONTO.

From whom Samples and Prices can be obtained.

## THE "GLENER"

KINGSTON, JAMAICA, B.W.I.

The Newspaper with the Largest Circulation in Jamaica and the West Indies.

Canadian manufacturers, merchants, etc., desiring to do business with this country and introduce their goods in this market, should put an advertisement in "THE GLEANER."

Write for scale of charges, etc., to

**THE GLEANER CO.,**  
Limited

"Gleaner" Office, . . . KINGSTON, JA.

## THE HIGHEST POINT OF EXCELLENCE

is reached in our several lines of Starch for *Laundry* and *Culinary* purposes. All the essential elements necessary to make a Starch popular with the public are found in our makes. The grocer who desires the most *Reliable*, *Saleable* and *Profitable* brands will never be without a good supply of

COLD WATER IVORINE  
IVORY GLOSS

} For the Laundry.

AND

ST. LAWRENCE STARCH  
DURHAM CORN STARCH

} For the Kitchen.

Manufactured by

**THE ST. LAWRENCE STARCH CO., Limited**  
PORT CREDIT, ONTARIO.

# **GOODS THAT HAVE VALUE AND ARE PROFITABLE**

ARE THE ONLY KIND THAT WE HAVE TO OFFER BUYERS. We feel confident that the undermentioned lines contain all the qualities that mean "success" and "profit" to the purchaser. Buyers who have tried our goods will corroborate our claim that they are "sure winners." The liberal orders continually being placed with us are convincing evidence of the quality of our goods. Send for quotations—they will interest you.

## **COFFEES**

We make a specialty of roasted coffees. Our offerings of MOCHA, JAVA, CEYLON, COSTA RICA, MARACAIBO, RIO, SANTOS, etc., are being highly praised by the trade. We are direct importers and large buyers, consequently we can quote specially low figures.

## **DRIED and EVAPORATED FRUITS**

Special attention is drawn to this department of our business, where buyers can secure absolutely best values in VALENCIA RAISINS, SEED-LESS RAISINS, CURRANTS, FIGS.

## **TEAS**

JAPANS, CONGOUS, INDIAN, CEYLON, OOLONGS, PINGSUEY, GUNPOWDERS, CHINA GREENS. No better values at better prices can be had anywhere else. (Wholesale only.)

## **CORKS**

Our assortment of corks is complete. It embraces a collection of every description. Those who desire to get highest quality at lowest prices should consult us before buying.

## **SPICES**

We have attained an enviable reputation for our spices. We offer you a line upon which you can depend to please your customers. Let us send you a sample can.

## **CREAM OF TARTAR**

BORAX and BI-CARB. SODA,  
genuine business-builders.

## **BAKING POWDERS**

"UNION," "STAR," "WORLD'S BEST" brands are experiencing an exceptionally good sale—because they are leaders. Let us fill your order.

## **CAPSULES**

We solicit your next order for Capsules and Tin Foil.

**S. H. EWING & SONS**  
KING STREET  
**MONTREAL.**





## Dawson

By Henry J.



## As It Is



## Woodside

FROM a mosquito-haunted muskeg in 1896, the city of Dawson has sprung up like magic, and is now a place of probably 7,000 inhabitants. It has broad wooden sidewalks, well-graded streets, an excellent system of drains and ditches, electric lights, telephone system, telegraph service south and north, and many fine buildings, two of them solid brick, and a great number of warehouses.

Lieut. Schwatka, passing down the Yukon river in 1883, notes that there is a fine stretch of hay land at the mouth of the Troandike river (now Klondike), which would make a good grazing place for cattle if the mosquitoes would not eat them up. The cattle graze on the side-hills now, and there are not as many mosquitoes in Dawson in summer as there are in the city of Chicago. The drainage system and civilization are too much for the northern bloodsuckers.

The town-plot proper of Dawson was what is technically called a "nigger-head muskeg," that is a stretch of soft black muck strewn with little bristly round hillocks of turf, over which a man may walk at night as freely as a drunken man walks a tight rope. It was formerly sprinkled with bushes, and along the river front grew a fringe of spruce trees. The town plot is about ten feet above the level of the river at low water. It is about a mile long, by over a quarter of a mile in width. It is bounded on the north and east by steeply sloping mountain and hillsides, on the west by the Yukon river, and on the south by the Klondike river, which comes into the Yukon at right angles from the east, from the Rocky Mountains over one hundred miles away. At the lower or northern end of the city plot, a great landslide came down the mountain, and is said to have buried a small tribe of interesting aborigines. Over their reputed grave it piled up small loose rock and gravel in high mounds and terraces, and thus made an ideal plot for dry-celled private residences, where the wives and families of Dawson citizens may look down on the Yukon river flowing from 50 to 100 feet below their piazza.

In the rest of the city the foundations of buildings are laid in trenches six feet

deep, chopped down into the eternally frozen black muck. Smaller dwellings have their foundations on the frozen soil, below the upper covering of moss. When this covering of moss is removed the sun in spring and summer thaws a considerable distance into the soil, and thus gardens are formed where wanted, although the flats of the river beds and the warm hillsides are the favorite places. The climate is so dry that gardens have to be watered or irrigated. This can be done artificially.

The Klondike river has two mouths, and between them a low island, where a large sawmill is operated. Here are several fine vegetable gardens which produce luxuriantly. Beyond or south of the branches of the Klondike river is a little town plot nestling against a high hill, called by some Klondike City, but by the pioneers here the sinister name of "Lousetown." A suspension foot bridge crosses each branch of the Klondike river near its mouth, and connects Dawson with Klondike City. The latter was ambitious to become the metropolis at one time, but there was not room enough in it for the necessary number of cabins. A cabin is usually a small unpretentious log house, with enough yard in which to cut wood and throw slops; but at one time there was such an epidemic of cabin building that no ordinary townsite could accommodate the number built here. As I stumbled around the country on the Sabbath day, for a couple of summers past, and located fresh cabins in batches everywhere I went, it was my intention to lump the probable number at ten thousand, more or less, but a more careful revision of statistics keeps the number down to about one-fourth of that figure. Fires have run over the hills, and have cleaned out groups of from 10 to 40 log cabins at a time, and although they stayed cleaned out, with their contents, yet the number did not seem to be much decreased. The log buildings of

the business streets, between fires and discomfort, are making way for frame and iron structures, many of them with pretentious fronts and plate-glass windows. Some of these old three-storey log buildings cost from \$40,000 to \$60,000 in 1897-98. They were chiefly saloons, gambling and dance houses, and their owners expected to recoup themselves within a year in the gold swim. The heart of the city was burnt over twice, in one spot thrice, and as often has the plot been rebuilt, each time better than before.

In the gold rush of 1898 Dawson became a canvas city, and the white tents gleamed all over the flats and up the hillside. In autumn everyone who could built a cabin. As it was impossible to obtain a satisfactory title to lots in much of the plot, and lots down on the flats were held at very high figures, the cabin builders had to take to the hillside, and over its top, and up the valley of the Klondike. Ornate highly decorated cabins, plain, common-place cabins, and delapidated, unsightly cabins or "shacks" fresco the whole upper landscape. They perch in all sorts of crannies and nooks, hanging by their eyebrows on the steep incline; they nestle at the foot of rocky cliffs, where masses of overhanging rock appear ready to wipe them out of existence; they sprinkle the narrow flats of the Klondike, and form



Dawson—A Pioneer Hotel.

an almost solid three-deep fringe along its banks for miles, wherever the banks permit of it.

These cabins cost high in work or in cash, for suitable logs were scarce and dear. But their era has passed. Many of them are being pulled down and sold for firewood. The new houses are of wood or galvanized iron. They look roomier, cleaner and lighter than the log cabin, with its chinked crevices, its mossed and earthen roof, a tremendous weight that frequently broke down with the steady strain. There was another order of buildings, unique in their beauty and grace. That was the scow cabin, built of two sections of a scow cut across the centre. One section formed the floor and half of the walls, the other the roof and remaining half of the walls, with a little insertion in the middle to make the roof high enough for a man to walk erect under it. Then there was always, until recently, a

where, until opposite the lower, or northern end of the city, where the western hill slopes gently down to a flat. On the slope, West Dawson, a suburb, has sprung up. It is reached by a small steam ferry-boat in summer and by an ice trail in winter.

South Dawson is that portion of the city built on the Klondike banks, beginning where the river issues from the shadow of the cliffs, or golden gateway, and running west to where the Klondike joins the Yukon. It is about a quarter of a mile long and is separated from Dawson proper by the Government reserve. It is a rapidly growing district, and has quite a business of its own in all lines.

On the Government reserve is located the N.W.M.P. barracks, prison, police warehouses and drill square, and officers' and men's quarters. Around or near these are clustered the old court house,

church. The Yukon council is preparing to erect a \$25,000 central school and a building for the Yukon museum. New public buildings to the value of over \$150,000 are to be erected this year, including the new court house, the administration building, the Gold Commissioner's office, commissioner's residence, and one or two others. The new post office, completed last fall, cost the very reasonable sum in this country, of \$13,000, and is furnished in an up-to-date style. In it are housed the Customs officials, with an attached examining warehouse, crown timber and lands' offices, registrar's office and Government telegraph offices. It is furnished with brick vaults, and is heated with the latest hot-air appliances.

The Roman Catholic church, a lofty log structure with frame spire; St. Mary's Hospital, a three-storey building, recently enlarged, St. Mary's school, and the commissioner's residence, are located on the

West Dawson.



N.W.M.P., Yukon River.

Third Street.

Yukon River.

Dawson—The New City of the Yukon.

fringe of floating palaces or cabins on scows adorning the upper water front. In springtime, after the ice had gone out, the wide bar opposite the police barracks is covered with scows that have been built at the lower end of Lake La Berge, and have been the first to arrive with loads of fresh meat, vegetables, fruits and luxuries.

It is hard to satisfy some men, but if I had the laying out of Dawson town-plot and its environments, I would have raised the whole flat ten feet higher, removed the mountain to the southwest and placed it northwest, where it would not obscure the sun two hours before it sets, and remove a southern range of hills that prevent the sun from shining on the city for six weeks in December and January. With these trifling changes, Dawson's situation would be much improved. On the west side of the city the banks rise so steeply from the water that a cabin can hardly get foothold any-

where, until opposite the lower, or northern end of the city, where the western hill slopes gently down to a flat. On the slope, West Dawson, a suburb, has sprung up. It is reached by a small steam ferry-boat in summer and by an ice trail in winter. South Dawson is that portion of the city built on the Klondike banks, beginning where the river issues from the shadow of the cliffs, or golden gateway, and running west to where the Klondike joins the Yukon. It is about a quarter of a mile long and is separated from Dawson proper by the Government reserve. It is a rapidly growing district, and has quite a business of its own in all lines. On the Government reserve is located the N.W.M.P. barracks, prison, police warehouses and drill square, and officers' and men's quarters. Around or near these are clustered the old court house,

the foundations for the new one, the residence of Government telegraph staff and architect, the Gold Commissioner's office, the residence of Judge Craig, and police hospital. The Royal wood factory, or the "woodpile," in local parlance, is located back of the barracks, and here those who fall alive into the hands of the men of the yellow stripe, for various misdemeanours, do hard labor, sawing Government wood instead of breaking stone. The woodpile is a mighty influence for morality in Dawson, and is a greater restrainer than potassium bromide. On the northern edge of the Government reserve is located the Good Samaritan Hospital, founded by Dr. Grant; the Episcopal, Presbyterian and Methodist churches, and Salvation Army barracks; also two of the schools, and the kindergarten school. These are as yet all log buildings, but the Presbyterian congregation is having plans drawn for a \$12,000

terraces of the north end. The two principal hospitals of Dawson, the Good Samaritan and St. Mary's, are aided by Government or council grants, and have done a great and good work in the Klondike district.

The schools have been established from six months to a year, and are rapidly filling up with children. There are already five teachers employed. The buildings and equipment as yet are crude. The system of schools in vogue in the Northwest is followed here. The churches, although small, have been conducted by pastors of acknowledged ability, who are striving to keep pace with the growth of the country and to improve the moral tone of the community. This, although orderly and law-abiding, tolerates some things not seen elsewhere in Canada—open gambling and dance houses. These evils were very prominent and numerous, and are an importation from the Western States, but, in future, thanks to the effi-



ciency of the police, these will be reduced to a minimum, and another cause for stumbling on the part of our miners and citizens will cease to exist. The scarlet women, who have held the whole of a long block on Fourth avenue, have been warned to vacate, and are removing to places outside the city limits.

The city, from an original front street along the river, has successively overflowed and occupied Second and Third avenues, as well as their intersecting streets, Harper, First, Second and Third streets. Fourth avenue is not wanted for business purposes, and Fifth avenue is wanted for schools and residences. The avenues run parallel to the river and the streets from it toward the hill. Sixth avenue runs along the base of the hill.

The administration of justice in Dawson is the admiration of foreigners. Canadians are naturally proud of it, but take it as a matter of course. Two judges, Mr. Justice Dugas and Mr. Justice Craig, hold territorial court, and are constantly unravelling the tangled skein of mining rights, with an occasional criminal case thrown in to add spice. The chief murder cases of Dawson have been those of dance-house women by their paramours, who have in nearly all cases been good enough to commit suicide as well. There have been half a dozen of these double tragedies. Two Indians and one white man were hanged in 1899, and a couple of white men in 1900, for murders up the Yukon river. One murderer has had his death sentence commuted to life imprisonment, and it is expected that another one will be dealt with so before the sentence is carried into effect. There were extenuating circumstances in both cases. Another man is in jail awaiting his trial for the most atrocious murder of Relfe, Clayson, and a telegraph lineman on Christmas Day, 1899. These three bodies were pushed under the ice, but contrary to its custom, the icy Yukon cast up their bodies in the spring, with the damning bullet wounds in their heads and bodies. For such a cosmopolitan country, crime is remarkably scarce.

There is a body of about 275 N.W.M.P. in the Yukon, of which 125 are in the upper, or White Horse division, and 150 in the middle Yukon or Dawson division. The whole force in Yukon is commanded by Major Z. Wood, with headquarters at Dawson. A large portion of the force is scattered along the Yukon river in detachments, and along the gold creeks. There are usually about 60 men available for service in Dawson between the downtown station and headquarters. The admirable system and conduct of this force is a matter of the greatest pride to Canadians, and it is due to them that the law is so rigorously enforced against crime, so that life and property are as safe in this city as in any other in Canada. It is a wonderful contrast to the

condition of mining towns in the United States.

The Territory of Yukon is governed by a body called the Yukon Council, with limited right to legislate. The commissioner of Yukon is chairman of the council. The Government at Ottawa appoints five members, and two are elected by the British subjects. The elected members are Messrs. Wilson and Prudhomme. The council in time will become entirely elective, and will gradually merge into a Provincial Legislature. Dawson not being incorporated the council legislates for it, and the arrangement is very satisfactory to the citizens. Thanks to the energy and persistence of Commissioner Ogilvie and the council, Dawson is in such a position that a small but noisy band of "incorporators" are unable to influence public opinion in favor of incorporation, with its added expense, and vexatious problems. The News, the American newspaper here, is working hard to promote the matter, without success. The streets are well drained and graded, and are furnished with electric lights. The city is provided with an excellent fire brigade of paid members, three large steam fire engines, hook-and-ladder apparatus, double chemical, etc., and, thanks to the efficiency of Chief Stewart's men, the city has escaped this year the customary conflagration of former winters. During the winter time two of the fire engines are kept housed on the river ice with steam up all the time, ready to pump as soon as the hose is laid.

The Dawson Electric Light and Power Company is growing to be a large concern under good management. It furnishes 3,000 16-candle lamps and 300 32-candle lamps for private consumers, and 78 32-candle lamps for street lighting. The company is providing electric power for machinery in the city and on the creeks. The telephone company is another well-managed concern, having 140 telephones in the city, and 26 scattered along the creeks: also orders in for many more when they arrive over the ice. Capt. Oleson, an Orkney man, manages both of these prosperous companies. The city is supplied with the purest cold water, pumped from a well near the confluence of the two rivers. This well was sunk to a depth of 20 feet at a venture, and struck a strata of sand and gravel free from frost. The water is pumped to the surface, and is then forced through a system of iron pipes laid along the principal streets. It is kept flowing steadily, and this, with a little artificial heat, has kept the pipes free from ice all during the severe winter, although the pipes are only laid a few inches below the surface of the ground, in wooden boxes. The hydrants are covered with small houses furnished with stoves.

Dawson has a first-class hotel, The McDonald, with a capacity for 70 first-class

guests, and there are several other good hotels. The city swarms with restaurants, as only a small half of the inhabitants keep house, except as a sleeping place. The price of standard meals remains at one dollar. There are some places where cheap meals may be had for 75 and 50 cents. Meat of all domestic kinds and poultry remain high, ranging from 40 cents to a dollar per pound. It would be still higher if it were not for the immense quantities of caribou and moose brought down the Klondike from the foothills of the Rockies. This is sold at from 25 to 35 cents per pound. Eggs are \$1 per dozen. Flour averages \$5 per 50-pound sack. Prices are very variable, and the least sign of scarcity sends the price of an article up, as for instance, flour went up this spring to \$7 per sack, owing to a supposed shortage. Fresh vegetables are always dear, but an increasing quantity of them are being grown each year. The great bulk is imported, and is kept in warm storage during the winter.

Furnished rooms rent from \$50 to \$35 per month. There is a lack of privacy in all the hotels, owing to the thin partitions. The price of lumber, ranging about \$100 per thousand feet, is responsible for this. Many rent cabins to sleep in, and get their meals at the restaurants. Spruce logs for cordwood sell at \$15 per cord in eight-foot lengths, and it costs about \$4 to have it cut up into stove lengths. Local coal is coming into use rapidly, and retails for \$30 per ton.

The banking interests are in the hands of two strong Canadian concerns, branches of the Canadian Bank of Commerce and the Bank of British North America. The latter has a modern building equipped with fireproof vaults, etc.; the former is engaged in the work of erecting one for its use. These banks have sometimes as much as a couple of million dollars' worth of gold dust lying in their vaults. They are guarded at night by detachments of N.W.M.P. inside the building. In a country where such an enormous amount of machinery is used, valued at between two and three million dollars, machine shops will naturally flourish, and there are four of them equipped with large modern machinery, and a foundry. A dozen steamers lie up at Dawson, and furnish much repairing. The innumerable steam-thawing plants on the creeks furnish more.

Three or four big sawmills supply the demand for lumber, plain and dressed, and to see the succession of long rafts of sawlogs that arrive at Dawson during the season gives one the assurance that there is much good timber on the Upper Yukon and its tributaries. All the timber in the country should, as far as possible, be reserved for lumber alone. The city is well supplied with newspapers. There are the two afternoon papers, The



Klondike Nugget, and The News, The Morning Journal and The Weekly Yukon Sun; also a couple of mining journals, The Yukon Mining Journal and The Record. The former is an excellent illustrated monthly journal devoted to Yukon interests alone. The Sun and Journal are Canadian, The Nugget, Canadian-American, and The News, purely American, devoted to the interests of Alaska, where it should have been located.

The aggregate amount of goods landed at the extensive system of well-built wharves fronting the city, or from scows at the bar, runs up close to ten million dollars (\$10,000,000) per year, of which half comes from Canadian cities, the remainder from across the line. Some 12,000 tons come by way of Behring Sea and up the Yukon. The same quantity comes over the Pass and down the river by steamer. Scows bring about 5,000

of corrugated iron, and will store about 50,000 tons of goods, or say the freight of 5,000 ordinary freight cars. One company, The Alaska Exploration Company, have seven, with a capacity of 10,000 tons. There is a row of warehouses on the wharves, another row on the opposite side of First avenue, and blocks of them or single ones elsewhere through the city. Every care is taken to protect them from fire, and so far they have escaped the destructive conflagrations of earlier years. The destruction of one or more of them might mean a serious shortage of provisions for the rest of the winter. There are several warm storage buildings, one of them solid brick. In these are kept the perishables and vegetables.

The trade of the city and Klondike is largely in the hands of eight big trading companies. They are, McLellan, McFeely & Co., hardware, of Vancouver,

companies here, The Alaska Exploration Company deserves most credit, not only for its very handsome stores, but for developing coal and quartz mines. With that end in view the company is having a diamond drill shipped to Dawson, to further test the quartz ledges in which it is interested; also the great conglomerate gold-bearing reefs. The N. A. T. and T. Company have developed a coal mine a short distance below Dawson and have placed hundreds of tons of coal on the market this winter.

The placer gold fields within an area of 50 miles southeast of the city produced on an average \$20,000,000 worth of gold per year for several years past, and the output is likely to be increased this year. There appears to be enough alluvial earth in sight to last for ten years yet, and the field is broadening. We appear also to be on the eve of great quartz development.

A very fair system of roads up the different gold-bearing creeks has already been constructed, and the programme for this year is more extensive than ever, involving the expenditure of about \$200,000 in much needed highways to open up the remoter creeks. A fine new steel bridge is now being built across the Klondike two miles above its mouth. Horses are the principal draft animals, but dogs are much used on the narrow trails. Stages run from Dawson to points along all the creeks, and the automobile has made its appearance in competition for the passenger traffic. Two well-equipped automobiles, carrying half-a-dozen passengers each, are in commission on the creek roads. Bicycles are used very extensively in and around Dawson, especially in winter time when the creek roads and trails are smooth and hard, and good time can be made over them. Regular horse stages run between Dawson and Whitehorse. They follow the ice of the Yukon much of the way, but leave it in a couple of places to make cut-offs that shorten the line greatly. Mails come and go by the same route weekly. The service has been very good this winter. Canadian newspapers are brought in by mail; the contract is for 700 pounds of letters and papers per week each way. The telegraph line gives connection with the head of Lynn Canal, on the North Pacific, and despatches are carried by steamer to and from British Columbian cities. On August 1, the through telegraph line from Atlin to Ashcroft on the C.P.R. will be completed, and Dawson, which is now in connection with Atlin, B.C., will have a through service direct to all Canadian cities. The Dominion Government deserves great credit for the way in which the country has been opened up by telegraph lines.

Building material is naturally costly, both lumber and brick. Lumber of the rough class is usually not lower than \$75



Dawson—First Mail to arrive from St. Michaels, July 6, 1900. It consisted of over 100 Sacks.

tons more. The total tonnage landed in Dawson last year was 30,000 tons.

To handle this bulk of goods some 20 small, medium and large stern-wheel steamers connect at Whitehorse with the White Pass and Yukon Railway, running inland from the Lynn Canal 110 miles, and run to Dawson, 450 miles by the Upper Yukon and Lake La Berge. Passengers and tourists get first-class accommodation. The travel for various reasons is large during the summer; the first and last boats are always crowded. On the Lower Yukon run, another 20 steamers of the largest class, some of them rivalling the big Mississippi ones, ply between St. Michael, at the mouth of the river, and Dawson. They have to bring their load over 1,200 miles against a stiff current, in a shallow and shifting channel or channels.

The number and extent of the warehouses in Dawson is a marvel to a newcomer. They number about 50, all built

who, I am informed, did the largest business of any firm in Yukon last season; The Alaska Exploration Co., London and San Francisco, whose palatial Dawson branch netted a profit of \$187,000 last season; The Trading and Exploration Co., of London; The North-American Trading and Transportation Co., of Chicago; The Alaska Commercial Co., of San Francisco; The Seattle-Yukon Trading Co., of Seattle; The Ladue Co., and The Ames Mercantile Co., of American cities. These companies in the autumn carry enormous stocks to last about nine months, or until the opening of navigation at the end of May. Many smaller Canadian firms are working up a good trade in the respective lines of dry goods and groceries, and, as elsewhere, the trade of the country will pass gradually into Canadian hands and into Canadian channels, if a sustained effort is made with that end in view by outside manufacturers and merchants. Of all the big



per 1,000 feet. Brick are 10 cents apiece, or \$100 per 1,000. A very good quality of brick is manufactured close to the city, and a complete new brick-making plant is now on the way in. Good lime is burnt within a few miles, so that with lime, brick and plenty of building stone, the material is at hand for permanent dwellings and stores. The stone foundation is now being laid for another solid brick block.

Dawson is gradually turning from an aggregation of log cabins and tents, a flaring canvas-sign mining camp, to a city of wide streets, pleasing blocks, and up-to-date conveniences of every kind. With the advent of warm, properly heated buildings, much of the terrors of the climate will disappear. As it is now, more than half the people here are living in stores and dwellings not fit to be inhabited, so far as comfort is concerned, even in the southern part of Ontario. Fortunately it is a city of almost perpetual calm, and of little rain.

Its permanency does not seem to be doubted by those shrewd financial men who so freely invest their money in various kinds of permanent enterprises on the strength of an assured future. Prices have come down in nearly all lines of clothing and furnishings, as well as in some lines of eatables, but there is still room for a big decline in that respect.

The open gambling and dance-houses which surprise eastern visitors will, in a short time, be a thing of the past. Their going is hailed with satisfaction by the best business class, as they are parasites on the miners. There will be two things still left to surprise visitors in summer. One is the perpetual daylight for a couple of months, when travel and work goes on steadily the 21 hours. The midnight sun is not visible at any time from the highest mountains near Dawson. The other is the number of dogs around the city. These spend a good deal of their time in adjusting differences that have laid over from the busy winter time.

When the time does come to incorporate the city there are two provisions that should be inserted in the charter. One is that the N.W.M.P. should be in charge of the law and order of the city, and the other is that only British subjects should be allowed a vote in the elections. The usual specious pleading is being made by those desiring incorporation, that our American cousins should be allowed to vote for councillors. Inasmuch as British subjects are not allowed either to vote in any elections, or to take mining property in the neighboring Territory of Alaska, the plea does not come well. Moreover, British subjects who are to remain permanently in Canada are better qualified to say who are the best people to govern the city. The Americans can push a city best, but Can-

adians can govern it better than they, and we do not want any wide-open place here like those in Alaska, or even such a place as Seattle, where many of our miners are robbed of their gold dust in a manner that would not be tolerated in Dawson.

The amusements of the city are furnished by theatres, with more or less good drama or horseplay. A good public library is partly sustained by grants from the council. A well-managed, privately owned reading-room has 1,500 members. The curling rink is well patronized by crack curlers from Ontario and the Northwest. There is a large skating rink and a couple of hockey rinks. Half-a-dozen hockey clubs maintain a contest for the championship of Yukon. St. Andrew's Night and some other special nights are celebrated by balls of great magnificence, as there are hundreds of wives, mothers and sisters here now from Canadian and American cities. The 21st of May is celebrated royally, with games and parades. The 4th of July, a compromise between the 1st or Dominion Day and the American holiday, is also celebrated in true Western style, with a parade of gorgeous floats symbolizing historical events and conditions.

One word about advising Canadians to come to Dawson. I do not see any reason why a young man who is of an adventurous disposition should not come here rather than go across the line to United States mining camps. If he has patience, energy, and is resourceful, he should do well here. It is far better for the new comer to secure work before going out to mine on his own account. Mining, while a perfectly legitimate industry, has many blanks for the prizes. The average wage on the creeks is from \$4 to \$5 per day and board. Good mechanics are usually paid somewhat higher, or get \$1 per hour straight, and board themselves. The Yukon Council has passed a by-law to pay its employees at the rate of at least \$5 per day and board. Our friends from the United States pour in fast enough, and usually do well both at mining and commercial ventures. A man coming here to succeed should especially eschew wine, women and gambling; they are the vices of a mining camp or city. I hope to see the trade not only of Dawson but of all Yukon in the hands of Canadians before many years pass, and Canada will then be getting more value from its most northerly inhabited territory. I am satisfied as to the future. Letters should be addressed to Dawson, Yukon, Canada, not to "Dawson, Alaska."

One way for the merchant who doesn't advertise to put in his time is over the pawnbroker's counter.

## USE YOUR MONEY IN YOUR OWN BUSINESS.

IN the present rapid age the desire to "get rich quick," remarks an exchange, has blinded many merchants who several decades ago would use all their brain energy in developing their business, and has made them alert for outside schemes and propositions which promise riches in a remarkably short space of time. Their business is secondary to this inclination to invest in outside schemes.

A New England merchant advises merchants to use their money in their own business, and gives as the key to success the discounting of bills. He is undoubtedly right and mentions a thing that too few merchants look seriously upon.

The average country merchant will usually take the last minute of the eleventh hour to pay his bills, looking upon discounting in the light that his money is worth as much to him as the earned discount, or he doesn't think of it in any light except that a bill must be paid on such a date and waits until the last minute of that date before mailing a check, although his money may be idle days before that date.

Merchants in general should give this matter more serious consideration. It is a matter of profit in many ways to the small dealer as well as the large one.

Manufacturers and jobbers favor cash buyers to the limit of their terms, besides favoring them with "good things" in the way of bargains which are never suggested or shown to slow-pay dealers. Clearings and jobs are always offered first to the cash buyer. He invariably gets the best there is of all deals and it is his discounting his bills that works in his favor.

Bills taken up in advance, even if it be at the cost of unusual exertions, save money and worry to the merchant and buy favors at the hands of the men he deals with. He will not only feel the beneficial effects in this way, but will feel them in the freer swing given to his business. A forestalled obligation gives a merchant an independence that is worth much and makes him a keener, shrewder business man.

The danger that besets a merchant who has money on hand is that of the temptation to use it in some outside speculation—in schemes foreign to his business and his knowledge, and for which he relies upon the arguments and persuasion of the projectors. A man with a keen shrewd mercantile spirit and training is not usually keen in matters foreign to merchandizing, and the majority of those who enter into speculative schemes in their anxiety to get rich rapidly prove to be the most fallible of lambs in the hands of unscrupulous operators.

# IDEAS FOR MEN WHO ADVERTISE.

## THE ADVERTISEMENTS OF COUNTRY MERCHANTS.

By W. L. DISPLAY.

I SPENT a few hours the other day glancing over the advertisements of merchants published, for the most part, in country weeklies. And I meditated as I glanced, for the character of the advertisements made one do so.

In spite of all that has been said and written about the folly of crowding too much into an advertisement, there is still a great deal of it being done in the advertisements of country merchants. What is to be objected to is not so much the amount of matter that is put into the advertisement as to the number of goods that are enumerated. Here, for instance, is one of this kind:

### Bargains!

**In Watches, Clocks, Silverplated Goods, and all Jewellers' Sundries;** bought at the rate of 33c. on the dollar—all new goods. Now is your chance to secure the greatest bargains ever offered. Goods must be sold in this department. I have secured the services of MR. J. S. BLACK, the Practical Watch-maker and Jeweller, known as an expert throughout Canada. Having bought my stock for Repairing Watches, Clocks, Jewellery, etc., at the rate of 33c. on the dollar, I can do your Repairing cheaper than any other house in Canada. All work guaranteed, also all Watches and Clocks bought at this Store. Every day a Bargain day with us.

**A Full Line in Gent's Furnishings.**—A few Suits of Blue and Black English Serge; also a few Rubber Coats left. Call and get the greatest snaps ever offered in these lines.

**Bargains in Groceries.**—Call and get prices in Groceries before buying elsewhere.

**Granite, Tin and Woodenware.**—All kinds, including Washers, Churns, Wheelbarrows, Brooms, Brushes, Mops, and Housecleaning Utensils.

**Wall Paper.**—The cheapest in town.

**Crockery.**—A few odds and ends in Crockery at your own price.

**Paints.**—Dry and in Oils; Putty, etc.

**Hardware.**—Rakes, Forks, Hoes, etc.

**No matter what you want, call and get it at**

**BLANK'S DEPARTMENTAL STORE!**

BLANKVILLE.

**N.B. — Hard and Soft Wood for Sale.**

Instead of being crowded into one advertisement there is enough in the above for a dozen. If Mr. Blank is the expert he is declared to be, there was evidently a good opportunity for an advertisement dealing solely with the department over which he presides. Then, as another example may be taken the reference to wall paper. What is the use of declaring it is "the cheapest in town?" That is a

statement that has become too well worn to interest people now-a-days. An advertisement that treats on one line is more effective than that which treats on a score, just as the man who aims at the bull's eye and only fires once is likely to make a better score than he who fires a dozen shots at random. If the wall paper was "the cheapest in town," the mention of some of those prices in a nicely displayed "ad.," all the other articles being omitted, would have produced infinitely better results than I can imagine the "ad." as it appeared ever did.

Here is an advertisement with the one-line idea which, aside altogether from the

Green Tea  
Black Tea  
Japan Tea  
Mixed Tea

15c

PER POUND.

**HALSH BROS.**

price the teas were quoted, no doubt caught the eye of all through whose hands the newspaper containing it passed. The firm name, like that in the above advertisement, is substituted for the real one.

If any objection is to be found with the advertisement of "Halsh Bros." it is in regard to the price of the tea. A 15c. tea retail is a pretty low-priced tea. "Halsh Bros." have wisely not said that it was "an excellent" or "first-class" tea at 15c., like some merchants have in effect when advertising low-priced goods. Through the large department stores consumers have already received too much education that is not commendable in regard to low-priced goods. As a rule, the better the price the better the quality; and, furthermore, the better the profit.

In my perusal of the country weeklies I came across the advertisement of one merchant who evidently believes in quality. And, although the advertisement was not by any means as well "set" as it should be, the spirit of it is decidedly commendable. This is the advertisement, although reduced in size. It was originally two columns wide.

## Good Value

That's what the buyers want.  
That's what we give.

*Inferior goods*

We could sell cheaper goods—inferior goods—at less prices, but good goods is what the buyer wants. He may be attracted by the cheapness of the inferior article, but that will captivate him only once.

Those who want **GOOD FRESH GROCERIES**—groceries that have not lost their quality—get them at **The Popular Corner Grocery.**

ORDERS DELIVERED PROMPTLY  
TO ANY PART OF THE TOWN.

**JOHN JONES.**

I would by no means urge a hard and fast rule, but it pays a merchant better in the long run to keep hammering away on quality than on low-priced goods. That which determines the value of an article is its price relative to its quality, for one article quoted at a dollar may be infinitely cheaper than another at one half the price. Impress this on your customers, in and out of season, through your advertisements; and in fact through every and any medium.

## HOW SHOULD A GROCER ADVERTISE?

By W. T. ROBSON.

This question must be answered according to the varied conditions and locations of the business. An advertisement that would be effective in a large town or city would be too elaborate for a smaller town or an agricultural district, while an advertisement effective in a small place, might not produce results in a larger location. Thus the writer, with his varied experience, can only lay down a few principles of general application which he considers essential to success.

The store, as far as circumstances will admit, should be up-to-date in fixtures,



attractive, and orderly. The windows must be clean, frequently and tastefully

#### ARRANGED WITH SEASONABLE GOODS.

Display goods that the customers are most likely to want in such a way as they may be most tempted to buy. Don't forget that with most people the price is the important item. Therefore, always use neat and distinct price tickets.

#### ENCOURAGE YOUR CLERKS.

Try and make them feel they have a personal interest in the welfare of your business. Whenever you receive a new line of goods, explain their merits to your clerks; else, how can they properly present them to their customers. Spare no effort in securing for your store a reputation for the character of your teas, coffees, and other special lines. Do not exaggerate; be sure the quality is as described, and never run down your competitors' goods.

#### THE BEST PLAN

is to let your opposition severely alone. It generally keeps most men well employed to run a retail grocery store now-a-days. Confine yourself to praising your own goods; that is perfectly legitimate. Let the other fellow look after his. Anything you say about other people's goods is that much free advertising for them, and does you no good.

#### KEEP YOUR EYE OPEN

for new comers in your locality. They are fair game for you, but let your competitors' customers alone unless they happen to give you a fair chance to talk business to them; but don't use any underhand methods to wean customers away from them. Play the game fair always.

Learn what newspaper or magazine has the largest circulation among the class you specially cater to, and utilize it according to your judgment, means and ability.

**HAVE YOUR ADVERTISEMENT BOLD,** without being commonplace or vulgar. Be as original in your methods as possible. Make a discriminate use of hand bills, but have them removed from the old stereotyped form. Try and word them well, and so arranged that people will read them. Offer your customers samples (judiciously), of such goods as you have unbounded faith in. They will appreciate them.

If you have a

#### SOLE AGENCY,

advertise it; make all you can out of it by giving it prominence. Have your delivery prompt, and see that the harness, horses, rigs, are kept clean and in good repair. They constantly remind the people of your store.

I like the idea of a small frame arranged in the side of

#### DELIVERY WAGONS,

and a neat card reminding the public of a special line of goods on sale. This card must be frequently changed, and always very distinctly printed.

See that your clerks are always clean, quick, and obliging. Keep in personal touch with your customers as far as possible; so serve them as to gain their complete confidence, and they in turn will be the best advertisement you can have, for a pleased customer is a valuable asset to any business. And always remember you can supplement greatly your advertisements in the press by the treatment your customers receive when they enter your store.

#### BE VERY CAREFUL

of advertising schemes which are so prevalent at the present time, programmes, time tables and so many other different



Our Royal Visitor.

traps are constantly being bated to catch the retailer. Church picnics, committees of the local ball team, all consider him legitimate game for a "hold-up." And these people are not troubled at what you are going to get out of the advertising, but how much they can work you for. If the cause is worthy, help it; but do not place what you give in your advertising account, but rather to benevolence or charity.

#### THE ADVERTISEMENT THAT TELLS.

An ad. that is a reiteration of the articles a merchant keeps in stock without comment on any particular feature that makes them desirable, is not apt to hold attention and induce custom as will an ad. that tells something about the things advertised.—Ad. Writer.

#### RETAIL ADVERTISING TO-DAY.

There was a time when the retailer considered that his advertising was done when he hung up over his door a sign on which was printed his name and his kind of business, but that was a hundred years ago. To-day it might do if none of his competitors were doing any better, but energetic shrewd men who have stepped into the business arena are becoming commercial giants, are amassing rapidly huge fortunes, simply because they have recognized in judicious advertising a most powerful weapon to turn the current of traffic to their doors.—Tips on advertising.

#### WASTE IN ADVERTISING.

There are some men who might make money if they advertised, and there are others who would make more if they didn't—or not quite so much, writes J. George Frederick in *Printers' Ink*.

Some men shave off a hundred or two from a hard-working clerk's salary to cut down expenses, and in the same breath sign a big check for advertising that isn't worth three cents.

Other men carry hundred-dollar bills to the bank when they ought to be carrying thousand dollar bills, and say advertising pays.

So it does, but waste doesn't. Wasting isn't advertising.

One-fourth of most advertising is waste.

In proportion to the detection of waste and its elimination is advertising power constituted. You may employ the wrong mediums, advertise at the wrong time, at the wrong place, in the wrong manner, in the wrong proportion, or in many other wrong ways; and unless you realize it, blame advertising.

The bright business man shuts off every unnecessary and unremunerative penny of expense. The bright advertising man blue-pencils every unremunerative agate line, and every blue-penciled agate line brings results. But every bright business man is not also a bright advertising man—such are the incongruities of life.

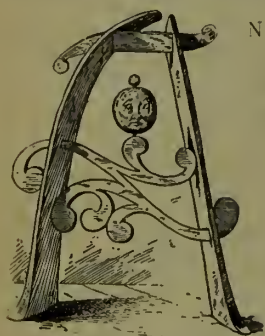
Advertising is wasted in a hundred ways—bad printing, cheap appearances, unsaid arguments, vulgarity, irrelevancy, poor cuts, and so on through a big list.

If it would be remembered that the reason men prepare and print advertisements is to sell goods and nothing else there would be less waste. Good salesmen don't talk about the inhabitants of Mars to prospective customers. Yet some advertisers talk about the canals on the moon and the people on Mars in their ads., and think it ought to sell goods.

There isn't a better argument to be found that good advertising pays than that firms who waste a quarter of their advertising are not bankrupt, but actually making money.

# Cocoanuts in South America.

How they are Grown and Sold.



AN interesting report regarding the production of cocoanuts in South America was recently issued by the Consular Department at the city of Washington.

The countries dealt with were

Brazil, Colombia, Ecuador, The Guianas, Peru, and Venezuela. And the report was based on information received through the consuls at the places mentioned.

## COCOANUTS IN BRAZIL.

Although a great many cocoanuts are raised in the Bahia consular district of Brazil, it does not produce one-third as many as the Pernambuco district, which is particularly rich in cocoanut palms, on account of its peculiar coast formation.

In the Bahia district, the trees are found wherever there is a settlement, but grow chiefly on the strip of low-lying sandy land along the coast. This land is the most desirable for cocoanut plantations, as the proximity of the salt water makes the trees more productive and the fruit a better quality. Occasionally a piece of land is found at a considerable distance from the coast upon which the palms will flourish, but this is unusual. Single trees are scattered here and there inland; but these are raised with considerable difficulty, produce only an indifferent fruit, and die at an early age.

The number of trees and their productiveness increases as the Pernambuco district is neared and decreases in the same ratio southward. The largest plantations are a short distance north of Bahia City, where there is one that has more than 7,000 and several which have as many as 5,000 trees each; but no particular efforts at cultivation are made. The cocoanuts have simply been planted and allowed to come up and produce what they will, the fruit being gathered from time to time. The owners are usually engaged in other businesses; the proprietor of the large plantation above mentioned, for instance, is a local merchant.

It is impossible to get any information as to the extent of the cocoanut crop. The nuts are gathered in all seasons and are used both in the green or soft and in

the ripe or hard state by all classes. The yield, however, must be enormous, as there are few households that do not use the nuts in some form or other, and in spite of the vast number of trees, the supply does not seem to equal the demand.

Before the shell of the nut becomes thick and hard and while the meat is soft and about the consistency of clabber, many of the nuts are gathered and sold upon the street corners and in the drink shops. The nuts are cut open with a machete. The milk proves a most refreshing drink, while the meat is eaten with a spoon or, more often, with a sliver cut from the shell. No attempt is made to husk the nuts so used, though frequently a portion of the husk is trimmed off to lessen weight for transportation.

The hard-shelled or ripe nuts have various uses. When of good quality, they are sold at retail. Many kinds of sweetmeats are also made from them, while the milk and the meat, variously prepared, are constituent parts of many articles of daily diet, such as fish, stews, beans, rice, corn, etc. The ripe nuts are always sent to market husked. They are brought to Bahia by small sailboats, which ply up and down the coast, and on account of the demand are sold at comparatively high prices. The price paid for them at the plantations ranges from 9 to 14 milreis (\$2.18 to \$3.36) per hundred (without respect to size), according to season, the wholesale price in Bahia City being a couple of milreis higher per hundred. The retail price is from 120 to 320 reis (2.88 to 7.68 cents) per nut, according to size and season.

There is such a demand for good nuts at Rio de Janeiro and other points south that it is far more profitable to ship the nuts there than to utilize them in the manufacture of copra; and even if the prices at local markets were not so good, there would, nevertheless, be no nuts for foreign export.

It is only the nuts that have been left too long on the trees that are utilized in the manufacture of by-products. From these nuts the oil is crudely extracted by grinding the meat, submitting it to pressure and purifying the resulting liquid, or by grinding and boiling the meat and skimming the oil. This oil is used for machinery, lamps, cooking, soap-making, etc. It is also used by the resident Africans for hair oil and for anointing the body. It sells at wholesale at the

place of manufacture at from 800 to 1,200 reis (19.2 to 28.8 cents) per liter.

There is still a great amount of uncultivated land well suited for cocoanut plantations. Few trees are being planted; yet it requires no labor other than that of putting a mature nut into the ground prior to the rainy season, and that after five or six years the trees will bear almost indefinitely.

## COCOANUTS IN COLOMBIA

The consul at Cartagena, Colombia, was placed at a disadvantage in gathering data for his report on account of the revolution in that country. "Under ordinary conditions," writes the consul, "the raising of cocoanuts is an interest of considerable magnitude, and a fair amount of attention is bestowed upon the groves and the collection, husking, sorting, and packing of the nuts. It may be said that, with rice, the cocoanut is the main source of food supply of the natives of the coast."

"Owing to the above mentioned conditions, the extent of the cocoanut crop of this district is unknown. Cocoanuts are grown both for home consumption and export. They are not shipped in the husk. The price at the present time is from \$12 to \$14 gold per thousand."

"Cocoanut plantations in the Colon district of Colombia, are confined to a strip of land contiguous to the Atlantic Coast, and to the Island of San Andres, belonging to Colombia, lying about 275 miles from Colon in a northwesterly direction. There are no plantations in the interior. On the coast, by far the greater proportion of cocoanuts is raised by the San Blas Indians, on a strip of country about 125 miles long, extending from Point San Blas to Point Tiburon. Besides the plantations owned by these Indians, there is only one other on the coast—the Caribbean Cocoanut Plantation, at Point Toro, across the bay from Colon. This plantation consists of about 20,000 trees."

"The entire cocoanut crop of the coast amounts to about 4,000,000 nuts a year; that of the Island of San Andres to about 2,500,000."

"Cocoanut trees are raised by first putting the dry nut on the ground and allowing it to sprout until it attains a height of about two feet. The nut is then put in a hole just deep enough to receive it, the sprout remaining above ground. The only attention the palm requires is to keep it free from weeds and other plants until it is five or six years old. After this age, it is able to protect itself, and the ground requires very little cleaning. Trees properly attended to will bear in from five to six years."

"All nuts raised in this district are sent to the United States. They are never shipped in husk. The market price





**ABSOLUTELY BEST AND PUREST**

**QUALITY ALWAYS THE SAME.**

**BRUNNER, MOND & CO'S**

**BICARBONATE OF SODA  
CON'TRATED SAL SODA  
AND  
SODA CRYSTALS**

**WINN & HOLLAND  
MONTREAL  
SOLE AGENTS FOR CANADA**

fluctuates between \$21 and \$40 per thousand. From March to September, it rarely reaches more than \$25; from September to March, from \$25 to \$40.

#### COCOANUTS IN ECUADOR.

"The cultivation of cocoanuts receives very little attention in Ecuador, most of the palms being grown as side issues upon the various estates. The few raised are for local consumption only; none are shipped. The price is 10 cents silver ( $1\frac{1}{2}$  cents in United States currency) per nut, retail.

#### COCOANUTS IN THE GUIANAS.

"The coconut crop of British Guiana amounts to about 5,000,000 nuts annually. The cultivation of cocoanuts receives considerable attention in the district of Mahaicony, about 30 miles up the east coast from Georgetown, in the vicinity of the Decerara and Berbice Railway. The nuts are mostly made into oil at the oil and fibre mills at Mahaicony, and the product is sold and consumed in the colony. Less than 2,000 husked nuts were exported last year. These were shipped to the British West India Islands.

"The prevailing price in the local market is from \$8 to \$10 per thousand.

"Only about 500,000 nuts per annum are produced in Dutch Guiana, and an insignificant number in French Guiana. These are consumed locally.

#### COCOANUTS IN VENEZUELA

"At La Guayra, the annual crop of cocoanuts amounts to about 1,000,000. At Barcelona and Cumana, however, it is much larger; the latter could easily furnish 5,000,000 nuts a year. The cultivation of cocoanuts receives very little attention in La Guayra, and practically no efforts are made to extend their growth. There is no reason, however, why the present area should not be increased, as the palm thrives wonderfully along the coast, and nearly all of the land within half a mile or a mile of the sea could be utilized.

"The nuts grown in the La Guayra district are mostly absorbed by the local retail trade of the cities of La Guayra and Caracas, a great many being sold to the natives, who drink the milk. The nut is also used for cooking, confectionery, etc. In Cumana, most of the crop is manufactured into oil. This oil is said to be of an excellent quality. A few nuts are occasionally shipped from La Guayra to the United States, but the trade is not profitable. The harbor dues on all kinds of freight is \$4 a ton, and planters find that it pays them better to hold the nuts for local consumption. Cocoanuts are never shipped in the husk.

"In La Guayra the price of cocoanuts is from \$2.50 to \$5 gold per hundred; in Cumana, from \$2 to \$3.

"The production of cocoanuts in the Puerto Cabello district of Venezuela is limited, as there are but few trees. Very

little attention is paid to their cultivation and the supply is decreasing. The soil, however, is excellent for the growth of this palm.

"The nuts are marketed here green for the cocoanut water they contain; ripe, for the meat, from which oil for soap-making and other purposes is extracted, and as copra, for foreign shipment. The green cocoanuts are sold for about 1 cent each, ripe ones at about the same price, and copra for about  $2\frac{1}{2}$  cents per pound."

#### ART OF PREPARING TEA FOR USE.

It is singular, to say the least, that nothing is ever done by tea dealers in this country to educate or enlighten their customers in the proper manner of preparing their tea for use, to study the character of the water or to preserve its aromatic properties after purchasing. Good tea, like good wine, can be kept intact for years with considerable advantage to the dealer and consumer alike, and there is no valid reason why consumers of tea should not be as particular and fastidious as drinkers of wine. But to obtain a good cup of tea, in the first place the consumer should purchase only the best tea, it requiring much less of the finer grades to make good tea than of the common kinds, and will prove the most economical in the end.

In the proper preparation of tea for use, the quality of the infusion is much affected also by the character of the water as well as by the method of making or drawing it. Tea being an infusion and not a decoction like coffee, it should be brewed not stewed, the chief object being to extract as much of the theine or refreshing principle as possible and as little of the tannin or astringent property as can be, at the same time without either boiling or overdrawing it. Many tea drinkers who imagine erroneously that a very dark-colored liquor indicates strength boil the leaves, while others again spoil the infusion by first putting the leaves in boiling water. Some again place the leaves in cold water, and then put the vessel on the fire to boil, prolonged infusion being another serious mistake. All of these improper methods produce the same evil results, viz., that of extracting an increased amount of the tannin, thereby destroying the true color and flavor of the tea by imparting a blackish color and giving a bitter or astringent taste to the liquor. When tea has been once boiled or overdrawn, the increased quantity of tannin extracted can be readily detected by the extreme dark color of the liquor as well as by its bitterly astringent flavor. Another reprehensible practice of some tea makers is that of adding fresh leaves into the teapot with those that have been already

once drawn, as it cannot add to either the strength or flavor of the tea by putting more leaves in the teapot after the first drawing, for the simple reason that the tea water will not extract the theine from the dry leaves of the fresh tea. Only fresh boiling water will do this effectually, the water once used only increases the amount of tannin extracted, thereby darkening the color and destroying the flavor and merely adds to the quantity of leaves already in the vessel without at all affecting the active principle, theine. So that if it be required to increase the quantity or strength of the infusion already in the pot, some fresh tea leaves must be drawn in a separate vessel and the liquor poured in that already made.

In the proper preparation of tea for use, therefore, the object should be to extract as little of the tannin as possible and as much of the theine and volatile oil as can be extracted without permitting the infusion to boil or overdraw. To best obtain these most desirable results, put the requisite quantity of tea leaves in a covered china or earthenware pot—all tin and metal vessels should be avoided—and pour in freshly boiling water that has been boiling for at least three minutes, and then allow the vessel to stand where it will keep hot, without boiling, for from eight to ten minutes before serving, according to the variety of tea used. There will be a sparkle and aroma about tea made from fresh boiling water in this manner that it will not receive from the flat, hot water that has been boiled too long or repeatedly. In the stated time while the tea is drawing only the refreshing and exhilarating properties—the theine and volatile oil—are extracted from the leaves, a longer infusion only dissolving and extracting the astringent and deleterious principle—tannic acid—which impairs digestion and injures the nervous system, for which causes alone all boiled or overdrawn tea should be avoided.

In moderate strength it requires about one teaspoonful of good tea to a half pint of boiling water and an ordinary half teacupful of leaves to every quart of boiling water, the latter making a fairly strong infusion for five persons. China and Japan teas require from eight to ten minutes to draw thoroughly, the former requiring but little milk and sugar, while Japan teas are more palatable without the addition of either. India, Ceylon and Java teas generally should not be allowed to draw more than from five to seven minutes at the outside after the boiling water has been poured on, as prolonged infusion makes the flavor of these varieties particularly mawkish and bitter, while the addition of an extra quantity of both milk and sugar greatly improves their drinking qualities.—Joseph M. Walsh.



# COLMAN'S MUSTARD



**BEST ON EARTH**

## The Auer Gas Lamp

**Money-Back Style.**

THIS style is particularly suited for a reading light—the shades prevent the light from tiring the eyes and the burner can be raised just the same as any other students lamp.

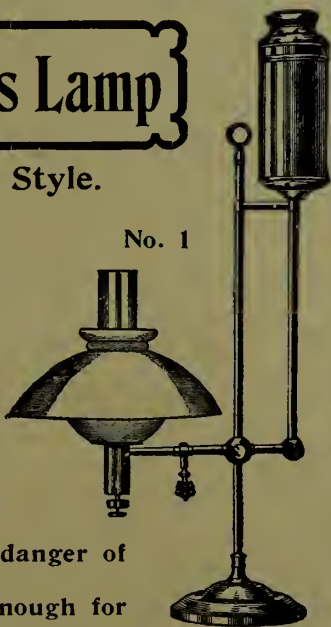
IT can be carried around the house with perfect safety and as the base is heavily weighted there is no danger of its up-setting.

THE light is soft enough for the most sensitive eyes and yet strong enough for the finest print.

OUR CATALOG SHOWS ALL OF OUR DIFFERENT STYLES.—WRITE FOR IT AND OUR DISCOUNTS.

**Your Money Refunded if you are not Satisfied.**

AUER LIGHT CO., 1682 Notre Dame Street, MONTREAL.



No. 1

## Batty & Co.

ESTABLISHED 1894

**LONDON.**



**OLIVES  
AND  
PURE  
OLIVE  
OILS.**



Makers of High-class

**PICKLES  
OF  
ALL KINDS.**



**SAUCES  
OF  
ALL KINDS.**



**INDIAN  
CURRIES  
AND  
CHUTNIES.**

## HOW SHOULD CLERKS BE PAID--FIXED SALARY OR COMMISSION?

VIEWS OF TORONTO MERCHANTS ON THE QUESTION.

**H**OW can an employer get the best service from his clerks? What system of payment will best develop their ability as salesmen, and will make them most valuable to their employer as well as to themselves?

The almost universal system of payment in Canada to-day is a specified salary, so much per week or per month. But here and there are to be found men who have partly adopted a system that is quite common in some branches of industry—that of making part of the remuneration of their help a commission on their sales, or on the gross income of the business. Which system is the most practical, all salary, or salary and commission?

### COMMISSION WOULD BE A MISTAKE

"To pay clerks a commission would be a mistake," declared Mr. J. F. Morrish, Yonge street. "If a clerk found out that his salary was governed by the extent of his sales, the natural result would be that he would do everything in his power to increase his individual sales, and might possibly neglect other essential work about the store, thus impairing his usefulness or value to his employer. Serving customers is only one part of a clerk's duties. He has to assist in receiving and opening out goods, in keeping up stock, in window dressing, and in many other ways. All these duties he might easily neglect.

"There would be, moreover, an eagerness for a young, inexperienced clerk to serve customers who should be left to the older clerks. An inexperienced clerk, eager for his own advancement, might easily do much injury to his employer's business by pushing forward to wait on a customer who manifests a desire to be served by another clerk. A body of clerks are most valuable when all work together. Each one develops a sort of connection with the customers, which should always be recognized.

"As a rule, when there is other work to be done in the store or warehouse, the senior clerks should serve the customers. If a commission on sales was paid, the junior clerks would consider it an injustice that they should be kept busy rearranging goods on shelves, putting up sugar, or some such work, while their brother clerk was adding to his sales account, and thus to his salary.

"To pay a commission might increase a clerk's activity—his enthusiasm. But

if he gets every week what he is worth he will be just as loyal and just as earnest as he would be if he was impelled by the more directly selfish thought of a commission to work hard."

### DESCRIBED AS A HUMBUG

"Commissions in a retail grocery business are a humbug," said Mr. Henry Swan, of Swan Bros., King street east. "Instead of developing a clerk in ways that would increase his value, they become an incentive for him to sell the goods that are most easily sold, whether they be the most profitable lines or not.

"The payment of commissions is a fad—one of the oldest fads that grocers have had to consider. What makes it seem feasible is that it is possibly a good thing under certain circumstances. A grocer finding that he had too much of any line in stock, might find it a good move to offer his clerks a commission on their sales of that line to clean it out. This might be a good move, but I have not even enough faith in that to adopt it. Commissions are like piece work, and I never yet knew a man who was working on piece work, but would prefer a straight salary. Commissions demoralize one's staff, and decrease the feeling of respect and confidence between clerks and employers. There are a few clerks who might like commissions for a while; but, they either get tired of it very soon and want a straight salary, or they would be leaving before long to start up in business for themselves."

### PAY ACCORDING TO THE INCOME OF THE BUSINESS.

"I am a thorough believer both in the principle and practice of paying commissions," said Mr. Wm. Radcliffe, Queen street east. "I believe this is to be the solution of present difficulties between capital and labor. The laborer, the skilled workman, or, to bring it closer home, the clerk who by his energy, skill and courtesy contributes largely to the steady growth of his employer's business, should receive benefit for his labors more than a paltry salary.

"I do not believe the best method is to pay each clerk according to his sales. A far better plan is to pay him a certain proportion of the gross income of the business. This arouses his interest in every part of the business, and effects economies at one end and larger sales and better prices at the other.

"An employer can soon gauge which clerks are contributing the most to the profit of his business, and he can fix the proportion paid each clerk according to his individual value. Thus, a double incentive is given the clerks—their salary depends on the gross income of the business and on the proportionate value put on their services by their employer.

"I have tried this system of payment with my head clerk for some years; but I have seriously been thinking of adopting it in regard to all my help, even to my messenger boy. The principle is sound, and the day is coming when it will be generally applied."

### PREFERS A STRAIGHT SALARY.

"I prefer to pay a straight salary," said Mr. R. Barron, Yonge street. "I believe in paying a good salary. A man ought to be paid according to his value. But I do not believe that the payment of a clerk, by a commission on his sales or on the turnover is the surest way of rewarding him, according to his value. I see and hear what my clerks are doing, and I know which are making most money for me, and therefore I can tell which should get the best salaries. And it is the clerks who are worth it who get it.

"There is no doubt that many things might be said in favor of commissions, but my experience tells me that a straight salary is the safest and best way to pay clerks."

"We never did give commissions," was the reply of Mr. Simpson, of F. Simpson & Son, Yonge street. "We prefer to pay straight salary. Our clerks are as enthusiastic and loyal as we could wish, so the salary they get must be sufficient incentive to bring out their best qualities."

### \* MR. BUTCHER'S EXPERIENCE

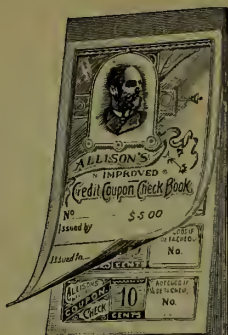
"I have never tried commissions as an employer," said Mr. John Butcher, Queen street west. "But I had one experience of them when I was a clerk, not long out from England. I had been employed for some time by a grocer in the city, and had come to the conclusion that I was worth more money than I was getting. So I asked for a raise.

"'No,' said my employer; 'I cannot give you more salary, but I will give you 5 per cent. on your sales.'

"I jumped at the offer. When the first month was ended my share startled the



# A Safety Buoy



For your guidance, should be the experience of others. Bright business fellows usually regard these signals—**THEY PROFIT BY THEM.** Merchants doing business in the old way—by use of pass books will assure you that their losses are no inconsiderable sum that in the rush and hurry of selling many items are omitted, and very often throughout the year such losses are occasioned that the results measurably affect the profits. Perhaps this very leak may have occasioned the shrinkage in **YOUR** profits last year.

With Allison's Coupon Books mistakes are impossible. There are never any losses through failure to charge goods—**THEY EFFECTUALLY BLOCK THE LEAKS.** Easy to use, and like this:

## IF A MAN WANTS CREDIT

For \$10, give him a \$10 **ALLISON COUPON BOOK**, charge him with \$10 and there you are. No trouble at all. If he buys a plug of tobacco for 10 cents, just tear off a ten-cent coupon—that's all, and so on for all his purchases up to limit of the book. No Pass Book. No Writing. No Time Lost. No Kicking. There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

For Sale in  
Canada by

The Eby, Blain Co., Limited, Toronto.  
C. A. Beauchemin & Fils, Montreal.

**ALLISON COUPON CO.,** Makers,  
INDIANAPOLIS, INDIANA.

# HAMILTON WHIP CO.

—MANUFACTURERS OF—

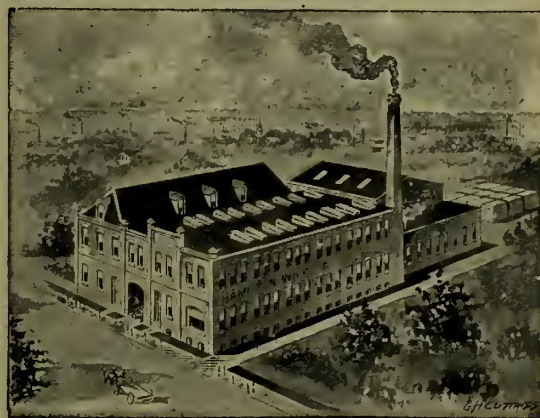
Fine Whalebone  
and Rawhide

# WHIPS

Patentees and Sole Manufacturers of the Famous

**MONARCH AND NAPOLEON RAWHIDE WHIPS.**

Specialties: Fine Whalebone and Vulcanized Rubber-Lined  
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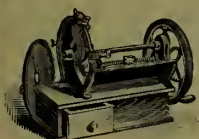


CHEAP WHIPS OF EVERY DESCRIPTION. It will pay you to wait for our traveller.  
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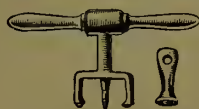
No. 125, 2 Blades, \$18.00  
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Self-Priming and  
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No. 97, \$5.50

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## "ENTERPRISE"

### Rapid Grinding and Pulverizing Mill

Fitted with General Electric Co's. 1/2 H.P. Motor

The Machine is self-contained and is ready for connection to feed  
wire as shipped from factory

Will be furnished with Motor suitable for all  
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### GRINDING CAPACITY

#### FAST SPEED

Granulating 3 pounds of Coffee per minute

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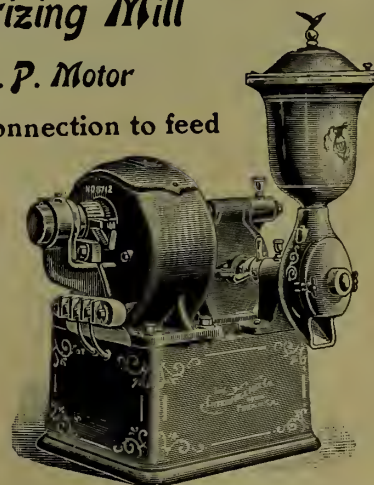
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Pulverizing 1-2 pound of Coffee per minute

Can be regulated for Fine or Coarse Grinding  
while Mill is running

Pulverizing Grinders furnished only when so ordered

Illustrated Catalogue Mailed FREE. Order from your Jobber



No. 8712

Height, 30 inches. Width, 18 inches.  
Length, 22 inches. Weight, 250 lbs.

Capacity of Iron Hopper  
4 lbs. of Coffee

PRICE ON APPLICATION

*The Enterprise Manufacturing Co. of Pa.*

*Philadelphia, Pa., U. S. A.*



grocer, and he quit commission and gave me the advance I asked for without a murmur.

"The reason he was startled at my sales was that I spent my time outside the shop getting customers. Whenever I met any of my friends on the street I asked them to deal with us if they could, as I was getting a commission on my sales. I got such a lot of trade that way that it would have paid my employer to keep me on commission."

#### LIPTON PAYS COMMISSIONS.

"Commissions are commonly paid in England. Sir Thos. Lipton pays them in all his stores. The usual practice is only to pay them on certain lines. Here, we could pay them to best advantage on teas, coffees, spices, baking powder, toilet soaps, imported bottled goods, etc. The most sensible way to do would be to pay all clerks about \$6 a week, and a commission on certain lines. Each clerk

gins, of R. Higgins & Son, Yonge street, "nor would I like to inaugurate such a scheme. It bears too close a

**RESEMBLANCE TO THOSE GIFT SCHEMES** which are so common in the trade, and which I have practically no use for. A good clerk should be paid well, and a good employer will pay his men what they deserve. A clerk is not always responsible for the sales he makes. He may sell twice as much per day in one store as in another. A clerk contributes to a store's connection, but he does not make it by any means. It's reasonable that a traveller who carries side lines should receive a commission, for his sales largely depend on his own efforts. But few clerks would go after customers, no matter how large was the commission offered them.

#### DIFFICULTY OF GETTING A BASIS.

"We have never tried the payment of commissions to our clerks," answered Mr.

occasion to dismiss any of them for this, or, in fact, any other reason.

"Our system does not lend itself readily to commissions. Some of our clerks are not salesmen; most of their time is spent putting up and sending out orders. To arrange payment of commissions to these would be a most difficult task."

D. O. M.

#### TINNED ANTS WITH BEEF.

Ants are now regarded as a great delicacy, and the only trouble is that there is not enough of them. Men who do hard manual labor in cold climates acquire a strong craving for something sour, and they have found out long ago that ants are a palatable substitute for pickles. They use only a peculiar variety, large and red in color, and found in immense quantities under the bark of dead trees. It is not very hard to collect a quart-pail full, and, after killing them by scalding, they are spread on a



Hotel Grounds, Beaumaris—Lake Muskoka.

should have a counter of his own. The sales over some counters would always be greater than those over others, thus opening to the junior clerks a hope of advancement from the poorer to the best counters. This, of course, would only be possible in a large store where several clerks are employed.

"An employer would have to keep his eye on his clerks just as much as if they were working under these conditions as he has to do now, for there might be a tendency to push articles that added to one's commission, but which the customer did not want. Then there would be difficulty in keeping track of sales. But I think all objections might be met and the scheme worked to good advantage. But, in the meantime, I am going to continue paying my clerks a straight salary. Commissions may come later."

"I have never had any experience with commissions to clerks," said Mr. F. Hig-

A. Stone, of Michie & Co., King street west. "It would be difficult to fix a satisfactory basis for such a method of payment. Much would depend on the store system; much on the clerks' desire for such a method; much on the extent of the clerk's influence in extending his own sales.

"Only a few years ago many clerks had big connections, and contributed much to their employer's turnover. Modern advertising has done away with much of that, so that to-day, when we are engaging a clerk his connection is never taken into consideration. We appeal to a certain class of trade and so feel that we are not dependent on the connection of any of our clerks. If they were discourteous to our customers they might drive them away, but we would soon see that, and we would then drive the clerks away. But we are careful in selecting our clerks, so have rarely had

board, and dried in the sun. When ready to eat they look like coarse, brown powder, and have a very agreeable smell.

With a view to making this new delicacy more generally known, a syndicate is at work collecting and tinning ants, preparatory to placing them on the market generally.

#### MEN WERE DECEIVERS EVER.

He was a hard-working fancy-dealer, and he had ransacked the whole shop in his efforts to please an old lady who wanted to purchase a present.

For the fifteenth time she picked up, and critically examined, a neat little satchel.

"Are you quite, quite sure that this is genuine alligator-skin?" she inquired.

"Positive, madam," quoth the dealer.

"I shot that alligator myself."

"It looks rather soiled," said the lady.

"That, madam, is where it struck the ground when it tumbled off the tree."





Royal is the baking powder of highest character and reputation, the favorite among housekeepers. The cheapest to consumers, the most profitable for dealers to handle.

Those grocers who are most successful in business---who have the greatest trade, highest reputation, the largest bank accounts---are those who sell the highest quality, purest, best known articles.

It is a discredit to a grocer to sell impure, adulterated and unwholesome goods; nor is the sale of such goods, even though the profits on a single lot may be larger, as profitable in the long run as the sale of pure, wholesome, high-class articles at a less percentage.

Trade is won and held by the sale of the best, the highest grade, the most reliable goods.

# Talks With Men Behind the Counter.

Conducted by W. T. ROBSON.

**T**HIS issue marks a mile stone of time in the history of this "Corner." A year has passed since this department was commenced, and from a business standpoint we should to-day do a little stocktaking and consider if our labor has been profitable or otherwise to those for whose benefit this "Corner" was intended. Let us find out

**WHAT HAS BEEN ACCOMPLISHED,** wherein we have failed in the past, and how our usefulness may be increased in the future.

These are the days of rapid changes. A very large number of those who were clerks when we commenced this "Corner" are to-day in business for themselves; and their interest seems to grow, so that through this "Corner" is intended for clerks, yet there are more merchants writing for information than clerks.

## IT IS REGRETTABLE

that correspondents sometimes ask questions that only a knowledge of local conditions would enable one to give a satisfactory answer, and my friends will understand how difficult it is to obtain satisfactory information for them. Again, owing to the rush of questions, some letters in their turn have had to wait much longer than was my desire. Our friends will pardon this delay, which, in future, we will endeavor to obviate as much as possible. It has given me much pleasure to have my friends speak so kindly of the efforts put forth in this department. Oftentimes one feels his inability to satisfactorily answer the questions given; yet, I have always tried faithfully to obtain the required information, and when I have failed it has not been from lack of honest effort.

It has also been

## VERY GRATIFYING

to me to note the increased interest in this "Corner" among the clerks generally, and also with the merchants, some of whom have sent in, for their clerks, subscriptions to this paper, believing that the additional information the clerks thus gained concerning the grocery business compensated them for the outlay.

## SUBSCRIPTIONS FOR CLERKS.

One of the most progressive grocers in Ontario sent in seven subscriptions, one

for each of his clerks, recently, and this idea among merchants is on the increase, thus giving the most effective evidence that this paper is appreciated and of value to the grocer and also to his clerk. What has appeared in this "Corner" has not been all that has been done. A number of questions have been of a private and personal nature, not of interest to the general trade. These each and everyone have had attention, and sometimes with the expenditure of considerable time and trouble. One wonders if those who have received replies of this nature have fully appreciated our efforts on their behalf.

## HELPFUL LETTERS.

Now, permit me just here to say how helpful were the many letters sent from a large number of clerks situated in all parts of Canada, and, while reading them, this thought so often came to me: "How much we have in common." Clerks in grocery stores can assist each other in the knowledge of selling goods, and in the numerous problems that daily confront one in the life behind the counter. So, in the coming year, more than in the past, let us express our views with freedom and discuss with each other those topics of interest to grocery men in particular and young men generally.

One cannot foretell the good a single letter may do. It may be just the particular information someone may want and be anxiously waiting for. If you know of anything that may be of interest, kindly send it forward. Because our friends have done this; to them the credit of this "Corner" is due. Let us continue helping and be helped. Just so long as the interest is taken by the friends of this department there cannot be any doubt as to its helpfulness and success.

During the coming year we may

## WIDEN THE DISCUSSIONS

and embrace all subjects that improve a man, with a preference for those directly pertaining to the grocery business.

During the past year a number of questions came in regarding amusements and how time outside the business should be spent, which were not discussed owing to lack of space. We hope these subjects will receive the attention they deserve this coming year. I hope we shall have the same hearty cooperation in the future that we have had in the past, and

that the spirit of goodfellowship may continue to grow among our readers.

## ON ORGANIZATION OF GROCERY CLERKS.

Mr. James McGrath, President of The Toronto Retail Grocery Clerks' Association, is an enthusiast on organization among grocery clerks as a means for improvement, and thinks all clerks should cooperate for advancement.

He says: "The movement is steadily growing, because of the example of what other trades have accomplished through united effort. Organization is the spirit of the times. It's in the air we breathe, and every body of men must unite in order to have justice done themselves, and their trade placed on its proper basis. Don't make the common error of supposing we have any antagonism to our employers, for we have not. On the contrary, our only desire is to so improve ourselves that we may the more worthily represent them behind the counter, and thus increase our efficiency. The ranks of the merchants, as a rule, are recruited from the clerks. As a natural order of events, the two are inseparable. That which produces the better clerk will make the more efficient merchant.

"In some sections shorter hours are needed, but no clerk wants them at the expense of the business. We are making satisfactory progress along this line through educating the customer. Retail merchants would not keep open their stores if people did not buy goods. If the public generally, by encouragement from pulpit and press, were to say: 'Hereafter we will not buy any goods after a certain hour; and, furthermore, we will not patronize any store which keeps open after that hour,' the end of this 13, 14 or 15 hours a day of labor would soon end.

"Public opinion is something that any merchant who attempted to fight it on a matter of this kind would soon discover he was 'up against it' good and hard.

"So push the work of organization along, for our objects are all good. We have the most hearty sympathy of our employers, and endeavor to have more interest than ever in our business and in our employers' welfare. They in turn realize this, and are helping us along. We are working together. Our interests are mutual, and what injures the one is detrimental to the other. The Grocery Clerks' Association is a growing institu-



# GILMOUR & Co.

*Wholesale Grocers,*

BROCKVILLE, ONT.

## ..BASKETS..



Grain and Root  
Baskets,

Clothes Baskets,

Fruit Baskets,

Butcher Baskets



THE

Oakville

Basket Co.,

OAKVILLE, ONT.,

are always wide-awake and ready  
to fill your order for any quantity  
of Baskets. Quality---*the best.*



tion, built on broad lines of mutual help and the general advancement of the grocery trade."

From Sudbury comes to us the following. The writer, a well-known clerk, modestly wants his name withheld:

What the grocery clerks of this country need is organization, under a central head, say in Toronto, with local branches in every town of over 1,000 population. This would cultivate a fraternal feeling, adjust many things in connection with our business, and be helpful to the trade generally. Wisely ran, with good energetic officers, great good would result. Will you not help to this end?

I shall be most happy to do anything in my power to further the interest of clerks in this matter. It is something to which considerable thought must be given, and our friend strikes the key note when he says: "wisely ran, with good energetic officers." There, to my mind, is the fundamental part of the whole concern. So after organizations are side-tracked in their mission by the officers in charge. However, we would like to hear from the clerks on this subject. It is of great importance to clerks. Please express yourselves freely on this matter.

Do you think the clerks generally would take an active interest in an organization run on the lines mentioned by our friends? Is there sufficient cohesion among grocery clerks to sustain a Dominion Grocery Clerks' Association? I would like to hear from the presidents of the other associations of Canada on this subject.

#### THE FUTURE OF A GROCERY CLERK.

The average clerk lives too much for the present. He is interested in the fun and the pleasures of the day and he is very apt to overlook the fact that there is a future for him. Thus we see so many clerks when they reach the declining years of life, and even at middle age, thrust aside by younger men. They can not get a situation, for no one wants an old man behind the counter.

It is pathetic to see them going from place to place, meeting with rebuffs and refusals; and this happens before a man has really become aged. At 40 a man finds it much more difficult to get a situation than at 30. At 50 it is well nigh impossible. These are the facts, and every young man behind the counter must face these conditions in the trade to-day. He should plan to secure for himself a permanent position from which he cannot be thrust as years begin to tell on his energy and usefulness. Sometimes one wonders what becomes of the older men. As you go into the banks and business places everywhere you see three-fourths the hands employed apparently men under 35 years of age.

The ordinary clerk spends his earnings with a lavish hand, forgetful of the ad-

vancing years, unmindful of the increased responsibility which comes with them. The possibility of having to support two or more people with his wages does not come to his mind, it is simply, "How can I have a good time?" Then, some day the idea occurs to him to have a home of his own. He knows someone with whom the thought of a life partnership is a pleasant dream. The bond is entered into; as a rule the wages of the average clerk are not enough to keep a home and save money. So they drift along until some day his services are no longer required—a younger man is wanted. Then, to what occupation can he turn?

The avenues of most businesses to a man of 40 years or past are closed. What is there left for the ex-clerk? Only some menial position, because his training has not fitted him for any special work, once his usefulness behind the counter is past.

Let clerks remember their work is but a stepping stone to something better, and to be continually fitting themselves to take a superior position, either as owner of a store, or by study and saving seek to enter into another field where there is more permanency of employment.

Behind the counter is a great training school for many other vocations. Some of my friends among the "knights of the grip," graduated from a clerkship. I know politicians, wholesale merchants and others holding high positions who say the training received as a clerk has been of great value to them.

My intention is not to speak in any way disparagingly of the work of a clerk. On the contrary, it is an employment worthy of any young man; for the man himself either ennobles or degrades his work; and the grocery clerks will hold their own with any other body of young men. It is the common fault of youth to take life easy. So I wish just to expose the serious side in the hope that the brief contemplation may be helpful to my many friends engaged in this work.

#### HOW TO SUCCEED.

It is a great pity when a young man complains and loses ambition to better himself, but it becomes a calamity when a young man gets disheartened and thinks he cannot improve his position. I would be sorry, indeed, to unsettle any young man in his present employment, but what is required by most young men is higher ideals and a knowledge that his work, no matter how humble, will not debar him from the highest positions in the land.

Look at the men in the forefront of the affairs of this and other countries, and you find them men who have stood the

hard knocks of the world and a large majority of them have risen from humble homes and surroundings not of an inspiring nature. Make no mistake; it was no influential friends, or "pull" of any description that has placed them in the position they now occupy. It was their own honest hard work. Too much is said these days about having "the pull" (as we young men call it) in order to secure a position of value. Ability counts to-day more than ever before.

What business men want and must insist in an employee is competency to perform his work. Every man is expected to earn his wages, no matter what position he is in. It makes no difference if he is junior clerk at \$7 a week, or the manager at \$2,000 a year, if either are incompetent they are detrimental to the firm and should be replaced.

A few days ago I read of the appointment as President of the St. Louis Exhibition of 1903 of Governor David R. Francis, of Missouri, who not so long ago was a grocery clerk in just as hard a place as anyone. From grocery clerk to State Governor is the epitomized story of his life. "It is just a matter of luck," says one, or "he had influence," says another. It's neither—but perseverance, energy and indomitable will power coupled with business ability. If an employer sees in an employee a strong desire to succeed he would be a very strange man if he does not assist him.

Now, how can a clerk show he desires to progress? By being willing and courteous. Do as much as possibly lies in your power for the store in which you are working, and always remember that your employer's success is your success.

Be five or ten minutes ahead of time in commencing work and don't think your duties are always over on the regular closing hour. While in one sense this may be true, yet often in the few minutes spent after hours an employer learns more of the true value of his clerk than in all the hours of the day's business; and thus cultivates that degree of intimacy which so often results in a superior position or a raise in salary. Another thing, and keep it always in your mind, and that is: No grocery clerk ever knew it all, and we are never too old to learn. Be never self-satisfied but always and ever on the alert to improve one's knowledge of his business. Have confidence in your ability (not egotism or vanity), but a firm assurance that you are able to perform the task assigned. Don't become too anxious and expect results at once; growth and development take time.

Over anxiety leads to failure. Many a good man has wrecked his prospects because he was unable to wait until he had sufficient schooling to fill the position he desired.





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### "Edinburgh" Coffee Essence

Is the Purest and therefore Best and Cheapest!

Refuse imitations said to be "just as good" as Symington's, and recollect that the careful process by which Symington's Essence is made eliminates all unpleasant properties.

ANYONE CAN DRINK IT.

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possesses a  
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## SAUCES.

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is the best value on  
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*Manufacturers of the celebrated  
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THE GROCER WHO  
SELLS

Who  
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## SILVER DUST WASHING POWDER

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**PROFITS—QUANTITY—QUALITY**

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WRITE FOR QUOTATIONS.

**The Silver Dust M'f'g Company,**  
HAM:LTON, ONT,

# BUSINESS MEN AND TOURIST TRAVEL.

How They can make it Redound to Their Welfare.



NE of the sources of wealth which has been so far but little developed in Canada is that derived from tourist travel. Our greatest industries are, of course, the farm, the factory, the forest and the mine. And while all these are undoubtedly capable of enormous development, there is probably none of them that promises to yield better returns for the efforts put forth than that of summer tourist travel.

As a land for summer tourist travel Canada has been richly blessed by Nature. The Atlantic Ocean laves her shore on one side and on the other the broad Pacific. And in the heart of the country are inland seas of fresh water girted by

## SHORES OF PICTURESQUE BEAUTY.

While of rivers, where can we get anything more to be desired? The St. Lawrence—the highway to the inland seas—dotted on either shore with places already famous as summer resorts, and many others which in time will be. Then there is the St. John river, the Rhine of America, with its variety of scenery and wealth of color; the Miramichi with its dry and bracing air and its rich fisheries; the Richelieu and the Ottawa rivers with their glorious and historical recollections, and the Saguenay with its Capes Trinity and Eternity, with their towering height of a thousand feet ever guarding its doorway.

Then the Rockies, who can describe them? The pen of the artist has given us some conception; but it is only a small conception. A sea of mountains, perhaps, but a sea of glorious beauty nevertheless, which, while it may make a man feel smaller as he gazes in rapture upon them, enlarges his mind and stimulates his aspirations.

## PARADISE FOR SPORTSMEN.

And for the sportsman, what is there not within the Dominion that he cannot get to satisfy him? All that the most fastidious can desire is to be found in the innumerable bays which dot her sea girt shores; in the lakes that are to be found everywhere throughout her broad territory; in the rivers that, like great arteries, give life and health to the

country; and in the depths of her forests and on the wide stretches of her western plains.

But, after all, of what value to the commercial interests are the great and varied attractions to tourist travel which this Dominion affords? Not much unless we deign to make them so.

## WE MUST EXERT OURSELVES.

In order to get results from tourist travel anything in proportion to the possibilities, we must not only exert ourselves, but base our exertions on business principles. In other words, we must go about it in a businesslike way. Theorizing from now to the end of time will

possibilities are great or small, the very best efforts should, notwithstanding, be put forward in order that the maximum results may be obtained.

## THE NEED OF ORGANIZATION.

The first step should be organization. It may be made a part of the duty of a board of trade or a mercantile body bearing some other name; but where it is possible, an organization whose special duty is the promotion of the locality's advantages as a summer, winter, or any other kind of resort, should be created. The cities of St. John, N.B., and Halifax, N.S., have probably done more in this respect than any other separate com-



Halifax—A view from the Citadel, with Dartmouth in the distance.

not accomplish much; but a great deal will be accomplished in a year or two if the business men throughout the country will put their shoulder to the wheel in their respective localities, and do for them what they would were they part and parcel of their own mercantile establishments.

## OPPORTUNITIES EVERYWHERE.

There are few places in Canada which do not offer some attractions to tourists during one or more of the seasons of the year. Only a few, comparatively, may perhaps ever become great centres of attraction for tourists, but whether the

munities in Canada. The tourist associations in those cities are largely composed of business men; and they have certainly gone about their duties in a businesslike way. Take the St. John Association as an example. Before the tourist travel season opened this year it secured the services of a bright woman, well supplied with executive ability. Upon her devolved the duty of organization. During the early part of the year she visited a large number of places in the Maritime Provinces, and especially in New Brunswick. Here a note was taken in regard to the attractions of these localities, their hotels, homes for tourists, and



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Co.,

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Manufacturers of  
Celebrated Brands of Chewing Gum:

*Adams' Tutti-Frutti*

“ *Pepsin Tutti-Frutti*

*Britten's Red Jacket*

“ *Kola Nuts*

*Dr. Beeman's Original Pepsin*

*White's Yucatan Gum*



charges per day and week. When the season opened The New Brunswick Tourist Association had at its command a most

**VALUABLE FUND OF INFORMATION.** for travellers. At the last annual convention of the Maritime Board of Trade, when the question of tourist travel was being discussed, the Secretary of the St. John Board of Trade said that daily during the summer season a large number of travellers called at the office of the tourist association in quest of information, and that in many instances these travellers had afterwards come back to express their thanks and appreciation of the information which had previously been accorded them. Besides the bureau of information which the association in question organized, it also issued a hand-

alone, but in every one of the large cities in Canada to which large numbers of tourists are annually attracted.

It is a great convenience to travellers when there is such a bureau to which they can go and obtain information, not only in regard to points of interest, but also in regard to hotels or private houses in which they can find accommodation, according to their means. By setting themselves to provide information of this kind and making it convenient for tourists to get it, the merchants will be going a good step in the right direction.

#### NATURAL ATTRACTIONS AND HUMAN EFFORT.

No matter what natural attractions a locality may have they must be supplemented by human effort if they are ever to amount to a great deal. Where, for

mind at the moment. It is about 12 miles from Halifax and is known as Cow Bay. It is one of the most delightful little spots for a summer resort that the mind of man could conceive of. The bay is two to three miles across, I should think, is horseshoe in shape, and the shore, except for a low pebble ridge well in the rear, is as smooth and free from obstacles as a billiard table. Back of the pebble ridge is a narrow grove of trees and back of that again a small body of fresh water, where lilies abound and where boating is safe and pleasant. But there is no accommodation at all for tourists, or was not when I was there a couple of years ago. The only building I could see was a farm house at one end. And its reputation is only local, although the farm house up to two years ago had a dog which had secured a reputation throughout the Maritime Provinces by swimming out to a wreck and bringing in a rope by which the crew was brought ashore in safety. This is only one of many places in Canada which could be made famous summer resorts if people with capital and enterprise would only interest themselves.

And they are not by any means all on the seashore either.

#### THE MUSKOKA DISTRICT

in Ontario is gradually obtaining a reputation, at least, continental in extent, for the dryness and salubrity of its climate, the uniqueness and grandeur of its scenery and the innumerable islands of its lakes. But the one-half has never yet been told about Muskoka as a summer resort, and it is only of late that anything like a well defined effort has been put forth to provide proper accommodation for tourists.

#### THERE'S MILLIONS IN IT.

It has been estimated by authors of guide books that tourists expend from \$5 to \$10 per day. But suppose we take a lower estimate and place the sum at \$20 per week, which is undoubtedly below the actual figure. Multiply that by a few thousand people and see what it will bring. It was estimated, for example, that during the summer of 1900 no less than 5,000 people were coming into the chief ports of Nova Scotia every week from the United States. Estimating at the low figure of \$20 for each and we have \$100,000 a week, or \$1,000,000 for ten weeks. And this summer tourist travel in the Maritime Provinces has been greater than it ever was before.

#### HINT TO THE PEOPLE OF WESTERN CANADA.

Nine-tenths of the summer tourist travel in the Maritime Provinces comes from the United States, and particularly from the New England States. This is scarcely creditable to Canadians in the Provinces of Ontario and Quebec. True, the num-



Halifax—Brunswick Street from the Citadel, with St. George's Island in the distance.

somely illustrated folder, in which were given many views of places of interest, lists of hotels and their rates; the districts in New Brunswick where shooting and fishing were to be had and the kind of game and fish for which these localities are noted. The names of guides and their terms are also given.

#### BUREAUS OF INFORMATION.

While the Industrial Exhibition is open in Toronto a bureau where information can be obtained free is established under civic control on the principle of thoroughfare leading from the chief steamboat landing. This is very good as far as it goes, but it does not go far enough. Instead of being for a couple of weeks it should be at least for the whole of the summer months. And not in Toronto

example, would the famous Atlantic City be were it not for human effort? It would scarcely have more than a local reputation. The climate, it is true, is dry and delightfully bracing; but the shore is low and the scenery is decidedly commonplace. But it has a boardwalk along the shore as wide as some streets on which one can walk or be wheeled nearly five miles straightaway. Nature provided the climate, but the boardwalk and the splendid hotels which front upon it are the result of organized effort.

#### A FEW EXAMPLES.

There are many places in Canada where the climate is just as good as that at Atlantic City and where the scenery is infinitely better. There is one little spot on the Atlantic Coast that comes to my



## ONTARIO COLLEGE OF PHARMACY.

W. G. A. LAMBE, ESQ.,  
Toronto, Ont.

Toronto, Feb. 26th, 1900.

Dear Sir,--

Pure Sugar is one of the most important ingredients required in the preparation of medicinal syrups, elixirs, etc., and I have found considerable difficulty in obtaining, until recently, a grade of sugar that would meet the requirements.

Two years ago I purchased, for the first time, some of St. Lawrence Refining Co.'s best brand Granulated Sugar, for use in the Laboratory of the O.C.P. by the students, in the preparation of syrups, etc., and, as a direct result of that test, I have used only the above mentioned brand of Sugar up to the present time. I can heartily recommend your Sugar in the manufacture of medicinal syrups, elixirs and other elegant pharmaceuticals requiring a saccharine vehicle and preservative, and will add further, that a Sugar which will meet these requirements is suitable for all purposes for which this agent may be employed.

Very truly yours,

CHAS. F. HEEBNER, Ph. G., Phm. B.,

Dean of Ontario College of Pharmacy ;  
Associate Professor Pharmacology and Therapeutics,  
Medical Faculty, University of Toronto.

ber is increasing who turn their way from the western part of Canada to the Maritime Provinces every summer, but it is strange they do not increase at a faster rate than they do, for to the Canadian there is not only the advantages of climate and scenery to attract him, but there is also the excellent fellow-countrymen with whom he is afforded an opportunity

One summer is ended; but the time has arrived when it is opportune to prepare for the possibilities of another as far as tourist travel is concerned.

A temperance orator once remarked that if he had the wings of an eagle, he would fly from Maine to Oregon and cry: "Prohibition, Prohibition."

"Get away, you great fool," shouted a

### HALIFAX AS A TOURIST RESORT.

Halifax is the Acadian capital, the Mecca of all Provincial tourists and the centre of the country's business, educational and religious life. As it is today in natural ruggedness, so it was a century and a half ago when Col. Cornwallis first set England's standard there and marshalled around it his few hundreds of faithful, loyal followers, marking the country irrevocably for Great Britain. Col. Cornwallis named the spot where he landed his expedition, Halifax, in honor of the Earl of Halifax, a contemporaneous English statesman and poet. The Indians used to call this land about the harbor Chebucto, meaning "Chief Port," and the French spoke of it as Baie Saine. Halifax has always been an English port. Dartmouth, just across the harbor and occupying a veritable amphitheatre of hills, experienced many Indian attacks. By way of preparation to ward off the attacks of these marauding invaders, Halifax built on its central hill a blockhouse, and this was the nucleus and starting point of the now world-famous citadel, where, by the way, the Imperial Government maintain at all times a garrison. In the harbor may also be seen British warships.

The opportunities and advantages presented by Halifax as a vacation and tourist resort were early recognized by the great transportation companies, and the city is as accessible now from the United States and Western Canada as any of the resorts along the coast and within the borders of their own territory. Saying it in the way that means most, Halifax



A Canoe Party in Muskoka.

of getting better acquainted with. Something important in our task of nation-building.

### VALUE OF TOURIST TRAVEL TO MAINE.

But this is digressing. Maine may be taken as another example of the importance of tourist travel. According to a report prepared two or three years ago under authority of the Government, it was estimated that the tourist travel in Maine was worth something like \$12,000,000 annually to that State. Since then tourist travel there has increased rather than decreased.

### LAUDABLE WORK OF THE RAILWAYS.

The railway companies, such as the Grand Trunk, the Canadian Pacific, and the Intercolonial, are doing a great good work by their illustrated booklets to excite interest in Canada as a scene for tourist travel. But, of course, the chief object of the railways is to bring grist to their own mill. And while this is both legitimate and laudable, duties of this kind should not devolve upon the railway companies alone. What is wanted is the cooperation of the people in every community throughout Canada that possesses advantages that should attract tourist travel.

### THE TOURIST QUESTION AND BUSINESS MEN.

None scarcely reap greater benefit from tourist travel than the business men and none are better qualified than they to undertake the work of organization.

man in the audience, "you would be shot for a goose before you got half way."

The laugh was on the lecturer; but the latter had the merit of desiring to do something. We would like to see the cry to organize for tourist travel raised in every city, town and village from



A View in Picturesque Muskoka.

Prince Edward's Island to British Columbia. And it would be no wild goose chase, either, for it would finally bring prominence to the locality and money to its merchants. Make it a personal matter.

W. L. E.

is 24 hours from Boston, 34 hours from New York, eight hours from St. John, 24 hours from Montreal, and 34 hours from Toronto. There are any number of routes—enough to suit every traveller's fancy.



# There's Been a Change.

## Our Prices are Down.

We have reduced our prices—not because we have reduced our quality, but because the milk business is getting a trifle overdone—overproduction—you know what that usually means. Look out for indifferent quality. It will surely be along—but never in connection with Reindeer brand.

Reindeer Brand---the kind that stands for quality.

Established 1861

## Our Big Specialties :

Fancy Oranges,  
Lemons,  
Malaga Grapes,  
Cape Cod Cranberries



Our reputation is for  
Quality.  
Highest Quality and  
honest dealing always  
wins trade.

# HUGH WALKER & SON

*Direct Importers of Foreign and Domestic Fruits, Oysters,  
Haddies, etc.*

78 Wyndham St., GUELPH, ONT.

P.S.—Special attention to mail and telephone orders.

# Window Trims in the Grocery Store.

SOME SUGGESTIONS FOR PROGRESSIVE GROCERS.

## WINDOW DISPLAYS MUST INTEREST—HOW TO MAKE THEM DO SO.

I HAVE lately made a tour of inspection of the Montreal grocers' windows, in search of ideas in window dressing. I didn't visit all of the 1,300 or more displays, but I managed to have a look at a great many of the best stores and I feel that I can speak with authority about the class of Montreal window displays. As a rule the stores are provided with

### GOOD FACILITIES FOR DISPLAY.

They are high, well lighted and well painted, while nearly all are furnished with plate glass. Those are the primary requisites demanded by a good window dresser. But, yet, I came back without just the ideas I was looking for. There was no very original striking display that I could see, and if a person like myself, bent on searching out a forcible display could not find it, I can hardly see how a less receptive person, the ordinary passer-by, is impressed by efforts of the Montreal grocers.

### THE OBJECT OF WINDOW DISPLAYS.

I have come to the conclusion that the trouble is the retail grocers dress their windows with the idea of telling people that "this is a grocery store," not with the idea, "here is a good article, buy it."

To impress upon storekeepers the necessity of utilizing their window space to the best advantage is no longer necessary. They have learned long ago that a window must be dressed, but they must now learn how to dress it. Most of them are content with cleanliness and a fresh display, peculiarly grocer-like. That is not enough. The attempt should be made to interest the man or woman every week who passes the store once a week. The window display should not be a mere sign; it should be an advertisement. And in an advertisement one does not say merely, "John Smith is a grocer at 347 St. Blank St."; an earnest attempt is made to push goods.

So should it be with the window. Then, the first thing to do is to cut out the general displays. They are products of by-gone days. They do not interest, they merely indicate.

To interest—that's the trick of the window dressing business. Yet I fancy if I were in the business, I could find time to do it. I'd pick out a certain man that goes past the store every day and see how often I could stop him to look in the

window. Certainly you can't do it with merely a bright, clean window, such never fails to make its impression on his conception of the worth of the store, but it does not interest. Something more is necessary. What is that thing?

That thing is "just one thing" not "everything." Use the window for booming purposes and remember that you cannot boom everything at once.

### GET SOMETHING TO BOOM.

But first of all get something to boom, something with which people can connect your name. It is useless to try to boom granulated sugar, if all your competitors have the same kind. It would be of no avail to try to increase the sales of "Early Rose" potatoes. It would be highly foolish to dress a window with nutmegs. It would be senseless even to make a display of oatmeal or many brands of canned tomatoes.

Yet, a grocer can make a good window of oatmeal or tomatoes, if he goes about it right. First of all pick out a make of oatmeal that you think is the best, and get the control of it for your town. If you are a good grocer and promise to push it hard you will likely succeed in getting the agency. Then make an appropriate display of the cereal, placing a card in the window, tersely describing the superior qualities of the article. Tell the people what you know. At the same time, advertise the article in the newspapers.

And you can make a good show of tomatoes. Pick out your best brand as before and get the agency of it. Boom it in the same way, telling the people why you believe it to be the best. Work it hard.

Some people object to this procedure because it is helping somebody else, the manufacturer of oatmeal, or the canner of tomatoes. Don't be so jealous that you will bite off your nose to spite your face. Use the property of the manufacturer or canner to your own advantage. Connect your name with his brand, and while you are increasing his assets you are also adding to your own.

There is vastly too little of this done and yet it is a

### NO MORE EXPENSIVE POLICY.

than this one of general advertising. Most dealers are content to change their general window display once a week, insert a fresh all-over ad. in every issue of the local paper and yet, by the end of

the year their assets are little greater, from this source, than they were a twelve-month before. It's time for a change.

There is one firm in Montreal which approaches very near to this policy I advocate; that is, Fraser, Viger & Co. They have the reputation of being the highest-class retail grocers in the Dominion. And by the way, Mr. Fraser, says business was never better. But this firm does not pursue the policy of pushing branded goods; they have merely established the reputation of carrying the best of everything. They don't need to push brands, they have one of their own. Mr. Fraser has control of Gorman's melons for Montreal and advertises the fact. He has insight enough to monopolize a brand when he can, and when he started to handle the melons he immediately wanted entire control of the garden. He realized that it is little use to advertise merely Montreal melons, and he did not want to advertise Gorman's melons for his competitors.

Then, having established our belief in the expediency of taking up special agencies, let us come back to our starting point. How will this effect an interest in the window display. I believe it furnishes the essence of the attraction. A window display of these goods which no other grocer in the town or district handles with the qualities clearly set forth cannot fail to leave its mark on the observer's mind. Moreover, the grocer sets himself up as an authority when he has this card in the window:

This is a display of "Blank" canned tomatoes, which are grown in the best growing district in Canada and packed as no other canners can pack them. We control them for the town.

Such a policy as this cannot fail to put new life into a grocery business. There is too little of this enlightening of the customers going on. Grocers should not fail to talk of the excellencies of their goods; it is news to the consumer. Moreover, do it in the window, from which we reason back to our first contention that grocers should desist from dressing their windows with a general line of goods.

E. H. C.

## FIREPROOF PAPER FOR WINDOW DISPLAYS.

The use of paper for window and interior decorations has been the direct cause of a great many disastrous fires, and to





## The Experimental Time Passed.

Our Extracts have on their merits won a high place in the favor of the grocery trade among that class of merchants who desire to supply their customers with goods upon whose quality and uniformity they can rely.

We are continually striving to furnish under this brand the best goods the markets afford, and invariably fix our prices as low as consistent with the quality. When once we get a merchant started selling our Extracts, the goods do the rest in retaining his trade.

Our winning team: "Golden Quintessence," (25c) "R.F." (10c) are never beaten.

**The Robinson Mfg. Co., Front St., Toronto.**



## LICORICE ..

We manufacture everything in the Licorice line carried by the Grocery, Drug and Confectionery trades. We might mention—Y. & S. Stick Licorice, plain and corrugated; Acme Licorice Pellets; Y. & S. Licorice Lozenges, in cans or glass jars; A B C Blocks; Purity & Dulce Brand one cent sticks; Bundled Licorice Root; Small Cigars, 300 to box, etc. In PLIABLE LICORICE, Triple Tunnel Tubes, Mint Puff-Straps, Navy Plugs and Golf-Sticks 100 to box; Blow Pipes 200 and 300 to box; Manhattan Wafers, 2 1/2 lb. boxes; Curved Stem Pipes, 200 to box. Write for illustrated catalogue.

**YOUNG & SMYLIE**

Established 1845.

BROOKLYN, N.Y.

# Rowntree's

## Chocolates and Pastilles

*The "Court Circular" says of the Chocolates:*

"Unexcelled for purity, delicacy of flavor, and daintiness. They compete with, if not surpass, the finest French chocolates made."

*"Grocery" says:*

"One thing in which Messrs. Rowntree & Co. excel is undoubtedly their Gums. The secret lies in the quality of the Gum, the excellence of the flavoring, and the carefulness in manufacturing."

Two excellent lines of confections made by the manufacturers of

**Elect Cocoa and Elect Lemonade.**

Agents for Canada:

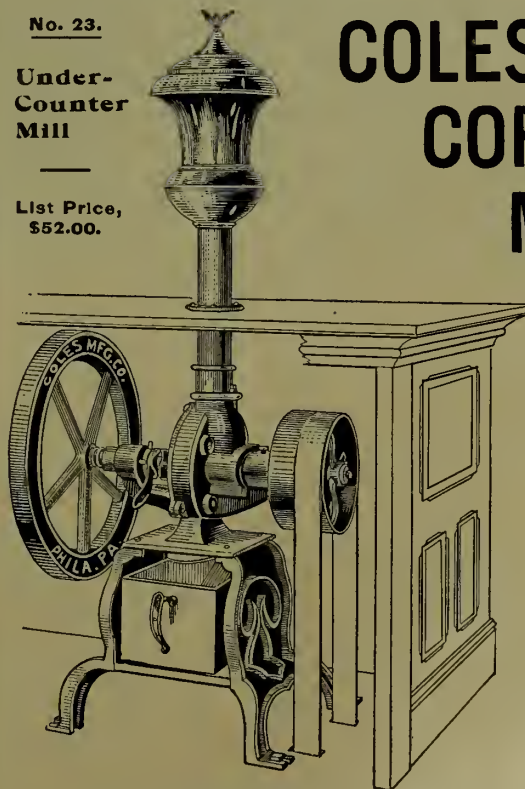
For Quebec, Ontario and the Maritime Provinces:  
MR. CHAS. GYDE, 20 St Francois Xavier St., MONTREAL.  
For Manitoba, Northwest Territories and British Columbia:  
THE HUDSON'S BAY CO., WINNIPEG.

No. 23.

Under-Counter Mill

List Price, \$52.00.

## COLES COFFEE MILLS



None better for Granulating or Pulverizing.

Our mills will Pulverize without heating Coffee.

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders.

**A GREAT LABOR-SAVER.**

Our Grinders wear longest.

Agents { TODHUNTER, MITCHELL & CO., Toronto.  
DEARBORN & CO., St. John, N.B.  
FORBES BROS., Montreal.  
GORMAN, ECKERT & CO., London, Ont.

**COLES MANUFACTURING CO., PHILADELPHIA, PENN'A.**

those who make use of this material for the purpose of decorations the following formula, which it is claimed will render paper fireproof, will be of interest: Make a solution of ammonia sulphate, eight parts; boric acid, three parts; in one hundred parts of water. The paper should be immersed in this solution and afterward pressed with a hot iron. I do not know from a personal test whether this process will do what is claimed for it, but it is at least worth a trial by anyone who is interested in the subject.

#### PRICE TICKETS.

Signs and price tickets and signs and yet more price tickets—in the windows—on the goods—everywhere, remarks Printers' Ink. What with new goods arriving

shrewd grocer directs his whole business so as to attract some particular class of customer; the three divisions being the wealthy, the middle, and the poorer classes. The man who tries to reach the wealthy and the poor customers at once frequently fails to attract either, and practically never gets both. Sometimes it is possible to reach both the wealthy and the middle classes; but, as a rule, the safe method is to appeal directly to one of these three classes, and have one's window displays as well as one's advertising directed to this end. This method is followed by many of the shrewdest of retail grocers.

Two window displays made by a couple of Toronto grocers a few days ago were striking illustrations of this habit. One

Caddy, 30c."; "Strong and Wholesome, 25c." In an especially prominent position was a card, "Special sale: 10 per cent. off on orders of 5 lb. and up."

The other grocer whose window I referred to, seeks his trade from the middle class; from people whose constant aim is to get groceries of good quality at the lowest possible prices. He also was pushing tea a few days ago; as, in fact, he is most of the time. His display was no elaborate arrangement of high-grade goods in fancy canisters and measures, but merely two large teacheests, canted toward the window, and surmounted by two large cards, which read as follows: "London Blend Tea, 25c."; "Thick and Strong, Indian and Ceylon Tea, 5 lb. for \$1." In the 25c. caddy was a small card, "It is greatly feared by business men who fear keen competition."

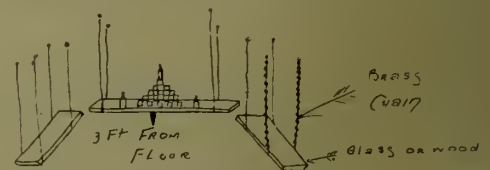
Which of these displays was the better? It is doubtful if an answer could be given, as both are so different, both in their purpose and their effect, that there is no means of comparing their usefulness nor of estimating their results. It is, however, in this case, the grocer who appeals to the middle class that has the bigger trade.

#### SOAP WINDOWS.

Here are a couple of cuts showing window displays of soap. No. 1 is particularly attractive. The dolls are dressed to represent fairies. The background was made of white cotton pleated. Cut No. 2 on page 51 also shows a soap display, but the idea is one that could be applied to any line of package goods.

#### A WINDOW FIXTURE.

A good idea for a grocery-window fixture (while not a new one) is made and used in the following way: Have made, say, three or four planed boards, about four feet long and one inch thick. Have the edges bevelled or rounded. Then have them enamelled in white, with gilt panels on edges. Suspend these from the ceiling with brass chain (that does not cost much in any hardware store). On



these can be arranged packages or bottles, etc. The rough drawing shows the idea.

#### A NEW IDEA FOR PUFFING BACKGROUNDS.

The following will explain a simple idea for covering framework for backgrounds. Say, for instance, you have an oblong frame you require puffed. You, first of all stretch white cotton over it tightly, and on this lay



SOAP DISPLAY—NO. 1.

and new ways of displaying stock the store is a wilderness, even to regular customers. Price tags and explanatory legends enable them to gather information other than by the crude method of asking questions. When a customer has asked ten questions without buying he feels that his allowance in this kind has been reached, although there are many more things he wants to know. Plain marking permits him to help himself to information. Again, clerks who do not answer several hundred trivial questions each day are sure to be in sweeter temper and the saving of time all around is conducive to quicker sales.

#### TWO TEA DISPLAYS.

What to display and how to display it depends largely on the class of people it is desired to reach. As a rule, the

store appeals particularly to wealthy customers who buy high-grade goods. The firm make a specialty of teas. One of their windows, which is at the corner of the store, was devoted to displaying them. The back of the display was made of tea chests, in front of the centre of which high-class teas in packages and canisters were shown on an adjustable display table. At either side of this table bulk tea was displayed in several measures of various sizes, but all of attractive appearance. In the centre of the foreground was a large urn filled with "Ceylon Orange Pekoe Tips at 80c." The qualities of the tea shown may be judged from the following cards, which were distributed throughout the exhibit: "Choice English Breakfast, 40c."; "Splendid Value, 50c."; "The Finest Obtainable, 60c."; "Our Royal



# ROBERT CROOKS & Co.

Stock Exchange Building,

MONTREAL

**DIRECT IMPORTERS OF ALL FOREIGN PRODUCE**  
**EXPORTERS OF CANADIAN PRODUCTS**

ADVANCES MADE ON CONSIGNMENTS

— and at —

WHOLESALE ONLY

LIVERPOOL, }  
LONDON } ENGLAND.NEW YORK, }  
CHICAGO, } U. S. A.CAPE TOWN, }  
PORT ELIZABETH, } SOUTH AFRICA.  
DURBAN, }

Cables: "ROBCROOKS," Montreal.

Established 1874.

## D. Hatton & Co.

Wholesale Receivers and  
Curers of Fish.

"Ivory Brand" of Pure Boneless, Skinless and  
Fibred Codfish.

Scotch Herrings in Barrels, Halves, Kegs and  
in Tins.

We are the most extensive receivers of Haddies,  
Bloaters, and Kipperred Herrings in  
Boxes of 30 and 15-lb.

All kinds of Fresh, Smoked, Boneless, Skin-  
less, Pickled, Dried and Shell Fish.

**D. Hatton & Co.**  
MONTREAL.

## D. Rattray & Son

Warehousemen and  
Commission Merchants,

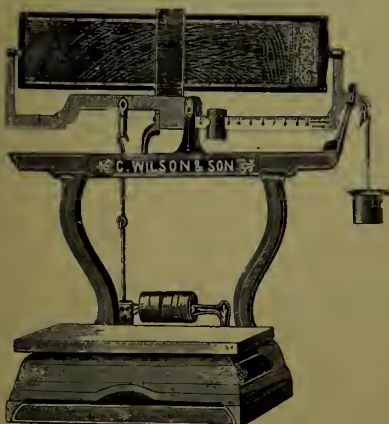
Quebec, Can.

Dealers in . . .

**PORK, LARD, FISH,  
SUGARS, MOLASSES,  
FLOUR, GRAIN, AND  
MILLFEED, Etc., Etc.**

Local Agents for :

|                                       |           |                         |
|---------------------------------------|-----------|-------------------------|
| Armour & Co.                          | - - - - - | Chicago, Ill.           |
| Albert Dickinson Seed Co.             | - - - - - | Chicago, Ill.           |
| Robert Crooks & Co., Liverpool, Eng., |           | New York, Chicago, Etc. |
| Australian Meat Co.                   | - - - - - | London, Eng.            |
| Collingwood Meat Co.                  | - - - - - | Collingwood, Ont.       |
| Hills Bros. Co.                       | - - - - - | New York, U.S.A.        |
| Salt Union, Limited                   | - - - - - | Liverpool, Eng.         |
|                                       |           | Etc., Etc., Etc.        |



## WILSON'S SCALES

ARE AS GOOD AS A GOVERNMENT BOND.

The grocer can get a Tea Scale that will turn with a postage  
stamp, or a Computing Scale that will count the money and show the  
weight of goods at the same time.

Highest Medal at Chicago, and Paris, France.

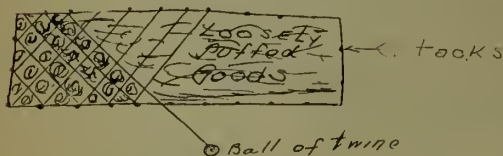
Easy terms of payment.

**C. WILSON & SON**

Get Prices.

69 Esplanade Street East, TORONTO, ONT.

loosely your cheese cloth, or whatever you intend to cover it in. Then drive tacks (not all the way in) every three inches apart all around the frame. Take a ball of colored cord or baby ribbon,



and tie end of it to tack in one corner. Run it to tack opposite and back and forth until you have a lattice effect made of the twine over the loosely puffed goods. Then, in each square, pull the goods up to a point. After this is all carefully

The show window rouses presumption of what there is within the store—hence, the importance of always having it well dressed and frequently changed.

#### AN OYSTER TRIM.

As most grocers keep oysters, and as the oyster season is just on, why not make a nice trim to advertise this line? It could be done in this way: Secure from the nearest woods enough green foliage, such as ferns, etc., to cover the bottom of window. Have a painter paint a picture of the interior of an oyster shell. Stretch this on a frame and arrange it on back of window, and festoon spaces around it. Suspend oyster boxes with colored cords from ceiling.

ducts. The same with corn products. Get a lot of corn stalks with the ears of corn on them; arrange them in different ways in the window making a solid backing of them, and in the window show nothing but canned corn, cornmeal, corn starch, etc.—everything made from corn. This is the sort of trim that catches the eye, and is something out of the ordinary common trim of canned goods, etc., as seen in the average grocer's window. An appropriate card, nicely printed, calling attention to your stock of whatever you are showing, should be placed in centre of the trim. Price tickets should always accompany each line of goods. Without them the window is robbed of half of its effectiveness as a sales factor.

H. H.

#### A COMMON DISPLAY.

There is no necessity that a display should be common or unattractive because the goods shown possess little attractiveness in themselves. For instance, it is possible to make a fairly interesting display of glass preserving jars. During the past month or so these have been freely shown in the windows, but seldom have the displays been as attractive as they might have been. One display caught my eye the other day. It was one large pyramid of bottles. The inside of the pyramid was made up of the jars in their original packages. In front, at the side, and on top of these individual glasses were arranged so as to hide almost entirely the packages within. The top five bottles were full of fruit, most attractively put up. On each side and at the front of the pyramid, and immediately below the bottles which were filled was a card: "These are tempting, but not more so than you can make yours." A big card near the bottom of the pyramid gave prices, and added: "These prices are rock bottom."

#### EXTRACTS AND JELLY POWDER.

One of the daintiest windows I have seen for some time was a display of baking powder, extracts, and jellies. The window, which was a corner one, was decorated with flags, the bright colors of which were nicely off-set by the foliage of a large rubber plant at the rear. At the three corners of the triangle, formed by the shape of the window, the baking powder was arranged in tall, conical-shaped piles; in the space within the triangle the jellies, extracts, etc., were displayed in similar cones. Of course, in a display like this, much depends on the ability and artistic sense of the trimmer. It is necessary to make the window enticing so that it will "sell goods." This window was, I should judge, calculated to have that power. It was dainty enough to secure attention, and the



SOAP DISPLAY—NO. 2.

done you will have a nice even puffing. Arches, circles and different designs in framework can be covered in this way. The rough sketch shows the idea.

#### THE ADVANTAGE IN CHANGING DISPLAYS.

The common-place show window may be pertinently compared to a stuffed animal; it does not fool anybody as to its lifelessness. It is also true that a show window that remains unchanged month after month conveys the impression, at least, that the stock has not been turned over for "many moons," and people pass by to the store of the merchant who shows a current change in his window.

Arrange fancy dishes with oyster biscuits here and there. A large card calling attention to your stock of fresh oysters should be placed in the centre. Fowl or fish can be shown in same manner.

#### A CEREAL DISPLAY.

Should you want to make a display of some food product made from oats, an idea would be to send out to the nearest farm and secure a cart-load of new-grown oats in the sheaf. With this you can cover and line the whole window, walls, background, floor, and all. Stack a few sheafs here and there, and throughout the window arrange the oat-food pro-



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# GILLARD'S

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## Sauce and Pickle

The Best English Specialties on the market.

Used by His Majesty the King, and His Royal Highness the Duke of Cornwall and York, K.G., etc.

**TEN GOLD MEDALS**

awarded at Pure Food Expositions in England.

### HIGHEST AWARDS OBTAINED

at the Coolgardie Exhibition, Western Australia, 1899, and at the Universal Cookery and Food Exhibition, London, 1901.



## Gillard's Sauce Gillard's Pickle

Distinct from all others in its Superior Flavor, and able to stand on its own merits. There are numerous Sauces, but very few good ones—this is one of them.

The most delicious made—far superior to all others, and the cheapest to use, as there is no waste liquor.

In use at over five thousand clubs, hotels and restaurants in Great Britain. All retailers should stock them who desire to please their customers. Can be obtained from all wholesale grocers in Canada.

---

Sole  
Proprietors,

**GILLARD & CO.,** Limited

The Vintry Works, Walthamstow.

**London, England.**

goods were seasonable and saleable, so should have been in good demand.

#### A HONEY WINDOW.

Quality is always a big consideration in honey, so the enterprise of a Toronto grocer in paying a rather high price for the honey which won the honors at the Toronto Exhibition, on conditions that he also have the use of the "First

prize" ticket for a window display was a bright move, and one which should be suggestive to grocers all over Canada. It should be to a grocer's interest to be known as the one who handles the butter, the cheese, the honey, etc., which took the first prize at the local fair. A good method of displaying any of these goods is to build a false bottom about

three feet above the floor, to cover this with dark cloth or crepe tissue, say, brown, dark blue, or black. Arrange the goods to best advantage on top of these. As a rule it is best not to show too much at once. Use a card reading about as follows: "We always keep the best quality, and we keep it at ordinary prices. Just try us once."

## CHEWING GUM'S RAW MATERIAL.

By EDWARD H. THOMPSON, U.S. Consul, Progreso, Mexico.

**T**HE so-called chicle gum of commerce is the sap that exudes from wounds made in the rough bark of the tree. This sap, of a milky whiteness and consistency when it first issues, partly coagulates after continued exposure to the air, but becomes, after boiling, a hard heavy mass. It is in this state that it is known to commerce.

The achras sapota (white sapota), known to the Maya Indians of Yucatan as "ya," is the tree that yields

#### THE MILKY SAP.

It is found growing all over Yucatan, sparsely in the north and west, but in belts of increasing size as one penetrates into the rich northeastern and southern section of the peninsula.

Under favorable conditions, the tree grows to a height of 70 feet or more. With its dark evergreen crown of glossy leaves, the tree is always a prominent landmark in the monotony of the surrounding forest. The fruit much resembles a russet apple in color and general appearance, but has a flavor wholly its own.

#### HARVESTING THE GUM.

From May to June, bands of men under experienced leaders get together their outfits and go into the deep forests of Yucatan as "chieleros." A chielero is one who extracts the well-known Yucatan gum, or chicle, from the tree, and after several months of work in the tropical forest emerges with the large bricklike blocks of the hardened gum.

A rope, seven-eighths of an inch in diameter and 28 yards long, of special strength and make (for the life of the chielero literally, as well as figuratively, depends upon it), a long heavy knife or

machete of special make, pails for the crude sap, and ladles for dipping it are the articles of the individual outfit.

The general camp, or central station, where the chieleros gather at least once a day, contains, besides the usual paraphernalia of a large camp in the woods, large boiling kettles to

#### COOK THE CRUDE SAP

when brought in by the chieleros, box molds to shape the hardening gum after the cooking process, and scales with which to weigh the formed and dried blocks before it is placed to the credit of the chielero. A large chicle camp in full operation, with its kettles of boiling sap and general air of industry, bears a certain resemblance to a northern maple-sugar camp.

#### METHODS OF OBTAINING THE GUM.

The gum itself, as I have stated, is obtained by cutting canals in the rough bark, down which the sap flows into the receptacles below. These canals, if cut by unskillful hands, may not only fail to extract the sap, but may ruin the tree as well. A healthy, well-grown tree may be tapped once every three years, but even then, and under expert handling, at least 15 per cent. of the trees will die.

Large tracts of sapota forests near Tuxpan, the original base of supply of the product, have become of late years practically unavailable from this cause. The average tree will yield about six pounds of the gum, but often tree after tree, even in the most favorable season, will be tapped and not yield enough to pay for the work. Why this is so, no one knows, although every chielero has his pet theory to account for it.

#### THE BOILING PROCESS.

When the sap is collected, it is brought in pails and buckets to the central camp for boiling and molding. The boiling is done by practiced hands, closely watched

by vigilant inspectors. This vigilance is necessary to prevent the chieleros introducing foreign materials during the cooking. Stones of various sizes and often dirt are found in the centre of the blocks, despite all care. The men are paid by the pound for the finished product and naturally wish to increase the weight. The gum when undercooked becomes quite hard, but contains a large percentage of water.

First-class well-cooked chicle is nearly white when fresh and clean. Red gum is produced when the gum is overcooked, though some trees yield a gum which has a distinctly red color, even when well baked.

#### CHARACTERISTICS OF PERFECT CHICLE GUM.

The perfect chicle gum is tenacious, firm, aromatic, and very elastic. It is estimated that there are to-day 700 chieleros in the woods, and that the product this season may reach 1,000,000 pounds.

During the year 1900, 900,000 pounds of chicle were exported from the ports within this consular district. Ninety-eight per cent. went to the United States; the remainder to France, England and Germany.

The finest class of chicle, like the large hammoek of Yucatan, is not known to commerce, being all required for home consumption.

This gum, called "siete" by the natives, is produced by picking the unripe fruit of the sapota and collecting the thick drops of milky white sap that accumulate in the wounds made therein.

The work of collecting the siete is tedious and is generally done by the women, but the product is the perfection of chewing gum. It cannot be purchased for less than \$1 a pound, and, as a rule, it costs more. It is highly aromatic, extremely elastic, and snow-white.



RETURNED *to Balfour & Co.*  
JAN 10 1902

# Tartan

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Fully guaranteed by \_\_\_\_\_

# BALFOUR & CO., Hamilton

# CANNED GOODS AND KINDRED TRADES.

## OUR CANNED GOODS INDUSTRY.

**N**O one who is at all conversant with the matter will for one moment claim that the canned fruit and vegetable industry of this country has reached that stage of importance which its possibilities warrant. And yet it has reached that stage where the wisest council would seem to advocate promoters of new enterprises to "make haste slowly."

What is wanted just now is not so much additional factories as the development of those which already exist. How best to do this is a question of prime importance.

### THE IMPORTANCE OF QUALITY.

The first essential in canned goods, as in practically everything else, is quality, for it is quality that gives character and character that creates fame.

It does not follow that he who starts out to make quality his motto will encounter no obstacles. On the contrary, he will meet with many deterring influences just as does the man who starts out in life with the purpose of making a good name for himself.

There are, for example, a great many buyers who are looking after

### GOODS FOR PRICE.

They pretend that anything as long as it bears the name of tomatoes, corn or peas will do. But even these people are not as blind to quality as they pretend. They know that the same doctrine does not hold good with their customers. But even the men who profess to be wedded to price are not as numerous as they were. Fortunately, the pendulum is again swinging more vigorously in the direction of quality than it was. Consequently the encouragement to those who aim at quality is greater than it was a few years ago. The craze for low-priced goods has about run its day. But what ever craze may be in vogue it

### PAYS THE CANNED-GOODS PACKER

in the long run to be jealous of the quality of his output. In no other way can a permanent business be established.

Poor quality canned goods may be sold

sometimes, but they cannot be sold all the time.

### CANNING FACTORIES.

There are in Canada nearly 50 factories turning out canned fruits and vegetables. Nearly all of these are in Ontario, and something like two-thirds of them are members of The Canadian Packers' Association. The capital invested in the canned fruit and vegetable industry is probably in the neighborhood of \$800,000. In 1900 the members of The Packers' Association alone put up, all told, 22½ million tins of fruits and vegetables, or about 80 or 90 per cent. of the whole.

At the present stage of the industry it obviously would not be wise to recommend the multiplication of new factories. If those engaged in the industry will devote their energies to improving the quality of the brands that are already on the market the launching of new enterprises will be made less possible. Of all the brands on the market there are probably not at the outside more than a dozen different brands that can be termed first class.

### THE SYNDICATE AND PRICES

Another deterrent is price. The pack of canned fruit and vegetables is, for the present campaign at any rate, controlled by the syndicate. As long as it is contented with moderate profits there will be little inducement for the starting of new enterprises. Should it, however, not be contented the omnipresent promoter will be not slow to seize the opportunity for inducing the people in one or more of the many localities, who believe they possess the ideal spot for the establishment of a canned-goods factory, to embark in the enterprise.

Price, too, it will be remembered has a greater effect on the consumption of canned goods than even upon the starting of new factories. When tomatoes, for example, cannot be retailed at three for 25c., the consumption falls off about one-third.

Next to the question of quality there is scarcely anything that demands more attention from the canned-goods packer than

### THE EXPORT TRADE

Unless the export trade is developed the industry will be dwarfed all its days. At present the canned fruit and vegetable trade in this country is suffering from

overproduction, while our export trade is an insignificant affair. All told, last year it only amounted to \$224,927. The exports of canned fruits and vegetables during the last six years were as follows:

|            | CANNED OR<br>PRESERVED<br>FRUITS. | CANNED<br>VEGETABLES. |
|------------|-----------------------------------|-----------------------|
| 1896 ..... | \$ 86,755                         | \$ 3,207              |
| 1897.....  | 141,934                           | 9,664                 |
| 1898.....  | 159,778                           | 10,037                |
| 1899.....  | 293,589                           | 19,671                |
| 1900.....  | 329,405                           | 17,999                |
| 1901.....  | 181,438                           | 43,489                |

The market of our greatest possibilities is, of course, Great Britain. But the packers here may be certain of one thing, that next to providing goods of quality they must

### KEEP STOCK

in that country. A gentleman who is well informed in regard to the trade there says that without this business cannot be developed. And it is, of course, also essential that a man upon whom reliance can be placed should have charge of the stock. How essential this is certain packers know to their sorrow.

### POSSIBILITIES OF EXPORT TRADE.

A gentleman who takes a great deal of interest in the development of the export canned-goods trade with Great Britain, and who is at present in that country, recently wrote us pointing out the possibility of pushing Canadian canned vegetables and fruit there. "But," he concluded, "Canada must waken up to her great opportunity in this country in regard to canned vegetables and fruits. The Yankees have out-distanced us so far that unless we work hard and keep at it we never can overtake them."

### NEED OF COOPERATION

A packer recently refused to allow us to publish an item regarding some goods he was exporting to Great Britain. And his objection was based on the plea that his competitors would know what he was doing. The view was not a broad one. Supposing his competitors did discover what he was doing and essayed to emulate him, what of it? Surely he did not imagine that the British market would be overstocked did some of his competitors send a carload or two to London? But whatever he thought he evidently did not realize that the more Canadian canned fruits and vegetables are put upon the British market the quicker will the people there become acquainted with them and the greater will their consumption be.



# Canada's Choicest Pickles and Relishes

Quality is the talisman in all specials that bear the brand "STERLING"—the brand made in this factory. Grocers do not need the suggestion that only when good goods are sold customers can a satisfactory and enduring trade be built up. The goods that make "come-back-again" customers are the kind that pay—the only kind. The trade in all parts of the Dominion have tested "STERLING" goods by this standard, and never found them wanting.

## OUR OWN MAKE

- "Sterling" Brand Pickles.
- "Sterling" Brand South Africa Relish.
- "Sterling" Brand Chow Chow.
- "Sterling" Brand Catsup.
- "Sterling" Brand Marmalade.
- "Sterling" Brand Jellies.
- "Sterling" Brand Jams.
- "Sterling" Brand Flavoring Extracts.



## OUR OWN MAKE

- Maple Syrup in Tins — All Sizes.
- Mince Meat in Wood and Fibre Pails.
- Bitters — Bob's, Celery, Orange, Jack Canuck.
- Unfermented Fruit Wines.
- Unfermented Phosphate Wines.
- Cake and Icing Colorings.
- Mixed Pickles in Bulk.
- Sweet Mixed Pickles in Bulk.

### CANADA'S LARGEST PICKLE FACTORY. HOME OF "STERLING" BRAND GOODS.

The goods of this factory—the largest pickle factory in Canada—carry the highest recommendation of trade and customers—are the gold-medal goods of the Toronto Industrial Exhibition.

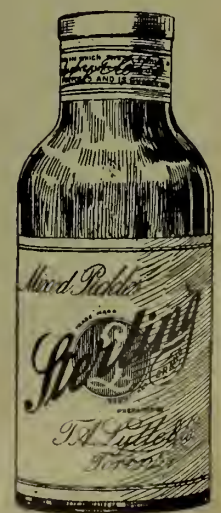


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Brand Catsup.

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Famous "Sterling"  
Brand Pickles.

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# SARDINES

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were never more delicious or seasonable than now.

## Factory by the side of the fishery.

If you would like to please your trade with a Sardine better than you are now using, without any extra cost, give your wholesale grocer a sample order for

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Also mention to your wholesale grocer that you want Clark's Herring in Tomato Sauce. Your sales will increase.

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## Trap Salmon Fishing.

How it is Done in the United States—Agitation for Traps in Canada.

**A** QUESTION which has for some time been occupying the attention of the people of British Columbia is that regarding traps for salmon fishing. This year it has probably attracted more attention than ever before. The newspapers on the Coast have devoted column upon column of space to the question, and deputations of canners and others have visited the traps in the State of Washington in order that they might become better acquainted with their working.

### BASIS OF THE OPPOSITION.

Opposition to the introduction of traps into British Columbian waters has been largely based on the supposition that they would eventually result in the destruction of the salmon, and with it, of course, the salmon-canning industry. But the opposition appears to be gradually disappearing. This may be ascribed to two or three causes.

### ARGUMENTS IN FAVOR OF TRAPS

In the first place the traps are much more efficient as fish catchers than the gill nets, to which the fishermen in Canadian waters are confined. The one easily catches its thousands while the

expensive one. Take for example, the season which recently closed. The canners on the Sound paid 2½c. per fish; those on the Fraser river 10 to 12½c. This means an increased cost, based on 12½c. fish, of \$1.20 per case to the Canadian packer compared with his confrere in the State of Washington, for it takes on an average 12 salmon to a case. As the Sound canneries and the Fraser river canneries both compete for the British market it is evident the former have a decided advantage.

It is true that the Fraser river canners brought a large quantity of salmon over in scows from the traps on the United States side of the Straits of San Juan de Fuca during the past season, paying the duty thereon, and then saving quite a margin, but even then they were not placed in as good a position as their confreres in the neighboring republic.

### CANADIAN SALMON IN UNITED STATES TRAPS

Another cause, and a somewhat irritating one, is that the salmon which fill up the traps in the United States are Canadian born. At any rate the most of them are believed to be. The Fraser

millions upon millions of salmon fry, which, four years later, wend their way back to the Fraser river, provided they are not caught in traps or nets en route—to deposit their eggs and thus reproduce after their kind. Last year 6,000,000 salmon fry were put into one river alone—the Harrison—from the Fraser river hatchway.

In a word British Columbia produced the maximum of salmon but her canneries only get the minimum of the catch.

### TWO CAMPS.

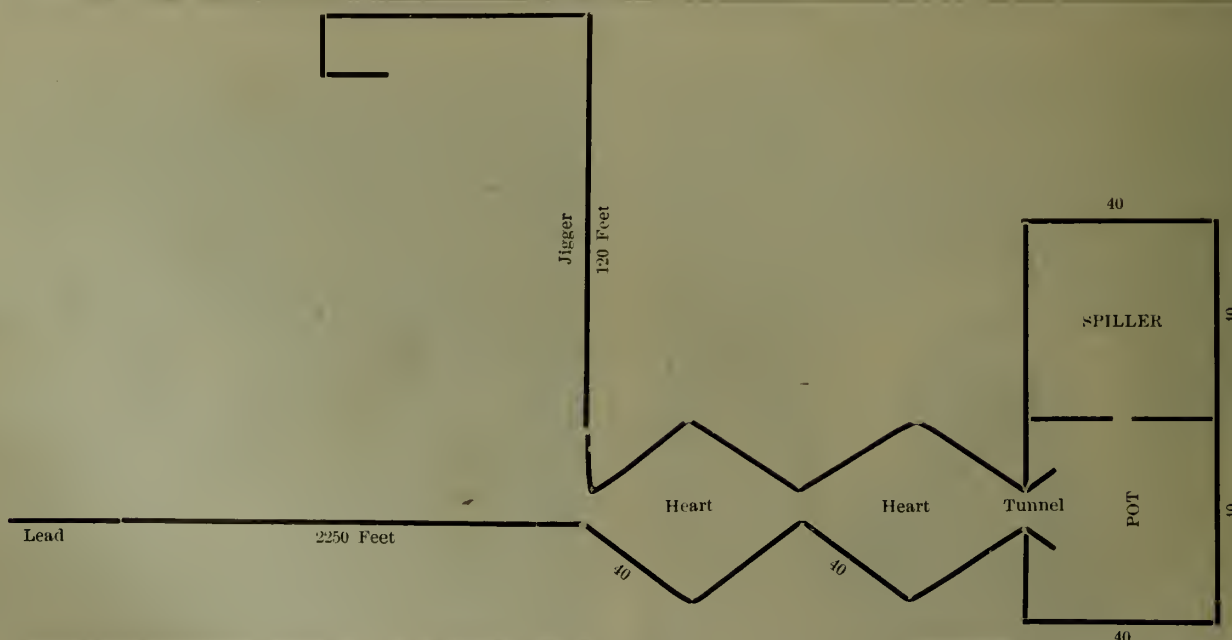
Those who are in favor of the traps are, roughly speaking, divided into two camps. The one believes in making them a permanent institution; the other would only start them with a view, on account of the threatened extermination of the salmon, of inducing the United States to agree to prohibit the use of traps or to provide regulations which would minimize the slaughter of the fish.

### PROPOSED LOCATION OF TRAPS.

The idea is to place the traps at the southern end of Vancouver Island. It is held that the school of salmon, when making for the Fraser river, pass there before crossing the Strait of Juan de Fuca and skirting the United States shore. To put them at the mouth of the Fraser would, it is claimed, be of little use, as before reaching there the fish would have run the gauntlet of the traps in the waters of the United States.

### DESCRIPTION OF THE TRAPS

The traps as used in the State of Washington are 2,400 feet in length over



other is gathering in its hundreds. For example, 50,000 salmon a day is nothing extraordinary for a trap, while a catch of 400 or 500 in a night is pretty good work for one boat with a gill net.

Not only is net fishing a much slower process, but it is also an infinitely more

and its tributaries, which are the chief spawning grounds of the salmon are, of course, in Canadian territory. And besides this, the hatcheries, which are under the control of the Dominion Government, every season propagate and plant in the waters of British Columbia

all. The accompanying diagram will give some idea as to their form. The traps are made of nets attached to piles. They do not touch the shore, but only come in as far as salmon are known to swim. To construct a trap, piles are driven in a straight line in a certain



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Are guaranteed by the manufacturers to be as good, if not superior, to the best brands on the market. Ask your dealer for them or send to the

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Our CORN is a trade-winner.

PEAS—the best we ever packed.

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“EPICURE” CATSUP has no rival.

PEACHES—Choice yellow, XX syrup, tell their own story.

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your best advertisement. Sell the goods that please the consumer. No complaints come from those who handle "Kent" Canned Goods.

**KENT TOMATOES** — packed from perfectly fresh red ripe tomatoes. Every can solidly filled. The Standard of Excellence.

**KENT CORN** — Sweet, tender and juicy. Packed from sweet corn grown for us from seed specially furnished by us. The delicious flavor of "Corn on the Cob."

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Montreal—J. M. Kirk, 18 Hospital St.

Toronto—J. Westren & Co., 630 Ontario St.  
Hamilton—Imperial Vinegar Co.  
Winnipeg—A. Strang & Co., Portage Avenue.  
Vancouver, B.C.—C. E. Jarvis & Co., 328 Holland Block.

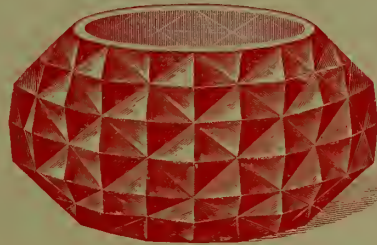


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direction to the set of the current for a distance of about 2,250 feet, and a net is attached reaching to the bottom of the water. This intercepts the course of the fish, which follow it along, hoping to get out until they enter enclosed places, of which there are two called hearts, each about 40 feet square, and so placed that the long net, which is called the lead, terminates at one of the corners of the first "heart," which is open so as to allow the fish to enter. On the other side of the opening is an arm, called the jigger, which extends at right angles to the line of the lead, and is about 100 feet long with a termination something like a letter L. In fact, the jigger is almost exactly in shape like an L. This is to prevent fish that have followed up the lead from getting away from the opening of the heart. The fish swim against the current and when they have worked along the jigger, only to find their way blocked, instead of turning down and swimming with the current, they work back again to the mouth of the heart.

#### THE HEART.

Having entered the heart, they work their way along its sides until they come to the corner opposite that at which they entered, where they find another opening

leading into the second heart, in the opposite corner of which there is an opening leading into an enclosed place 40 feet square, called the pot. This opening is 8 feet square, where it leaves the heart, but contracts to very much less.

#### THE POT.

Arrived in the pot and still seeking a way to get on his journey, the bewildered fish finds a small opening in the side of the pot which leads into the "spiller," and once in the spiller he stays there until the tug boat comes along side with its brailer and lifts him and his comrades by hundreds at a time out into scows. The spiller is 40 feet square and holds many thousands of fish. Fifty thousand is an average lot to be taken out at one time.

#### THE BRAILER.

with which the fish are taken out of the spiller, is a stout net, weighted by chains placed at the sides. It scoops the fish out and dumps them in the scow. Fish can be kept in a spiller with safety to themselves for from 10 days to two weeks; after the shorter of the two periods, they become exhausted by their efforts to escape and die. It is rarely necessary to keep them so long, but if the trap is full it can be opened so that the

fish which would otherwise be caught can pass through on their way. Hence there is little loss from dead fish and none have to be thrown away because they cannot be used. The canner takes out what fish he can use in a day and leaves the rest until another time.

#### COST OF TRAPS.

It costs from \$5,000 to \$10,000 to build a trap, and considerable to maintain, as it is deemed economical to take up the piles every season and scrape them clean to prevent the accumulation of barnacles whereby the nuts might be cut.

There are several hundred traps in the United States waters through which the salmon pass in going from Canadian water off Vancouver Island to Canadian water in the Gulf of Georgia.

#### REGULATIONS TO PREVENT DESTRUCTION.

It is held by those in favor of the traps that if a weekly close season were observed, during which the salmon would be permitted to proceed unmolested to the spawning grounds, danger of the extermination would be obviated. It is also pointed out that the Strait of Juan de Fuca is 10 to 12½ miles wide and that therefore a great number of the salmon would never touch the traps on either shore.

## BLUEBERRY PACKING IN NEW BRUNSWICK.

An Interesting Industry.



THE little modest blueberry does not amount to a great deal on the bush, but thanks to the development of the canned goods industry it is gradually taking a no mean place in the ranks of staple food products.

And in no part of the Dominion is this more marked than in the famous Miramichi district in New Brunswick. In fact, it has become numbered among the important industries of that district.

#### WHERE PACKED.

It is approximately 20 years since the industry started on its career in that part of the Dominion. Among the places in New Brunswick at which canneries are situated which put up blueberries are Chatham, Loggieville, Tracadie, Richibucto, Pokeshaw, etc.

#### HOW GATHERED.

The blueberries are gathered on the plains which are so common in that part

of the country. The gathering is done nearly altogether by children and women, who earn quite a little money thereby. "It is like found money to many of them," once remarked a canner to me, "for those who pick the berries would be doing little or nothing else at that time." The pickers are paid at the rate of 1½c. per lb.

#### THE OUTPUT.

One of those engaged in the packing of blueberries told me that he estimated the output of the canned article in New Brunswick at about 40 carloads a year, or somewhere about 450,000 tins. This season the

#### PACK WAS LIGHT

in the Miramichi district on account of the drought. It is estimated, for instance, that one firm that has of late years put up about 10,000 cases of blueberries has this season only turned out about 2,000 cases. As those in the grocery trade know, blueberries are packed in 2-lb. and gallon tins

#### WHERE SHIPPED.

The greater part of the blueberries packed in New Brunswick are exported to

the United States, although they are well known in the western Provinces of the Dominion.

#### THE UNITED STATES TARIFF.

Business with the United States is, however, done under a great disadvantage, the Customs duty being no less than 72 per cent. At the last annual meeting of the Maritime Board of Trade the excessive duty that is levied in the United States came in for some special reference, the feeling being that with even a moderate duty the export trade in blueberries would increase materially.

#### INCREASED CONSUMPTION.

The consumption of blueberries is undoubtedly on the increase in Canada as elsewhere. "A few years ago," remarked a packer, "the wholesale trade in Canada, all told, would scarcely buy a carload during the season. Now some houses take a carload each."

One unsatisfactory feature about the industry just now is the small profit which accrues to the packer, due largely to the high United States duty, part of which he at any rate pays. E.





# The **THISTLE** Brand

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**HIGH-GRADE****TOMATOES = CORN = PEAS = Etc.**GUARANTEED  
SECOND TO NONE.

BRIGHTON CANNING CO.

## THE IMPERIAL CANNING CO. KINGSVILLE, ONT.

Packers of choice fruits and vegetables. For quality and flavor our goods cannot be excelled, on account of being grown in the most Southern part of Canada.

**Peaches, Corn and Tomatoes a specialty.**

Why import Malt Vinegar from England when we have a complete Malt Brewery fitted up on a more improved plan than any in England?

The malt out of which we manufacture the vinegar is as good as the English Malt, our plant is similar, our vinegar is as carefully made and aged, consequently our vinegar is as good as the **BEST** English Malt imported, and far better than **MOST** of the imported goods. We will be pleased to send you a sample.

### The Wilson, Lytle, Badgerow Co.,

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WE HAVE THE ONLY MALT VINEGAR BREWERY IN CANADA

## THE BEST IN THE WORLD.

It is made from a selection of the best English and American Mustard Seeds—put up in 12-lb. boxes and stone jars.

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| $\frac{1}{4}$ -lb. tins, at 35c. per lb. |
| $\frac{1}{2}$ -lb. " 33c. "              |
| 1-lb. " 32 $\frac{1}{2}$ c. "            |
| 1-lb. jars, at 35c.                      |
| 4-lb. " \$1.20                           |



THE "CONDOR" MUSTARD.

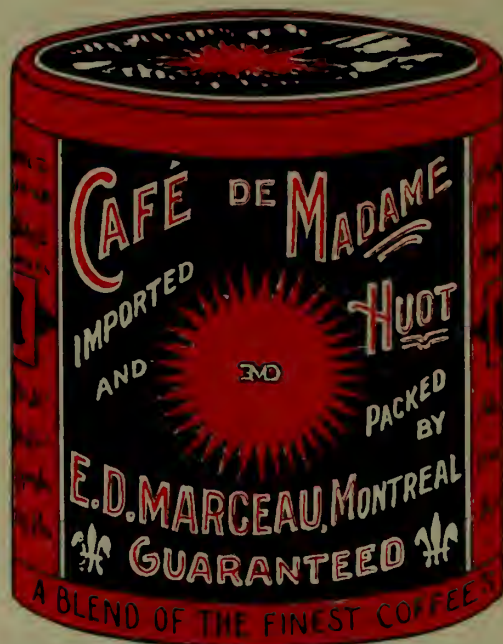
It has flavor and strength.

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A true Parisian Blend of absolutely pure Coffees—different from all others—so vastly superior. Have the best, it pays.



MADAM HUOT'S COFFEE.

It is pure, delicious, creamy.

It has no equal in America.

For the best trade you must have it.

1-lb. tins, at 31c.

2-lb. " 30c. per lb.

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# The "Old Crow" Vinegar

pure distilled, fine, clear as water from a spring, at **20c.**



TRADE MARK REGISTERED

## The "Old Crow"

Scientific Blend of **Black Teas** (in useful bronzed tins), selected with great care, so as to produce strength and aroma.

No. 1. 2. 3. 4. 5.  
**35c. 30c. 25c. 20c. 17½c.** per lb.

## "Old Crow"

**Mustard**, a high-grade compound, containing no injurious ingredients. **12-lb. boxes.**

¼-lb tins, **25c.**; ½ lb. tins, **23c.**; 1 lb. tins, **22½c.** per lb. 1 lb. jars, **25c.**; 4 lb. jars, **65c.**

# "Nectar" = The perfection of Black Teas

A Blend  
of Ceylon,  
Indian and  
China  
Teas.



It is Rich,  
Fragrant and  
Refreshing.

Connoisseurs  
have  
pronounced  
it by far  
the best.

Three good teas in a blend are better than any one tea alone. One trial order will convince you of this. Lead packets and sealed tins only—at **20, 26, 36 and 45c.**

The best of Teas, Coffees, Spices and Vinegars---Wholesale.

**E. D. MARCEAU,** 281 to 285 St. Paul St., **Montreal**  
Cor. St. Gabriel,

# Canned Goods in the Retail Store.

HINTS ON THE PURCHASE, CARE AND SALE.



NE of the most important considerations in the business of many retail grocers, especially during the fall months, is the canned goods business. The sale of this line has become such an important factor in grocery retailing

that the merchant who buys, handles and sells the goods to best advantage finds they contribute largely to his aggregate revenue.

A representative of "The Canadian Grocer" interviewed several of the leading grocers of Toronto in regard to their opinions as to the proper time to purchase, how to judge of quality and how to handle, push and sell them to best advantage. Some of the answers given will be found of much interest and to the grocer, able and willing to take advantage of the suggestions thrown out, of considerable value.

## SELECTION OF BRANDS.

Swan Bros., Toronto, are in the habit of buying a year's supply of canned goods at one time.

"We have found this method the most satisfactory," said Mr. Henry Swan. "Some years we may have lost by buying in this way, but everything considered, it has been most satisfactory."

"Do you stand by any particular brands?"

"Yes; we stand by the good ones. We are constantly weeding out the poorer brands. We find out easily enough each year which brands give the greatest satisfaction. When these are offered again we sample them carefully, and if they are up to the standard we again purchase them. Those which have not been satisfactory we do not again buy."

"We treat new brands with caution. It is better to let the other fellow try them, as few new brands are up to the standard of the best lines. The man who experiments with every new line is like the man who sets out to discover whether a new fungus is a toadstool or a mushroom. If the man dies the world knows it was a toadstool; if he lives he has discovered a mushroom. New lines of canned goods may be bought cheaper than the most reputable brands. If they

prove good, other dealers are safe in trying them; if they prove bad, he alone bears the loss."

## CARE OF CANNED GOODS.

"How do you keep your canned goods?"

"The only necessity is to keep them in a cool, dry place. We, of course, keep a plentiful supply on our shelves. In removing them from the cases to our shelves we reject every can which is swelled in any way. All cans are again examined before sent out to customers. It is easy to distinguish the swelled cans. A safe way is to lay a pencil across the edges of the top. If the can is swelled to touch the pencil, except at the edges, beware of it."

"By thus carefully watching our goods we have very few complaints. We are constantly warning our customers against swollen cans and impressing them that by dealing with a well trained grocer they are insuring themselves from danger of poisoning. This has its effect, too."

"What do you do with the swelled cans?"

"The swelling, you know, is proof of fermentation. This irretrievably spoils canned fish, meats, etc. We have found that by 'boiling over' canned fruits they can be made fit for use. These might be taken home and used, but they should never be given to a customer, even at a reduced price, as they might not pay proper attention to them and might suffer in consequence."

"Do you ever demonstrate canned goods?"

"No; I consider demonstrating a picayune method of getting business and never resort to the practice. We sell goods of known reputation, of worthy quality and at a fair price. That pleases our customers. Consequently, it satisfies us."

## WILL BUY CAREFULLY THIS YEAR.

"I have generally purchased our season's supply of canned goods early in the season," said Mr. D. Bell, 702 Yonge street. "This year, however, I think I will buy as I need to, as there are no inducements to buy early. In past years prices have been put at a basis which made it appear likely that I would have to pay higher prices later. This year the crop of vegetables has been large and I am confident there has been a good pack and that prices are not likely to advance materially above the present

basis, and so I am of the opinion that it would be better to take the use of my money than to lock it up in canned goods in my cellar."

"In buying, we take the brands which have proven most satisfactory. Some times we sample before we buy."

## CAUSE OF COMPLAINTS.

"How about complaints?"

"These come chiefly from three sources: swelled cans or fermented product; light weight or bad color. The first difficulty we overcome by never sending out swelled tins. When five or six complaints come in regarding the quality or quantity put up in tins of any brand, we take it for granted that the brand is not up to standard, and sell it at a reduced price, and do not buy it again. We only want to sell goods of sound, ripe appearance, and cans which are full to the top."

## WINDOW DISPLAYS.

"To push canned goods we make displays both in our windows and in the interior of our store. We always display them on the ridge above the shelving. This adds to the attractiveness of the store and, to some extent, increases the sales of canned goods."

## GAUGING WANTS OF CANNED GOODS

"I generally buy a carload early in the season," said Frank W. Johnston, Davenport Road. "This year I have not decided yet, but I will probably buy my vegetables in the usual way. I judge from my sales of fresh fruit what my sales of canned fruits should be, and stock up accordingly. I intend to buy more peaches than usual this year, as my customers put down fewer peaches than usual during the past season."

"How do you keep canned goods?"

"In the cellar, which is cool and dry. Of course, I have some of every line on my shelves, but no more than are necessary, as I do not like to send out any canned goods with fly marks or sun-faded labels. I sometimes make window displays, but never leave them in the window over two weeks."

"Do you have any complaints as to quality?"

"Few. But when I have, I make good for all bad goods sent out. My customers are taught to expect everything they get from me to be thoroughly sound."

## DOMESTIC AS IMPORTED CANNED FISH.

"The only way to push canned goods is to show them and talk about them," said D. J. Kelly, of Kelly Bros., Queen street east. "We find that our customers are ready to buy on our recommendation, so do not go to the trouble of demonstration, except when a new line comes on the market. When canned beets were first put on we opened a few cans of them to show them to our cus-



The following from the advertisement of a prominent wholesale grocer should be read and pondered by every dealer:

“Some grocers succeed where others seem to work just as hard and yet fail to achieve much—it is just as important to know what to push as it is how to push—pushing pure and pleasing products produces prosperity, but pushing poor stuff drives trade away.”

It pays infinitely better to push a baking powder like “Royal,” an article of known merit, whose good qualities are recognized and appreciated by all consumers.

Royal Baking Powder is easy to sell, and when sold there is always a pleased purchaser.

Royal Baking Powder is largely advertised and that helps the dealer; but a pleased purchaser is the best advertiser for your store, because she will recommend to others that dealer who has pleased her.

Royal Baking Powder is the highest class baking powder, made from pure cream of tartar, and absolutely free from alum or other harmful ingredient.

# "The Condor"

Registered Trade Mark.

*To must price  
12-10-01*

## "CONDOR" VINEGAR

Pure distilled, strong,  
bright as crystal,

At **25c.**

It is wholesome, and  
can be used by the most  
delicate stomachs.

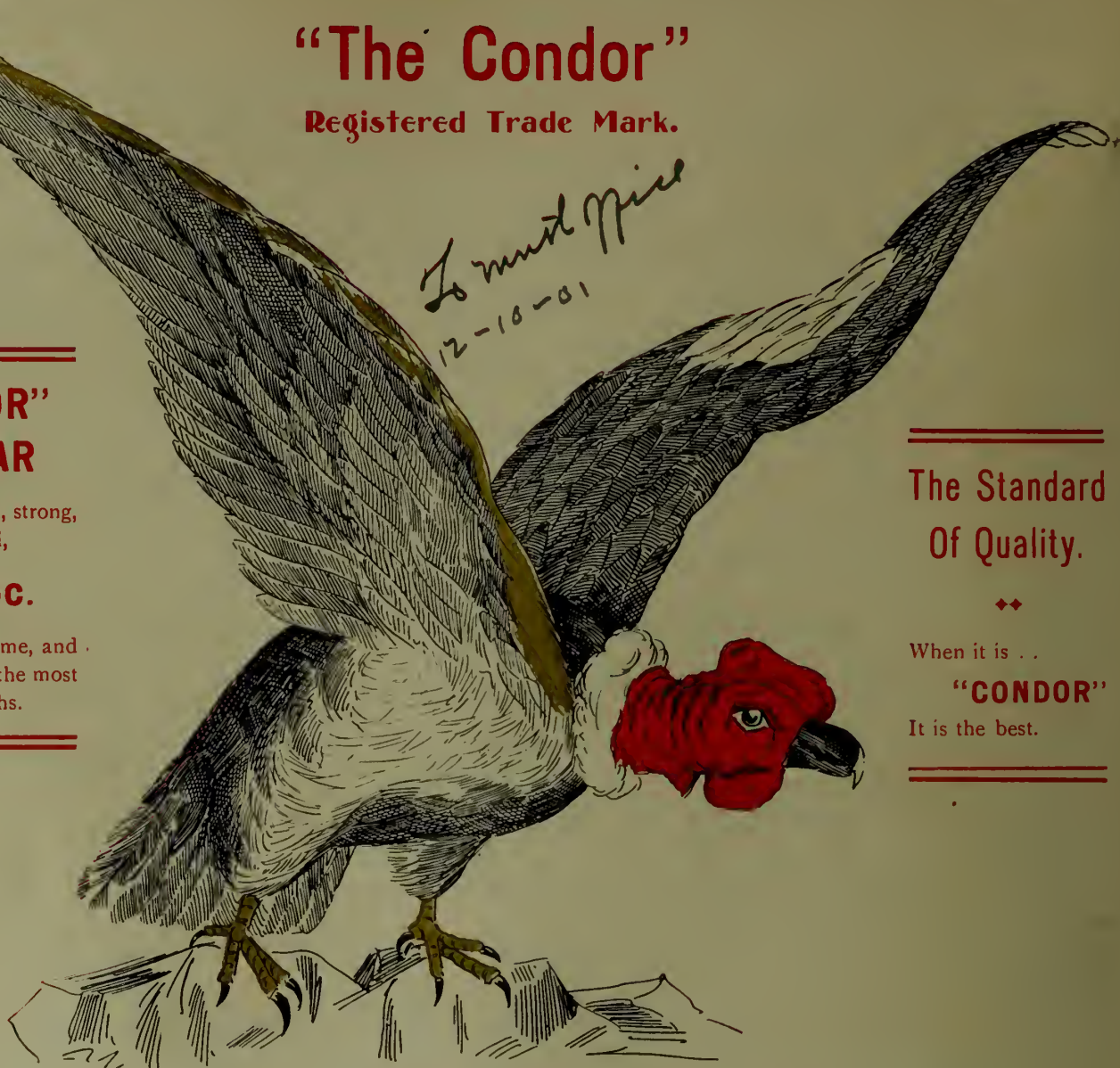
The Standard  
Of Quality.



When it is . .

"CONDOR"

It is the best.



## "CONDOR" JAPAN TEAS--Pure unadulterated natural leaf, bright flavory liquor.

Nos. I, II, III and IV Extra Choicest and Choicest, at **27½c.** to **40c.**

No. V Choice May Pickings, at **23½c.**

No. LX Choice May Pickings, in lead packets, 1-lb. and ½-lb., at **27½c.**

No. XXXX Choice Early June Pickings, at **22½c.**

No. XXX Fine June Pickings, at **19c.**

No. L Fine leaf, good clear, strong liquor, in lead packets, 1-lb. and ½-lb., **19c.**

When in want of the best goods in Teas, Coffees, Spices  
and Vinegars come to me. I make a specialty of them.

# E. D. MARCEAU,

281 to 285 St. Paul Street  
Corner St. Gabriel,

# MONTREAL



*Do you want a line of*  
**Coffees and Spices, etc.**

*that have a reputation of half a century  
 behind them as a guarantee of their high  
 standard of quality?*

If so, and you are not already handling our goods, drop us a line for quotations.

ESTABLISHED 1845

**S. H. & A. S. EWING**

Montreal Coffee and Spice Steam Mills

55 Cote Street, = = = MONTREAL

ESTABLISHED 1860.



Grocers stock Tea Canister, made  
 up specially to fit shelving.

*Brother must  
 give 8-10-07*

**Tinware**

and

**Enamelled Ware.**



Awarded Gold Medal  
 for Enamelled Ware,  
 Paris Exposition,  
 1901.

Tinware---Pieced, Pressed, Japanned,  
 Lithographed.

Galvanized and Sheet Iron Wares.

Copper and Nickle Plated Goods, Etc.

Our Well  
 Known Brands:

"Crescent"  
 "Colonial"  
 "Premier"  
 White  
 Blue and White  
 White Decorated  
 "Star" Decorated.

We are pleased to quote on any special lines of tin goods at any time  
 for either plain or lithographed

TEA CANS, LARD PAILS, SPICE BOXES, BAKING POWDER CANS, ETC.

**THE THOS. DAVIDSON MFG. CO., Limited, MONTREAL.**

WRITE FOR CATALOGUE AND PRICES.

tomers. We are careful buyers, and our customers depend on us, as there is seldom cause for complaint and these we always make good, getting credit for the same from the wholesale house."

"Are all lines equally satisfactory?"

"Vegetables, fruit and salmon are all right, but it is about time we were told why Canadian fish, such as sardines, should be inferior to the imported article. The Canadian goods are not up to the standard of the latter in any respect. Why is it? Are the fish inferior? Is poorer oil used? Or, is it that the packers are not as skillful as the European packers? It's up to the packers to explain. They put up their goods in packages that are attractive enough. They have the advantage, as far as quantity is considered, but we cannot get anything like the prices for the home

However, I am not a buyer. I prefer to let the other fellows hold the goods, believing I can get them for less money later than I can now. It is the syndicate that have put up prices, but there are jobbers in Toronto who are holding enough canned vegetables to break the market, and are fully determined to do it. Other lines than corn, tomatoes and peas I always buy as I need."

"Have you any preference as to brand?"

"Most assuredly. The cardinal principle of a good trade in canned goods is to get

#### BRANDS THAT PLEASE THE PEOPLE

I find certain lines can be thoroughly depended on. These I stand by exclusively."

"You tried a private brand of your own once, did you not?"

"Believing that new goods would be higher I bought enough of last year's goods several weeks ago, when they were going begging, to last me through this season. As I got good brands I know they will retain their quality all right. By having some surplus capital and taking advantage of the most favorable opportunity one is able to strike the market right by studying the conditions carefully. I have done so for several seasons. For instance, this year, we sold our last five cases of salmon at \$1.60 to a wholesale firm who had run out and needed them to fill immediate wants, and within a week of this sale the same house delivered us new season's goods at \$1.42½c. By striking the market right, we have been able to sell "Horseshoe" salmon at 15c. per tin for five years, while the price has jumped



Bedford Basin, with Halifax in the distance.

product that we have to charge for the foreign. If the Canadian fish packer could improve the quality of his product he would not only get better prices, but would find a greatly extended demand."

#### THE MARKET TOO HIGH.

"My purchases of canned goods at this time of year," said W. J. Sykes, College street, "depend entirely on circumstances, the chief consideration being price and supply. Generally, I have found it best to buy enough to last through the season. Sometimes I buy more than I can possibly need. One year I had fully 5,000 cases and came out very well on the transaction. This year, however, I am not going to buy enough canned vegetables to last me through the season. The market is too high. There was a large surplus stock. The crop of corn and tomatoes has been excellent, and the pack large. Besides, the consumption, especially of corn, has been considerably decreased during the past year or two because the majority of buyers have had more money to spend, and have preferred fresh vegetables. Peas may continue firm in price.

"I did, and found it a good move in some respects. But everything considered—expense, trouble, results—I decided it did not offer sufficient returns for what I put into it, and have not repeated the experiment. But I stand by the brands of highest quality."

#### HINTS ON BUYING CORN.

"What are the means of judging quality?"

"Tomatoes should be solidly packed (not too much liquid); sweet and of extra good red color. Corn should be tender, white and of good flavor. Peas should be tender without softness, and should retain their natural color and flavor as much as possible. Then, of course, the cans should be well filled, but never swelled. This one can depend on if one buys a good brand. Out of 200 cases of one brand I had last season there were only five tins which I found necessary to reject. Other years I had similar results with the same brand."

#### LAST YEAR'S GOODS FOR THIS YEAR

"I think I struck the market right," answered a prominent ex-official of The Toronto Retail Grocers' Association.

every way during that time. And it has been much the same with other lines."

#### CHUTNEE PRAISED BY ROYALTY.

Canadian food-products have proved their high qualities in many ways and under many different circumstances, but it is open to question whether any other Canadian product has received praise from so many persons in high estate as has been received by Canadian Tomato Chutnee, manufactured by Mrs. M. P. Card, Guelph, Ont. Among those who have commended it highly are H. R. H. Princess Louise, Marchioness of Lorne, the late Sir John A. Macdonald, and the City Carlton Club, London, Eng. The merit of this condiment has not been appreciated only by persons such as the above, but has met with such popular approval that Mrs. Card's business has steadily grown during the eight years of its existence. Last year Mrs. Card extended the scope of her business by starting to manufacture pickles. This branch has also proven very successful, the output this year being double that of last year.



# 3 PROFITS TO 1

The up-to-date grocer knows which is better,  
To make one profit slowly or two profits quickly.  
He stocks the highest quality goods,  
His trade increases,  
His expenses per sale decrease with the increasing business,  
His profits multiply by the reduced expenses per sale,  
His capital outlay is smaller on the same volume of trade.  
He is careful to purchase stock fulfilling these conditions.

\* \* \* \*

Grocers to-day are selling three tablets of

## SUNLIGHT SOAP

To one tablet of any other in the world.  
Their capital investment in Sunlight Soap stock is less  
For the same volume of trade than that in any other.  
Their expenses per sale are lower,  
Their profits are correspondingly higher.  
In fact, on Sunlight Soap, as compared with any other,  
The Grocer

# MAKES THREE PROFITS TO ONE.

LEVER  
BROTHERS  
LIMITED,  
TORONTO

# Canned Goods Futures.

Montreal Retailers Discuss the Propriety of  
Dealing in Them.

**D**URING the past few months considerable dissatisfaction has been expressed by wholesalers and retailers alike on account of the meagre profits afforded by trading in canned goods. There is no doubt that heavy losses were the chief result of speculative operations last year, and in spite of the steadying influence of the lately formed syndicate, the experience of the past 12 months is having appreciable effect on retail policy this fall. To get a fair and general idea of the attitude of retail grocers to the question, "The Canadian Grocer" has had interviews with some of the leading members of the Montreal trade during the past week. It will be readily seen that the purchases which grocers make at this time of the year must be appreciably less this fall than for many seasons. This refusal to buy is accounted for not only because of the losses incurred on heavy purchases last year, but it would seem that various other considerations must enter into a city grocer's ideas of the amount of canned goods he can sell in a twelve-month, and these, too, have, in cases, tended to lessen early purchases.

## FUTURES DO NOT PAY.

Ald. R. Turner, the lately appointed President of The Retail Grocers' Association, who keeps a prosperous store on Wellington street, and supplies the working classes, was the first to be interrogated.

"No," said Mr. Turner, "I have not bought nearly so many canned goods this year as last. I find it does not pay. I have never made money on holding stocks and it seems every year I can buy tomatoes and corn as cheap in June as I can in October or September. This year I could have bought a good deal lower. Then what is the use of a grocer paying interest on the capital invested, meeting insurance charges, and losing on exploded cans, to reap no reward? I have decided to discontinue the policy and have bought hardly one-half of what I did last year for early delivery."

## AN OBJECT LESSON

Another officer of the association who handles large quantities; in fact, has

hitherto bought by the carload, spoke in the same strain. "Last year I bought 2,000 cases. This year I have ordered only 700. To me, the course of last year's grocery markets was an object lesson. I have come to the conclusion that it is little use to speculate in grocers' supplies—far better to buy lightly and often. Suppose a merchant lays in a carload of canned goods. If the price goes up, he raises his price, and stops consumption, invariably, and he has stock left. Look at Valencia raisins last year! So he makes no money on a rise. If the price falls, his small competitor comes down; he must do the same and thus he loses. I have come to the conclusion that a grocer cannot make money on heavy fall purchase of canned goods, and am acting accordingly."

## THEY MAKE MONEY ON FUTURES.

But they don't all think alike. Mr. Fraser, of Fraser, Viger & Co., says he has bought more heavily this year than last, because his business will be greater.

"Did you lose on last year's purchases?"

"No; I never dropped my price; my customers did not ask for reductions. I got my anticipated profit, cleared out about all my goods, so how can I complain?"

"The fact is, I must buy ahead, in order to get the goods I want. My business is founded on the fact that I carry only the best goods and consequently I must order what brands I wish before they are all contracted for. My buying policy is moulded by the opportunities to secure the best goods, not by the ups and downs of the market. So this year you find me buying even more heavily than last fall."

## OBJECTS TO EARLY NAMING OF PRICES.

Mr. Paul, the St. Catharine street grocer, who also does a high-class trade, spoke much in the same strain.

"I have always been strongly opposed to this idea of getting out prices so early. The canners are quoting prices on their pack before the seed is sown. Why not wait at least till they have an idea of the size of the pack and get out prices that will stand the test of the real market? As it is, they force us people who want the best goods, to buy early, which is not right."

"This year I have hopes that The Dominion Syndicate will give a ballast to

the market. They are limiting the pack and promise advances rather than declines. So you can understand why my purchases are as large this fall as last."

## DISGUSTED WITH SPECULATING

Mr. H. Graham, another St. Catharine street grocer, has come to the conclusion that he will discontinue his heavy fall buying. "There is nothing in it for me. I have tried speculating on canned goods, have never made a success of it, and now give it up in disgust. Last year was a finisher, for after carrying the goods eight months, I found I could buy for less money than my stock cost me in the first place. What would a sensible man do under such circumstances? No; I have bought but few canned goods this year and do not intend to load myself up with them. I'm willing to take chances on a rising market and mean to escape a falling one."

## THE SUPPLY OF FRESH VEGETABLES

"At any rate, I find my sales of canned goods falling off. I now get fresh tomatoes nearly all the year round and I can have fresh beans whenever I want them, grown right in Canada, too. Lettuce is in my store all winter and celery nearly all the time. My customers will pay the price for these luxuries and have ceased to use the ordinary canned goods. Same way with canned fruits and table raisins. Oranges can now be had any day in the year, as well as bananas. Californian fruit comes in early as well as pineapples. This list of fresh goods in winter is being constantly added to and each addition signals a drop in canned vegetables and fruits. Stores that cater to the working people, no doubt, have a different story to tell, but such has been my experience. I still have canned vegetables in my store that I ordered over a year ago. Is that business? No; my purchases of canned goods hereafter will be frequent and light."

## PRICES HIGH EARLY IN THE SEASON

Mr. Dionne, across the street, was the last approached. "My purchases are not so heavy as last year for two reasons. First, the market seems to be always high at the beginning of the year and low at the end, and, secondly, last year, some goods went bad on me. This fall I am buying only reputable brands and in lighter supply."

A summary of these interviews would indicate that, on the whole, early contracts placed with wholesalers must show an appreciable decrease from those of last year. The only merchants who appear to be buying as heavily as ever are those catering to the millionaires, who must have their favorite brands regardless of price.



# Can't You Do It?

Can't you make up your mind this Fall to close that sale with us for one of our Money-Weight Scales? Business was never better, and when you are doing lots of business, that is the time you most need a system to help you out. Our **Money-Weight System** is a Mechanical Auditor on every weighed article of merchandise leaving your counter. We sell it on easy monthly payments.

## The Computing Scale Company DAYTON, OHIO.

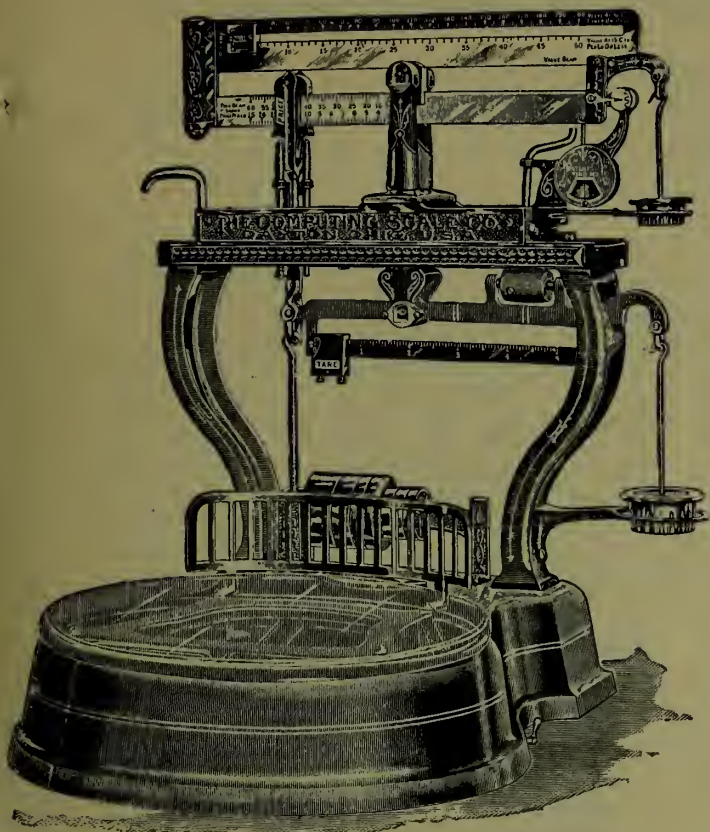
*Money-Weight Scale Co., No. 47 State St., Chicago, Ill.*

*E. E. Meeker, No. 52 Franklin St., New York, N. Y.*

*J. B. Poirier, Dist. Agent, No. 1662 Notre Dame Street,  
Montreal, Que., Canada.*

*L. A. Davidson, Dist. Agent, No. 104 King St. West, Toronto,  
Ont., Canada.*

*White & Ecclestone Dist. Selling Agents, Vancouver, B.C.*



RETURNED  
to W.S. Howland  
1412

# L A M P S

**LET** us advise you with reference to our stock of lamps for Xmas trade.

**ALL** the latest styles and designs are for sale by us, including the famous **Rochester Lamps**, which are giving universal satisfaction.

**ANY** are also handling our incandescent gas lamps, burners and mantles. We are Canadian agents for the **Cosmopolitan** mantles—the best mantles made.

**PERHAPS** you are in need of some lines and want something up-to-date yet reasonable in price.

**SEND** to us before purchasing anywhere and we will gladly furnish you with all particulars.



**THE ROCHESTER LAMP CO.,**  
OF CANADA.

24 Front St. West

TORONTO.

# THE BRITISH DUTY ON SUGAR

and on Articles in which it is used.

WHEN some months ago the British Government imposed a duty on sugar, molasses and syrup there were few people, indeed, who realized the extent to which it would affect a great many other articles into the manufacture of which sugar enters. The list of goods of this kind upon which a duty is now levied is quite extensive. Subjoined is the rate of duty on sugar, according to the several degrees of polariscopic test and also the rate upon the articles into the manufacture of which sugar enters. We believe this is the first time the list has been published in Canada, and our readers will, no doubt, find it interesting, while to those engaged in the export trade on articles therein enumerated it will possibly also be interesting:

| Articles.                                                                                                              | Rates<br>of Duty.<br>s. d. |
|------------------------------------------------------------------------------------------------------------------------|----------------------------|
| <b>SUGAR—</b>                                                                                                          |                            |
| Not exceeding 76 deg. of polarization .....                                                                            | the cwt. 2 0               |
| Exceeding 76 and not exceeding 77 .....                                                                                | " 2 0.8                    |
| Exceed'g 77 and not exceed'g 78 .....                                                                                  | " 2 1.6                    |
| " 78 " " " 79 .....                                                                                                    | " 2 2.4                    |
| " 79 " " " 80 .....                                                                                                    | " 2 3.2                    |
| " 80 " " " 81 .....                                                                                                    | " 2 4.0                    |
| " 81 " " " 82 .....                                                                                                    | " 2 4.8                    |
| " 82 " " " 83 .....                                                                                                    | " 2 5.6                    |
| " 83 " " " 84 .....                                                                                                    | " 2 6.5                    |
| " 84 " " " 85 .....                                                                                                    | " 2 7.4                    |
| " 85 " " " 86 .....                                                                                                    | " 2 8.3                    |
| " 86 " " " 87 .....                                                                                                    | " 2 9.2                    |
| " 87 " " " 88 .....                                                                                                    | " 2 10.2                   |
| " 88 " " " 89 .....                                                                                                    | " 2 11.2                   |
| " 89 " " " 90 .....                                                                                                    | " 3 0.4                    |
| " 90 " " " 91 .....                                                                                                    | " 3 1.6                    |
| " 91 " " " 92 .....                                                                                                    | " 3 2.8                    |
| " 92 " " " 93 .....                                                                                                    | " 3 4.0                    |
| " 93 " " " 94 .....                                                                                                    | " 3 5.2                    |
| " 94 " " " 95 .....                                                                                                    | " 3 6.4                    |
| " 95 " " " 96 .....                                                                                                    | " 3 7.6                    |
| " 96 " " " 97 .....                                                                                                    | " 3 8.8                    |
| " 97 " " " 98 .....                                                                                                    | " 3 10                     |
| " 98 .....                                                                                                             | " 4 2                      |
| <b>BLACKING—</b>                                                                                                       |                            |
| Solid, containing sugar or any other sweetening matter.....                                                            | " 1 0                      |
| Liquid, containing sugar or any other sweetening matter (together with the duty on any proof spirit contained therein) | " 1 0                      |
| <b>CANDIED AND DRAINED PEEL.....</b>                                                                                   | " 3 0                      |
| <b>CARAMEL—</b>                                                                                                        |                            |
| Solid.....                                                                                                             | " 4 2                      |
| Liquid.....                                                                                                            | " 3 0                      |
| <b>CATTLE FOODS—</b>                                                                                                   |                            |
| Containing molasses and other sweetening matter.....                                                                   | " 1 0                      |
| <b>CHERRIES—</b>                                                                                                       |                            |
| Drained, imported in bulk.....                                                                                         | " 2 3                      |
| <b>CHUTNEY.....</b>                                                                                                    | " 2 0                      |
| <b>COCOANUT—</b>                                                                                                       |                            |
| Sugared .....                                                                                                          | " 2 0                      |
| <b>CONFECTIONERY—</b>                                                                                                  |                            |
| Hard, such as sugared almonds, caraway seeds, etc.....                                                                 | " 4 2                      |
| Soft, i.e., A.B. gums, imported in bulk, in barrls or cases, on the entry for which the im-                            |                            |

porter has declared that duty on the combined quantity of sugar and glucose used in the manufacture did not exceed the rate of 2s. per cwt..... " 2 0

Other A. B. gums, chewing gums, jelly beans, Turkish delight, etc..... " 3 0

Containing chocolate, viz.—

When the chocolate exceeds 50 per cent. of the total net weight..... the lb. 0 2

When the chocolate does not exceed 50 per cent. of the total net weight..... " 0 1½

Made from sugar and containing no other ingredients, except flavoring..... the cwt. 4 2

In the manufacture of which spirit has been used (such duty to be in addition to any other existing duty to which such confectionery is at present liable)..... the lb. 0 0½

## FRUIT—

Canned and bottled, other than fruit liable to duty as such preserved in thin syrup..... the cwt. 1 0

Canned and bottled, other than fruit liable to duty as such, preserved in thick syrup..... " 3 0

## FRUITS—

Crystallized, glace and metz, except fruit liable to duty as such..... " 4 2

Flowers in crystallized sugar, as violets and rose petals, etc.... " 4 2

Imitation crystallized (orange and lemon slices, etc..... " 4 2

## FRUIT PULP—

Except in fruit pulp liable to duty as such, preserved in thin syrup..... " 1 0

Except in fruit pulp liable to duty as such, preserved in thick syrup as jam..... " 3 0

## FRUIT—

Except currants liable to duty as such, preserved in sugar or otherwise, whether mixed with other fruit or not..... " 7 0

## GINGER—

Preserved in syrup or sugar.... " 3 0

## GLUCOSE—

Solid..... " 2 9

Liquid..... " 2 0

## MARMALADE, JAMS—

As fruit jellies (if not made from fruit liable to duty as such.... " 3 0

## MARZIPAN.....

" 2 6

## MILK—

Condensed, sweetened, whole " 1 8

Condensed, sweetened, separated or skimmed..... " 2 0

## MOLASSES, and all sugar and extracts from sugar which cannot be tested by the polariscope—

If containing 70 per cent. or more sweetening matter.... " 2 9

If containing less than 70 per cent. and more than 50 per cent. of sweetening matter.. " 2 0

If containing not more than 50 per cent. of sweetening matter..... " 1 0

## NESTLE'S MILK FOOD.....

" 1 3

SACCHARINE (including the substances of a like nature or use).....the oz. 1 3

SOY, when containing molasses or other sweetening matter.....the cwt. 2 0

TAMARINDS, preserved in syrup " 1 0

NOTE.—An additional ½d. per lb. is chargeable in respect of any of the above-mentioned articles (liquid blacking excepted) in which spirit has been used in the manufacture.

## CUSTOMS CHARGES— s. d.

On delivery from warehouse for consumption of goods liable to Customs duties, and on British compounded spirits, for every £100 of duty, and in proportion for every fractional part of £100.

In respect of tobacco..... — 2 6

" " other goods... — 5 0

Where any manufactured or prepared goods contain as a part or ingredients thereof any article liable to any duty of Customs, duty shall be charged in respect of such quantity of the article as shall appear to the satisfaction of the Treasury to be used in the manufacture or preparation of the goods, and in the case of goods so containing more than one such article shall be charged in a similar manner on each article liable to duty at the rates of duty respectively applicable thereto unless the Treasury shall be of an opinion that it is necessary for the protection of the revenue that duty should be charged in accordance with the Customs Tariff Act, 1876.

Any rebate which can be allowed by law on any article when separately charged shall be allowed in charging goods under this section in respect of the quantity of that article used in the manufacture or preparation of the goods.

As respects the first levying or repealing of any duty of Customs, the time at which the importation of any goods shall be deemed to have had effect shall be the time at which the entry of the goods under the Customs Act is delivered, instead of the time mentioned in section 40 of the Customs Consolidation Act, 1876.

## DRAWBACKS.

| Articles.                                                                                                                | Rate<br>of Draw-<br>back.<br>s. d. |
|--------------------------------------------------------------------------------------------------------------------------|------------------------------------|
| <b>SUGAR—</b>                                                                                                            |                                    |
| Which has passed a refinery in Great Britain or Ireland, a drawback equal to the duty on sugar of the like polarization. |                                    |

## MOLASSES—

Allowed to a refiner on molasses produced in Great Britain or Ireland and delivered by him to a licensed distiller for use in the manufacture of spirits.....the cwt. 1 0

## GLUCOSE AND SACCHARINE—

A drawback equal to the duty imposed.

On goods (other than beer in the manufacture or preparation of which in Great Britain or Ireland any of the articles liable to duty has been used) a drawback equal to the duty in respect of the quantity of that article which appears to the satisfaction of the Treasury to have been used in the manufacture or preparation of the goods or, in the case of residual products to be contained therein.



# What Every Grocer Wants

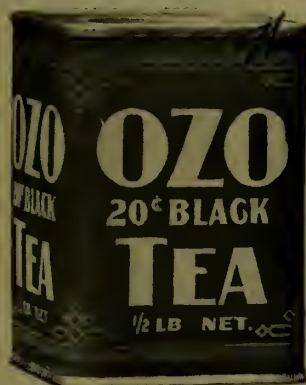


is one of our handsome stock canisters with three brass tea scoops—the latest and most improved kind—which accompany first order for 100 lb. net

## QUEEN ALEXANDRA BLEND

tea. No up-to-date grocer can afford to be without one of these canisters. Are you going to take advantage of this exceptionally alluring offer? Before you turn to your next order of business send for one.

**QUEEN ALEXANDRA TEA** is becoming more popular every day. Your customers will be pleased with it.



*No one is more*  
28-18-1901

We recommend "OZO" teas to the attention of all dealers, feeling confident that no better values in teas can be procured. If you desire to sell **satisfaction-giving, saleable, profitable tea**, you cannot do better than to handle "OZO" tea.

|                                | Wholesale. | Retail. |
|--------------------------------|------------|---------|
| "OZO" Ceylon in ½ and 1's..... | 20c.       | 25c.    |
| "OZO" Ceylon in ½ and 1's..... | 22c.       | 30c.    |
| "OZO" Ceylon in ½ and 1's..... | 25c.       | 35c.    |
| "OZO" Ceylon in ½ and 1's..... | 29c.       | 40c.    |
| "OZO" Ceylon in ½ and 1's..... | 33c.       | 50c.    |
| "OZO" Japan in 1's only.....   | 20c.       | 25c.    |
| "OZO" Japan in ½'s only.....   | 29c.       | 40c.    |

We carry a large assortment of Teas and are willing to sell them on small margin. Lose no time in writing for samples. Our New Season's Teas are going out rapidly. All for sale by

**The "OZO" CO., Limited, Montreal.**

# Canadian Coats of Arms

An Interesting Subject and a Line which has proved Profitable to Some Merchants.

**H**ERALDRY, as we know it, dates back to the 13th century, although, in much earlier times, badges and devices were made use of. St. Paul went in a vessel whose badge was Castor and Pollux, and the Roman soldiers had their eagles and standards. In the middle ages, heraldry had reached such a stage of perfection that even the unlearned could read its lessons, and understand its meanings. While modern heraldry often does not conform as strictly as might be wished to the scientific principles laid down in the past, still every coat of arms has a tale to tell, a tale which can, with a little attention, be easily read, and which is usually worth reading.

All coats of arms are shown on a shield, for in the days of knighthood the coat of arms served practically the purpose which the visiting card serves in modern civilization—to identify the bearer. The colors used on the shield may be gold, silver, blue, red, black, green, purple, or one of several kinds of fur. One or more of these colors may appear upon a shield. The division lines may be horizontal or vertical, or crosswise and practically in any part of the shield. The first additions to the shield were originally bars, chevrons and crosses of many different forms. Later, these were found insufficient to provide every one with a dis-

arms of Great Britain and the British Empire—until a more comprehensive one is introduced.

In the first and fourth quarters are shown three golden lions passant guardant. Passant describes the attitude of the lion when walking with three paws on the ground, the fourth raised. The tail is always curled over the back, and the head is always to the right. Guardant shows that the lion is looking out from the shield towards the spectator. A lion passant is the emblem of resolution, and guardant, of prudence.

The ground is red; a fundamental rule of heraldry is that a metal must not appear upon a metal—but upon a color.

In the second quarter are the arms of Scotland—a red lion rampant upon a

the Arms of Hanover and France appeared in the Royal Coat of Arms. Further back, in the time of the Stuarts, the Arms of England (the three lions),



Alliance.



The States.

and France (three fleurs-de-lis), were quartered in the first and third quarters, Scotland and Ireland occupying the same positions as now. The Tudors bore the Arms of England and France only, the latter having been introduced by Edward III. in 1310. Previous to that time the three lions of England were used alone from the time of Henry II. William the Conqueror and the two following Sovereigns, used two lions only. The English lions have thus remained practically unchanged for nearly a thousand years.

## DOMINION OF CANADA.

Passing now to the Arms of the Dominion of Canada—as usually represented—the shield comprises the separate arms of the seven Provinces. Strictly speaking, however, the Arms of Ontario, Quebec, Nova Scotia and New Brunswick only should appear on the shield, for the grant of armorial bearings made by Her Majesty's warrant of November 20, 1869, showed these only. Since that time, as



Scotland.



Ireland.

gold ground within a treasured border. A lion rampant is shown standing erect on his two hind legs with one of his forelegs elevated; his tail is also elevated. The lion rampant is the emblem of magnanimity.

In the third quarter are the arms of Ireland; a golden harp, with silver strings, on a blue ground.

The Royal Arms have as supporters the Lion and Unicorn. These are nearly always incorrectly represented. The lion on the right of the shield is of gold, rampant guardant, wearing an Imperial crown. The unicorn on the left, should be of silver (nearly always represented as of gold), with teeth, claws, hoofs, and mane of gold; round the neck, a golden coronet composed of crosses and fleurs-de-lis, and from this a golden chain passing between the forelegs and over the back.

The Royal Arms, as just described, date back only to the accession of Queen Victoria. From 1801, the Arms of Hanover appeared in the centre, but on the death of William IV., the possession of Hanover passed from the British Crown. From the accession of George I. to 1801



British Empire.



England.

distinctive coat of arms, so charges were introduced, comprising every description of bird, fish, animal (many of them imaginary), and the common objects of everyday life.

Two or more coats of arms may be combined to form one, the process being called quartering. Two such quartered shields may be combined, and so on, until we obtain 64, or even more quarterings.

Let us first consider the coat of arms of King Edward VII., which is familiar to all our readers, as it is also the coat of



Victoria Queen.



Dominion of Canada.

other Provinces have come into Confederation, their arms have been added, until we have obtained a shield which has to be of considerable size, if the various emblems are to be shown distinctly.

## ONTARIO.

The Red Cross of St. George on a white ground covers the upper third of the shield, the lower two-thirds being

Old Montreal office 1288  
memo #1.





Have You  
Tried us  
for....



## Counter Check Books

### IF YOU HAVE

We have no hesitation in believing  
that you are well satisfied.

### BUT IF NOT

A card from you will bring either  
a Representative, or Samples, at once.

*Don't place your order without seeing our Samples*

THE **Merchants Counter Check Book Co.,**  
LIMITED  
34 Colborne St., - TORONTO.

A B. C. CODE.

Cable Address,  
"ROEBUCK"

# W. L. Johnson & Co.

## BARBADOS, W. I.

COMMISSION AND GENERAL  
MERCHANTS.

IMPORTERS OF AND DEALERS IN

English and American Provisions and  
**Canadian Produce,**  
Plantation Supplies, Live Stock and  
**Shippers of Local Produce.**

Bovril has attained its present high position in public favor on account of its unequalled intrinsic properties and palatable flavor, which cannot be approached by any other brand.

# Bovril

*As must be  
28-10-05*



# Bovril, Limited,

London, Eng.  
and Montreal.

occupied by a spray of three golden maple leaves on a green ground. This records the English origin of this Canadian Province.

#### QUEBEC. (Province).

The upper fourth of the shield shows two blue fleurs-de-lys of old France on a golden field; the second fourth, one lion



Prov. of Ontario.



Prov. of Quebec.

of the English Coat of Arms, gold on a red field; the lower half, a spray of three green maple leaves on a golden ground. The history of Quebec is well told on this coat of arms. England and France are shown joined together on Canadian soil. The lower half of this shield, it will be noticed, is exactly the reverse of the Ontario Coat of Arms. Motto: "Je me souviens" ("I don't forget.")

#### NOVA SCOTIA.

The upper part, two thistles, green, on a golden ground; the middle, a fish swimming in water; the lower, a large



Prov. of Nova Scotia. Old Arms of Nova Scotia.



single thistle, green, on a golden ground. Both the name of the Province and the introduction of the recognized emblem of Scotland, show the close connection between this Province and Scotland.

Better known to, and more popular with the residents of Nova Scotia, is the old coat of arms of this Province, embodying the Scotch lion on St. Andrew's Cross.

#### NEW BRUNSWICK.

The upper part of the field shows an English lion, gold, on a red field. The



Prov. of New Brunswick. Prov. of Prince Edward Island.



remaining part represents a galley, representing the shipping industry of the Province.

#### PRINCE EDWARD ISLAND.

A small tree under the shadow of a larger one, typical of the little Island Province's position as regards the mainland of Canada. Motto: "Parva Sub Ingenti." (A small thing under a large one.)

#### MANITOBA.

The upper third of the shield shows a red St. George's Cross on a white ground; the remaining portion, a buffalo charging, in gold, upon a green field. Like Ontario's coat of arms, this shows the English origin of this Province.

#### BRITISH COLUMBIA.

The coat of arms of this Province shows a golden sun setting in the waves; the rest of the shield being a representation of the Union Jack. The whole is surmounted by a lion standing on a



Prov. of Manitoba.



Prov. of British Columbia.

crown. This coat of arms is not so frequently used as the old coat (illustrated here) which shows a crowned lion standing on a crown (the crest of the Royal Coat of Arms) with the letters "B.C." on either side, and a wreath of maple leaves and oak leaves.

#### FLEUR-DE-LYS.

The Fleurs-de-lys was the emblem of the King of France from the time of Clovis, who bore a shield covered with golden lilies. Charles VI. reduced the number to three, to symbolize, it is supposed, the Holy Trinity. With the pass-



Fleur-de-lys.



City of Montreal.

ing of the Monarchy in France, the fleurs-de-lys ceased to be used. It is still used by the Orleans family, who claim the French throne. When Canada was colonized by France, and later, when ceded to Great Britain, the fleurs-de-lys was the emblem of France, and for that reason is dear to the hearts of French-Canadians.

#### MONTREAL.

This shield is divided into four parts by a cross. In the upper portion appears a rose (emblem of England), in the lower portion, a beaver (representing Canada), on the left-hand side, a thistle (for Scotland), and on the right-hand side, a

spray of shamrocks (representing Ireland). Strangely enough, there is no French emblem. Motto: "Concordia Salus" (Safety in Harmony).

#### QUEBEC. (City).

A female seated at the foot of Cape Diamond upon which Quebec is built. It will be noticed that the figure is resting



Quebec City



Toronto.

upon a shield. This shield shows a lion passant, gold, on a red shield, holding a key in his raised paw, and is sometimes used as the coat of arms of the city.

Motto: "Natura fortis, industria crescit." (Strong by nature, she grows by industry.)

#### TORONTO.

A shield, including the three lions of the English Coat of Arms, turned towards the left instead of towards the right; a beaver, representing Canada, a sheaf of wheat, and a steamer. This shield tells its own story.

#### OTTAWA.

A shield, including a locomotive, a lake scene with the rising sun, the locks at



Ottawa.



Winnipeg.

the Rideau canal, and the suspension bridge and falls.

Motto: "Advance."

#### WINNIPEG.

The upper half of the shield shows a locomotive, and the lower, three sheaves of wheat; surmounting all is a buffalo.

#### BERMUDA.

The Bermuda coat of arms is a representation of the floating dry dock which was towed across the Atlantic, and was



Bermuda.



Angel Fish of Bermuda.

some years ago considered almost a wonder of the New World. The angel fish, which is of remarkably beautiful colors,



*Make a Specialty of :::*

# Potatoes and Oats

In Car Lots.

It you have any to offer or if you are open to buy, let me hear from you.

**R. W. HANNAH**

GRAIN AND PRODUCE **Board of Trade, TORONTO**

## TALK WITH "GEORGE"

He has just returned from a 25,000-mile trip through Japan, China, Singapore, Ceylon and India, where he opened buying connections for all kinds of produce, staple and fancy. If you want to buy Oriental produce at the bottom, write to

**GEORGE CARTER,**

Commission Merchant, - - - - - **VICTORIA, B.C.**

I am open to accept one or two first-class Canadian Agencies.



# Carr & Co's Biscuits

Do you want a fancy line of Biscuits, something different from the **Man across the way?**

We will bring you out an assorted case. State your requirements and we will give prices and terms.

**FRANK MAGOR & CO.,**

Canadian Agents.

16 St. John Street, MONTREAL

C. E. JARVIS & CO., Vancouver, Agents for B.C.

The **J. D. MOORE CO., Limited**

EXPORTERS OF

**EGGS** "Wapiti" and "Moore" Brands  
**OATMEAL** "Thames Mills"

**ST. MARYS, Ont., Canada.**

## Kola Tonic Wine

Made from Kola, Celery and Pepsin, is the best remedy for purifying the blood. It will cure the worst cases of Indigestion, Dyspepsia, Rheumatism, and all nervous troubles. Manufactured only by **The Hygiene Kola Company, 84 Church St., Toronto.**

Toronto, April 9th, 1901.

*Hygiene Kola Co.*

Gentlemen,—I have used one bottle of your Kola, Celery and Pepsin, and desire to testify to the wonderful relief I have experienced. I suffered for over a year with Indigestion and Stomach Trouble, and have tried other remedies without any material benefit. I am glad to inform you that your Kola, Celery and Pepsin has completely cured me; it has also restored my appetite and toned up my system better than any remedies I have ever used. It cannot be too highly recommended.

Yours truly,

**J. J. GOURLEY,**  
95 Jarvis St., Toronto.



KOLA NUT

## Gordon, Grant & Co.

**Trinidad, B.W.I.**

Shipping and  
Commission Merchants  
and **FINANCIAL AGENTS.**

AGENCIES

Smith, Payne & Smiths, London.

Coutts & Co., London.

London Assurance Corporation

Halifax Banking Co., Halifax.

The Labrea Epuree Asphalt Co., Limited.

London and Lancashire Fire Insurance Co., and

**THE P. & B. LINE OF CANADIAN STEAMERS.**

is frequently used as an emblem of this island.

#### ST. JOHN, N.B.

This shield includes a fish and a fish barrel, a landscape with the rising sun, a ship in full sail, and two beavers.

#### MAPLE LEAF.

The maple leaf is most frequently used as Canada's national emblem. The beaver is sometimes used.

The coats of arms described in this article have in recent years become more or less familiar to the people of this coun-

try by the sale of enamelled spoons, brooches, stickpins, belt buckles, etc.



St. John, N.B.



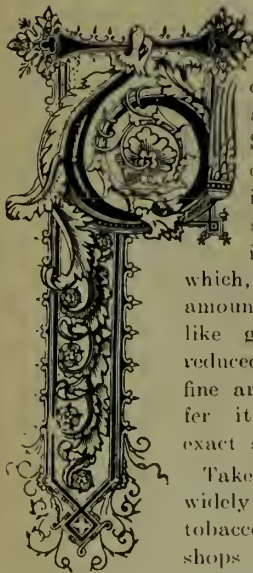
Maple Leaf.

This industry was originated some 10 years ago, in Montreal, by Mr. Richard

Hemsley. At first he was able to sell over his own counter the whole product. To-day, there are at least five firms in the Dominion actively engaged in this manufacture of heraldic jewellery, which is shipped in large quantities to the United States, Europe, and practically every part of the civilized world. It is gratifying to our national pride to know that we have a national industry, original with us, in which we have nothing to fear from foreign competition, either in novelty or elegance of design, or in price.

DRUMMOND HENDERSON.

## HOW SUCCESSFUL TRADESMEN CHOOSE THEIR SHOPS.



THE success-ful tradesman of to-day must be a man of brains. Some of the kings of retail trade are indeed men of that shrewdness and indomitable energy which, in combination, amount to something like genius. They have reduced shopkeeping to a fine art, or, if you prefer it, to an almost exact science.

Take the case of a widely-known firm of tobacconists. They have shops in every crowded thoroughfare, and the pains they take in the selection of a site for a new shop are infinite.

Having had their eye on a street for a possible new branch, they do not open the shop forthwith. Before doing that they find out things. So their first step is to post a man in the street, whose task is to take a census of the people who pass by on each side. For a week this man keeps careful count of the pedestrians, marks the places where they cross from one side to another, and also keeps a sharp eye on the number of people entering the

#### NEAREST TOBACCO ESTABLISHMENTS.

This particular firm has a great penchant for corner shops, and pays strict attention to the construction of the doors. Instead of the old-fashioned corner door, they have one placed on each street which the shop faces, with a showcase between the two. A shop adjoining the entrance to a busy railway station is their ideal. Next to that a site close to a theatre is most desirable. "Don't wait for people to come to your shop, but

take your shop where the people are," seems to be their motto. A considerable staff of men is employed, especially for the selection and examination of sites.

"In establishing a shop, the importance of the site is one that cannot be over-estimated," remarked a director of a huge drapery firm. "Just as a doctor feels your pulse, and finds out the weak points in your constitution, so does the successful tradesman inquire into the condition of his possible customers. When we contemplate opening a new branch we send out scouts to spy out the land. In every district there is always a favorite street for promenading, and for preference we select the most crowded part of this. Our scouts keep close observation on what the local people buy at other shops. In addition, they attend concerts, and other entertainments, and even churches and chapels, in order

#### TO STUDY THE DRESSES

and millinery most in vogue among the inhabitants.

"Then we make the most careful inquiries among newsagents regarding the papers they sell most of. A neighborhood may be known by the papers it reads. A big sale of fashion papers is a sure indication that the buyers pay considerable heed to their raiment."

"Our chief desire," observed one of the chief officials of a big dairy company, who have depots of tea and other light refreshments all over London, "is to secure shops close to big blocks of offices, or other business premises, employing a large number of people. We depend more on regular than on casual customers. And business men, slipping out for a few minutes, don't want to go far to get lunch. They turn to the first decent place they find.

"And here I don't mind giving a hint to any of your readers who wish to make a fortune. Get permission to start tea-rooms in the principal blocks of offices

in the city, such as Mansion House Chambers, Leadenhall Buildings, or Temple Chambers. A tea-place to which men could resort without troubling to change their office coats or put on their hats would make thousands.

"Other spots where we establish shops, as far as possible, are at tram termini, and places where omnibuses drop and take up passengers."

A very well-known gentleman who has an infinite number of provision shops all over the country pays great attention to the selection of sites. So important does he consider this subject that some years ago he

#### ADVERTISED THAT ANYBODY

who suggested a site for a new branch which he approved of would be placed in the position of manager as soon as the shop should be opened.

A large boot-manufacturing company do something of the same sort now. To any person suggesting an approved position for a new shop, either in London or in any important provincial town, they supply, free of cost, one pair of boots per annum for life.

"When we contemplate opening a new branch," said the secretary of a huge tailoring company, "we insist on a street with a very wide pavement in front of the shop. We believe in a good show in the window, and you can't get the full effect of this in a narrow thoroughfare. We also avoid opening near a fishmonger's or butcher's, as our experiences shows us that very few people like to linger in the vicinity of such places. On the other hand, being adjacent to a florist's shop is a great help to us. I don't know exactly why, but I have often thought that it may be because, after looking at beautiful flowers, men become imbued with a desire to make themselves look more presentable. And, when in that mood, what more natural than to turn into an adjoining tailor's."—Answers, London.



# Wines

WE MAKE CELEBRATED



*Golden Diana,  
Niagara and Catawba  
Wine ; also  
Special Old Sherry  
Fruity Port  
Fine Old Port  
Dry Concord and  
St. Julian.*

And if you want the best and most satisfactory Grape Wine in the market, see that your next order is given to

**The Ontario Grape Growing and Wine Mfg. Co.**

ST. CATHARINES, ONTARIO.

Write for Prices.

Limited.

SYRUPS

MOLASSES

THE

**Dominion  
Molasses  
Company,**

LIMITED,

**HALIFAX, Nova Scotia**

# Grenville

The Biscuit that had such a run last Spring and which can only be made in cool weather is here again. Our travellers have samples.

**THE CANADA BISCUIT CO., LIMITED**

Office Phone : Main 3624.  
Warehouse Phone : Main 3676.

Bathurst and King Streets, TORONTO.

## BEST LIKED WHERE BEST KNOWN.

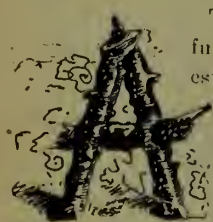
My largest sales for "UNION BLEND" TEA are in St. John. This goes to show that my trade is best where I am best known, and that I get most customers at the point where buyers have the best facilities for comparing what they get of me with what they obtain of other dealers. Over 250 retail grocers in St. John alone sell "UNION BLEND" TEA. If you're not selling "UNION BLEND" it's your fault, not mine—you know it's the best seller, and I'm here to sell it.

**HARRY W. DE FOREST, ST. JOHN, N.B.**

Direct Importer and Tea Blender.

# The First Shop of a Great Enterprise.

WHERE AND HOW SIR THOMAS LIPTON BEGAN BUSINESS.



TALK with a successful man is usually interesting. And the greater his success the greater is the interest. If the successful man is at all communicative one gathers knowledge as well as pleasure from conversing with him. Opportunities for conversation with men who stand out prominently as the world's greatest merchants, statesmen, and soldiers are but limited, but thanks to the press the many have often the opportunity of reading what the few have gathered from such conversations or interviews. In a recent issue of Harmsworth's Magazine, there was printed an interesting interview which Charles E. Bateman had with Sir Thomas Lipton, who is one of the most successful of modern business men. The subject of the interview was Sir Thomas Lipton's "First Shop."

"Here," writes Mr. Bateman, in his introductory remarks, "I am asking Sir Thomas about the little first shop in a minor Glasgow street—the humble beginning of latter day wealth and world-wide commerce."

"What induced you to become a provision dealer?" I asked Sir Thomas as he leaned back in his rocking chair.

"Well, you see," he replied, "my father and mother were formerly in the line. When I came back to Glasgow from America a provision dealer's business seemed to offer me the best chances of success. My parents had a little general shop in another part of the city, where, as a boy, I often assisted my mother. She was a shrewd, businesslike woman, and the best of mothers. I often used to say to her, 'Never mind, mother, the time will come when I shall be able to give you a carriage.' She used to smile then, little dreaming that it would come true. It afforded me one of the greatest pleasures of my life to surround her with luxuries in the closing days of her life.

"When I came back from America, after my first trip there, I decided to settle down in a little shop situated in Stobcross street, Glasgow. That early journey to America did not prove as successful as I at first anticipated, but the experience I then gained became of great usefulness to me in later years."

"I thought your first venture was in High street, Sir Thomas?"

"I went there later on to open my second shop, but that in Stobcross street proved the beginning. It was a lock-up shop under tenement buildings, and I felt exceedingly proud of it. I made it my business to keep the place thoroughly smart and spotlessly clean. You know there is a great deal in the appearance a shop possesses and the treatment customers receive when they come in for purchases. I often used to say that a poor woman's 20 shillings is just as good to the shopkeeper as the rich lady's pound, and that both should receive equal attention.

"Yes," said Sir Thomas reflectively, "I early in life believed in advertising." Turning to one of his managers who was present he asked, "Have you a copy of those £1 notes I issued?" To me he explained that these formed an early

course), when the matter was brought to his knowledge, voluntarily withdrew them.

"I had observed in America the power of advertising, and decided that if ever I had the capital I would be a big advertiser myself. When I started, however, I only got out a handbill concerning my special goods, and had it distributed to people as they passed my store. I did not put much matter on my bills; just a few facts and figures to catch the eye. Then after a time I advertised in the newspapers. My first advertisement cost me 7s. 6d., and drew attention to some extra fine bacon and ham that I had just purchased.

"When I started I determined to exhibit some specially striking and amusing cartoons in my windows referring to the goods I sold. One which attracted a



Sir Thomas Lipton's First Shop in Stobcross Street, Glasgow.

advertisement—something like a Scotch pound-note—to advertise his business. They caused much talk throughout Scotland. Indeed, so much trouble did they cause bank managers, who frequently found them among bundles of genuine notes, that Sir Thomas (then Mr., of

great deal of attention was that representing a very fat man and a very lean one riding together in the last compartment of a train. The stout traveller says to his companion, 'Aren't you afraid to travel in the collision compartment?' 'Oh, no!' replies the other.





# WHY IS IT THAT THE DEMAND FOR JAPAN TEA

from the trade in every section of Canada is continuously on the increase? Because it is growing in favor with the tea drinking public. True it is that endeavors are being made to make the public think that Japan Tea is inferior to other teas—but the greater the efforts, the faster it grows in favor with Canadians—it's because of its superior qualities. The grocers who are on the alert to win a good tea trade and, incidentally, good profits, fully appreciate the advantages of selling JAPAN TEA.

There is no sweeter, or more delicate tea grown than that which comes from the "Great Britain" of the East,

## JAPAN

JAPAN CENTRAL TEA TRADERS'  
ASSOCIATION.

Trafalgar Chambers, Sun Life Building.  
Annex.

Tel. Main 4142. MONTREAL, CANADA.

'not as long as I have a Lipton butter opposite!'

"At first I was my own shopman and errand boy, for I could not afford to pay for assistance in those days."

"Is it true that the late Mr. Biggar, M.P., financed you, Sir Thomas?"

"No," he said, smiling that peculiarly frank Irish smile. "I suppose the story got round owing to my Irish associations, but as a matter of fact I never had a partner until my business was turned

question was warbled by that popular Scotch comedian, J. C. Macdonald, and every gamin in Glasgow knew it by heart. Thus ran the chorus:

Lipton's butter and ham,  
Lipton's butter and ham!  
That's the stuff to cram.  
Swallow his eggs and they'll set ye on yer legs,  
Tae ye're as auld as Methusalam.

We trust the advertisement was none the less effective for being gratuitous.

Sir Thomas Lipton's later life is almost household history. As a philanthropist,

## A USE FOR BARREL HOOPS AND HEADS.

A correspondent of "The Canadian Grocer" gives the following suggestions to retailers re the use of barrel heads and hoops. "Don't throw them away. You can use them to advantage in your business. Take hoops, for instance, either large or small, and wrap them up with colored material, such as cheese cloth; suspend them in your window or store, and you have an excellent contrivance for displaying many lines—one much superior to leaving them under counters, or in boxes on shelves. If you want to sell anything it must be placed where it will catch the public eye.

"Take your barrel heads, fasten the parts securely by nails or glue, then cover them on both sides with material as suggested for hoops; fasten on your goods with braid or elastic, so as not to injure them; then hang up the display as you would a picture, in some conspicuous place. Goods shown in this way should be frequently changed to prevent them from becoming shopworn by too much exposure.

"Some time ago I placed these ideas before a large retail merchant as a means of displaying brushes of different kinds, which he formerly kept under the counter and in boxes. After trying the scheme for a few weeks he found his sales of brushes to be on the increase. This proved to be an all-round advantage.



Cartoon Used by Sir Thomas Lipton to Advertise His First Shop.

into a company. In the early days I had many offers of partnership, but I always refused them. I determined to remain master of my own business and to find the capital for each extension out of the profits. When I got my money back from Stobcross street I managed to open another establishment in High street, Glasgow, in a better neighborhood.

"My two principles in starting business were to make each transaction a cash one, and to abolish the middleman. I had a curious experience once when I was buying butter in Ireland. My agent bought too freely for my limited resources, and I scarcely knew where to obtain sufficient to pay the bill. Then it occurred to me that I might get something on my silver English lever. So I sent it across to the pawnbroker and raised 30s. upon it, which enabled me to provide the balance of the account and keep my engagement. I very soon afterwards redeemed my watch," he added, smiling. "It was the effort to save the middleman which sent me to Ireland for butter, eggs and bacon."

"What is your recipe for success, Sir Thomas?"

"It is impossible to lay down any hard and fast rules, but I have often said that if a man wants to get on he must work hard, deal honestly, use careful judgment, do unto others as he would be done by, advertise freely and judiciously, and success is bound to follow."

It is not the lot of many men, unpopular statesmen excluded, to have comic songs devoted to their exploits. Sir Thomas Lipton, however, years ago achieved such distinction. The ditty in

he commenced on a large scale by his notable gift of £25,000 to the Lord Mayor's fund, which was being raised at the suggestion of the present Queen, then Princess of Wales, to give London's poor a share in the Diamond Jubilee festivities. It is an old story how Sir Thomas—then Mr.—Lipton spontaneously handed a cheque for that large amount to Sir George Faudel Phillips, and in a moment placed the Queen's generous intent on a sound, practical basis.

Thus started as a philanthropist, Sir Thomas did not turn back. A few months afterwards he conceived the idea of the Alexandra Trust, and by a preliminary gift of £100,000 commenced what is



"What's the matter with the pig, Pat?"  
"Shure, sorr, he's an orphan, so out of pity I'm taking him to Lipton."

hoped will prove a far-reaching scheme for the provision of cheap and wholesome food to the poor and industrious workers in cities.

Whether the idea pays or not scarcely matters; Sir Thomas balances any loss,



Cartoons Which, in the Early Days, Helped to Build up the Great Lipton Business.

The customers needed the brushes; the grocer had larger sales and I—as I represent a brush house—now get larger orders from him for my house."

## A WISE MERCHANT'S LOGIC.

"Do you know," said the wise old merchant man of long years experience in business, "I never would consent to place my name on a fence for advertising purposes." "Why?" "Because three-fourths of the names you see painted on fences, barns, are of firms that have gone out of business. It's a fact. The next time you drive into the country just take notice and see if it isn't so."



# Your Requirements for High - Class Goods, particularly

adapted for Christmas Trade, can be supplied by us at best prices from our varied assortment. We commend the following choice and well-known lines to the attention of shrewd dealers. Better values could not be procured elsewhere:

## From F. Delory, Lorient, France.

French Peas, String Beans, etc. Also following brands of Sardines: Trefavennes, Martel, Club Alpins, Delory, Rolland, Lemoigne, Lementec, St. Louis—in  $\frac{1}{4}$ -lb. tins,  $\frac{1}{2}$ -lb. tins: also in glass. This well-known firm have nine different factories, packing annually 15,000,000 cases of the above goods, which amply demonstrates the popularity of their different Brands.

## From Louit Frères & Cie., Bordeaux, France.

French Chocolate, for eating and cooking: Anchovies, in oil and salt; French Mustard, Macaroni, Vermicelli, Spaghetti, Mushrooms, Peas, Haricots Verts (string beans), Macedoines (mixed vegetables) in glass. The products of this house have met with universal favor. Their entire line stands out prominently for its excellence and quality.

## From A. B. Schwartz, Strasbourg.

Their famous Pates de Foies Gras and Potted Game—standards from which the quality of other goods of this nature are judged.

## From G. Blanchard & Co., Paris, France

"Specialty" Champignons (Mushrooms) and Potted Meats.

## From Bernard, Bizac & Co., Souillac, France.

First Choice Truffles, in 1-16,  $\frac{1}{8}$ ,  $\frac{1}{4}$ ,  $\frac{1}{2}$ -tins, and bottles.

## From L. Fichot-Landrin, Paris, France

Breton's Vegetable Colors—all sizes and all shades.

## From R. Aguillar, Seville, Spain.

Olives—the choicest fruits from the best vineyards, and always the pick of the crop—packed with that wondrous skill that has made the name of Aguillar famous the world over.

## As to Crystalized and Glacés Fruits

We have the very choicest lines to offer you in 7-lb. boxes and fancy cardboard boxes of  $\frac{1}{4}$ ,  $\frac{1}{2}$  and 1-lb.

## As to Table Salad Oil.

Their Royal Highnesses the Duke and Duchess of Cornwall and York used exclusively on their tour through Canada Jonas' Hanart's Finest Table Salad Oil.

## As to Syrups.

If you want to please your customers, secure a few dozen of our famous Fruit Syrups. They are put up in fancy, decorated French decanters, with glass stoppers, which can be utilized for other purposes after contents have been used.

**Dealers should tear this page out to refer to when in need of our goods.**

# HENRI JONAS & CO., MONTREAL.

# THE PROVISION AND ALLIED TRADES.

## CANADA AND THE WORLD'S PROVISION TRADE.

**T**HE REMARKABLE strides taken by Canada in the production and export of hog products in recent years has caused this country to be recognized as a factor in the world's provision trade, and has served, moreover, to emphasize the fact that what Canada needs to-day is not money, but men; men with the foresight, courage and capacity to recognize the magnitude and wealth of the natural resources of the land, and to direct their own and other people's efforts as to make the most of this natural wealth.

### THE OLD FAT HOG.

Canada has for years had at her hand all the essentials to hog-raising and pork-packing. But until a few years ago the aim of the Canadian hog-raiser was to breed a great, fat, big hog, whose chief recommendation was its weight. There was a general belief that the proper curing of meats depended largely on the phase of the moon. The natural result of such ignorant methods was that in the "eighties," this country's imports of hog products considerably exceeded our exports.

Some of the more enterprising packing houses, however, after making a determined but vain effort to build up an export trade of bacon and hams made from the big, heavy hog, and finding that the meat from that breed of pig was too fat and coarse to suit the British buyer, turned their own attention and eventually turned the attention of hog-breeders to the light, lean animal, which is so common throughout Ontario to-day.

Breeders backed up the efforts of the packers in a satisfactory manner. It was soon learned that certain foods produced a hog of superior quality, and these foods were generally used.

The larger packing plants were fitted with the most effective and economical plants, and, in fact, everything possible was done to produce bacon and hams of the quality and appearance desired by British buyers.

### THE FACTS IN FIGURES.

The result, as far as quantities are concerned, is so well known that it

hardly need be stated. In 1890 our exports of hams and bacon were \$628,469; in 1895, \$3,806,709, and in 1897, \$5,813,619. But an even greater result had been achieved by the year 1898. The standard brands of ham and bacon on the British market have, for years, been Danish and Irish. American bacon has always been a factor, but in a class below that of either of the other two, as the quality of American bacon, which comes from corn-fed hogs, is much inferior to the Danish or Irish article. Canadian bacon was, and possibly for good reason, until comparatively recent years generally classed as American. This was injurious to Canadian trade when Canadian packers started to put up superior meat; but by reason of years of consistent maintenance of superior quality, Canadian packers had earned a reputation, and Canadian bacon averaged from a half-penny to a penny a pound higher than the American bacon.

### INCREASE IN PACKING HOUSES

As is always the case when a pioneer of any industry has won unquestioned success, the attention of many Canadians was directed to pork-packing during 1898 and 1899, and the industry experienced a veritable "boom" in these years. New pork-packing plants were established in almost every section of Ontario, and practically all the old factories in the Province were enlarged or rebuilt. The result was that in the year ending June 30, 1900, the exports reached \$12,758,025, and there seemed to be every indication of further growth.

### COMPETITION AND PRICES.

The competition of packers for supplies during 1900 was so great that prices were kept at a high basis, and many breeders, anticipating a reaction, sold their hogs instead of keeping them for breeding purposes. Consequently, during the year ending June 30, last, reports were frequently heard to the effect that the industry was likely to show a big decline owing to the short supply of hogs. The matter was made to appear much worse than it was by reports from one or two of the largest and oldest packing houses, that their output was not more than half that of the previous year. This was taken by many, who did not take into consideration the fact that the new packing

houses were, for the first time, curing a respectable proportion of the country's total hog production—to mean that the curing of hams and bacon had reached its limit in 1900, and that a reaction had set in. There was, nevertheless, a small falling off, the returns showing our exports in the two years to be \$12,758,025, and \$11,781,576. The reduction of imports was, however, due in some part to increased consumption at home.

### THE FUTURE.

What does the future offer? Canadian hog-raisers and pork-packers have learned to breed the right kind of hog, and to cure bacon and hams to suit the British customer. With consistency of quality assured, the matter will henceforth depend largely on supply and demand.

Great Britain is, of course, the great consumer of the world's provision trade, her imports of bacon being about \$50,000,000, and of hams about \$20,000,000 per year (excluding the receipts from Ireland). These figures are steadily growing.

### CANADIAN VS. U. S. BACON.

The shipment of bacon from the United States ranged from \$7,500,000 in 1899 to \$18,500,000, and of hams, from \$10,193,180 in 1899 to \$13,141,000 in 1901. The inferiority of United States provisions to Canadian gives the latter every advantage in fighting for a market. And, as the sentiment of the British market has, in recent years, been in a marked degree favorable to Canadian products, the only difficulty, as far as demand is concerned, will be to meet the price of United States provisions. This will not probably be a serious consideration as long as prosperous times provide such a large home demand for these products in both Canada and the United States. But a reaction from the prices prevailing at present is generally conceded to be inevitable, sooner or later.

### THE SUPPLY OF HOGS.

In the meantime there is good reason to expect constant growth in the production of hogs. When, in 1895, the production of cheese was \$14,253,002, a reduction of nearly \$1,000,000 from the previous year, there were many who declared that the cheese industry had reached its limits. It was pointed out the Canadian farmers were keeping as many milk cows as were practical and profitable, and that the establishment of more cheese factories would endanger the



Are you getting satisfaction from the meats you are handling ? If not, why not try



and



They have grown into popular favor and your customers will appreciate them.

Our Shoulders, Rolls, Backs, Dried Beef, Sausages and Lard are all of the same high quality.

*Write us for price list  
and try a sample order.*

**The Brantford  
Packing Co.**

**BRANTFORD**

**LIMITED**

**ONTARIO**

Instantaneous . . .  
Tapioca, needs no  
soaking—very  
little cook-  
ing.

Fels-Naptha Soap—no  
steam, no smell on  
wash day—with  
cold or warm  
water.

**Golden  
Finnan  
Haddies**  
No Skin—No Bone  
GOLDEN KIPPERS  
GOLDEN HERRING  
in Tomato Sauce

Cereal Food Specialties of all kinds.  
Flours of every description.  
Condensed Milk in bulk or 1-lb. tins.  
Honey in Comb and Extracted.

HOWE, McINTYRE CO., 461 St. Paul St., MONTREAL.

We have the **FINEST** quality of

# Hams

all kinds of *BACON* and pure  
*LARD* in Canada. Also large  
dealers in

Eggs, finest Cheese  
and choice Butter

ASK FOR PRICES

Send for Sample Order please

**The Whyte Packing  
Company, LIMITED** Stratford, Ont.

## HAMS, BACON, LARD.

Known from one end of Canada to the other for  
their fine quality and choice flavor. We feel  
satisfied that it is to the interest of all dealers  
in meats, who appreciate their trade, to handle  
them.

ALWAYS RELIABLE. SURE TO PLEASE. WRITE US FOR PRICE LIST.

**THE PARK, BLACKWELL CO., Limited**

PORK AND BEEF PACKERS AND WHOLESALE PROVISIONS,

TORONTO,

—:—

—:—

CANADA.



Canada's First and Best.

# MILLAR'S ROYAL PARAGON CHEESE

The Original Canadian Cheese in Jars.



FIRST  
ON  
THE  
MARKET.

*Returned to the*  
NOV 13 1901  
*S.M.B.*

FIRST  
IN  
QUALITY.

SEMPER IDEM.

Millar's Royal Paragon Cheese is universally acknowledged the Finest Canadian Jar Cheese on the market, and never equalled by any of its imitators.

THE LEADING GROCERS STOCK IT.

**Ingersoll Packing Company,**  
INGERSOLL, CANADA.

industry. But the reverse has proved to be the case. During each of the last two years our exports of cheese have exceeded \$20,000,000. It should be the same as regards pork and pork products. The farmers can raise more hogs, and as our grip on the export market grows, they can be depended upon for the supplies required by the packing factories. We need have no fear as regards insufficiency of supply.

#### PROFITS ON BYE PRODUCTS.

With the increased production at home and the inevitable reduction in prices in Great Britain will come the testing time for Canadian pork-packing establishments, particularly the recent established ones. The quotations of packers in other countries as well as those in Canada will have to be met. The large packing houses have made such arrangements for the disposal of their bye-pro-

gone out of business within the past year, and give as a reason that they found it impossible to keep up the volume of their sales in the face of increased prices, and in order to hold their customers they cut prices. Had these Cleveland butchers been wise they would have snapped their fingers at "volume of trade" and held up prices. Many a man, remarks The Butchers' Advocate, has "gone broke" trying to make a show of being busy, and found out later that the "little fellow" around the corner, who was doing a small business, was making money.

#### THE ADULTERATION OF LARD.

A CHICAGO packing firm has issued the following regarding the adulteration of lard:

"Some of the makers of tallow have been inveigled into using a mineral pro-

have any further dealings with men who will offer goods which contain any adulterations.

"This abuse has caused no end of trouble, and has prompted some of the manufacturers to make a list of all those who offer adulterated stock, which is equivalent to a black list, and all names going on this list, they will have no further dealings with.

"While many of those who have commenced using this adulteration, were undoubtedly brought into the practice through misrepresentation by being given to understand that it would not effect their product and that they could realize a greater remuneration for their goods, we wish to offer a suggestion (as from the complaints that have come to our notice we feel that we are in a position to do) and that is, to divorce any and all adulterations, and maintain the



ducts that they are said to make more profit on them than they do on their bacon, hams, etc. When the testing time comes these factories will probably "weather the storm" with comparative ease; but it may go hard with such concerns as have not reduced their running expenses to the minimum and have not made provision for getting the largest possible returns from bye-products.

Yet, whether the weaker—of course, it does not follow by any means that the smallest or youngest concerns are the weakest—concerns stand the strains which are likely to follow the advent of dull times, or are not able to stand it, there is every reason to expect a steady growth in the exports of Canadian hams and bacon, at least until they have attained a position similar to that of our cheese exports, which are over half the total quantity imported by Great Britain.

#### SHOULD HAVE KEPT UP THE PRICE.

It is claimed that 20 per cent. of the retail butchers of Cleveland, O., have

duct to adulterate their stock and have been given to understand that such an adulteration, which is much cheaper than tallow or grease, can be used with perfect safety, inasmuch as the buyers and users of tallow cannot detect it either in the manufacturing of goods, which it is to be used for, or by the closest inspection. It is true that some of the American people like to be humbugged, but let it be understood that soapmakers and candlemakers are not to be rated in this class; they will not tolerate such trickery, and those who have commenced using this adulteration, have already felt the results of their new experiment. It has returned to them like a boomerang, and it has discredited, in many cases, the confidence and good name of the person or parties who have been led into this evil.

"This new practice has already taught manufacturers, who use fats, to look with skepticism upon all offerings. And, where this adulteration is used, are frank to express themselves as not wishing to

good name you have heretofore established."

#### IT SPEAKS FOR ITSELF.

It is not necessary to tell the readers of "The Canadian Grocer" whose property the accompanying photo represents. The property is on Wellington street, Montreal, and shows the expansion of this firm during the past two seasons, when they have gobbled up this whole large building. It has a facing of 105 feet on Wellington street and 82 feet on Ann street. In 1898 they occupied 35 feet; in 1900 they added 35 feet more; and in 1901, the last 35 feet.

The tank cars are part of their service of eight cars that ply between Montreal and their Southern cotton oil mills. These tanks hold from 33,000 to 50,000 lb. of cotton seed oil each and are never idle. This immense quantity of cotton seed oil is used principally in the manufacture of "Cottolene" and "Bear's Head" brand of refined lard compound.

*Butcher's house*  
7-11-01



# The Geo. Matthews Co.

LIMITED

**Pork Packers**  
— AND —  
**Lard Refiners**

CURERS OF PORK PRODUCTS FOR FOREIGN AND DOMESTIC USE.



FACTORY AT PETERBOROUGH, ONT.

BRANCHES AT

**Peterborough, Ont.**

-

**Hull, Que.**

QUOTATIONS CHEERFULLY GIVEN.

---

## The GEO. MATTHEWS CO., Limited.

# THE HARRISTON PORK PACKING CO.

LIMITED

## HARRISTON, ONT.

Educate your customers to use the best brands of Bacon and Lard which are always manufactured by us.

Choicest quality of Sweet Pickled or Smoked Hams, Breakfast Bacon, Shoulders, Long and Short Rolls; also Bologna and Sausage.

Pure sweet Lard put up in tierces, tubs, pails and three and five-pound tins.

All goods give perfect satisfaction.

### OUR BRANDS:

"L. & S."

and

"Imperial"



**FOWLER'S CANADIAN CO., LIMITED,**

(Late Lawry & Son)

## HAMILTON, CANADA

Pork and Beef Packers  
Exporters, Lard Refiners and  
Wholesale Dealers in Provisions

*Returned to*  
*C. Kichner & Co.*  
*King St. E.,*  
*Hamilton, Ont.*  
FEB 28 1902



# Sterling!

“A man is known by the company he keeps”—the character of a grocer’s business is known by the quality of the goods he sells. True merit brings its own reward and permits the use of the word “**STERLING**” even as applied to so small a thing as Salt.

Now comes Windsor Salt in its great purity, whiteness and intrinsic value bidding for the favor of particular buyers. It keeps good company—you’ll find it in high-grade stores. You’ll find it everywhere because it has “sterling” value—*it does not betray the confidence of buyers!*

## Windsor Salt

The Canadian Salt Co., Limited, Windsor, Ont.

## THE SITUATION IN HOG PRODUCTS.

THERE were very unsettled conditions through last week in hog products. In its early portion, remarks The National Provisioner, the advantage was essentially with buyers; prices, however, were not badly shaken up. In the later dealings there appears to be a little more regularity, yet at the same time an apprehension that there is likely to be a renewal of bearish conditions. The probable or anticipated hog supplies are back of the feeling among the traders that the hog products are not likely to be upon the settled basis of values which would insure healthful activity to trading. It is a fact, however, that the receipts of hogs through the week have rarely come up to expectations, that almost daily they have fallen under estimates. Yet the talk is that the hogs are back in liberal volume, and that they are likely at any time to appear in numbers and weights to influence packers in movements over getting them upon a cheaper basis. It had been supposed a few days since, in the weather and crop conditions then hastening hog supplies forward, that the October marketing of the swine would suffer in volume and quality, and that if there were large receipts for a period in the month that they would not be indicative of a liberal run of supplies for the entire month. It is quite possible, therefore, that hog supplies for the remainder of this month may not come up to some expectations. We believe, however, that the later future hog supplies are likely to be of a liberal order, yet, that the effect from them is more likely to be had in the spring months than in the intervening period. This does not preclude the idea that hog products may be worked even lower in the near future than the existing basis. The fact that there are small stocks of the products means less to protect in value, while packers would probably, by bear movements, be able to lay the packing down upon a more profitable basis. With declining tendencies of the products hogs are often bought upon a relatively more favorable basis.

It is, however, a market over which no decided views can be entertained as to its drifting lower or higher in the near future. There are at present antagonistic influences, which it will take a few days to straighten out. The talk of buyers that everything is high means little in consideration of the fact that supplies of fats and meats everywhere had been pulled down upon an active consumption even at better figures than those current. It is, in our opinion, simply now that as the markets have reached to a lower basis that distributors are holding off for more settled

conditions. The consumption, in our opinion, is just as liberal as at any time latterly. The markets everywhere hold less of a stock than ordinarily of hog products, therefore liberal supplies would be necessary to meet consumptive demands when the distributors feel that the drift of prices has a straighter course.

Manipulation has appeared to be rather more prominent latterly than in the summer months. The markets in the earlier period had been allowed to run more upon the influences of supply and demand. More recently in the natural desire to start upon lower-cost stuff in influencing hog prices, there has been an opportunity as well to increase a "short" interest, and which could be easily worked against on the statistical position of the products. There has, however, been more selling of the "long" stuff that had been held of the January option, notwithstanding the fact that the option could be easily squeezed, as it would have been impossible to make an accumulation of the lard product by that time to meet them. It is the selling of packers, moderately, perhaps, of the late option that causes some confusion of opinion over an ultimate rally of prices.

It is quite possible that with a lower drifting of prices of hogs that they will be marketed less freely; indeed, some of the trade inclined to the opinion that because of the late decline in the prices of hogs that they are now falling off in supply at marketable points, rather than from the opinion that the hogs are not liberally ready for market. The farmers, of course, are in a more independent position than ordinarily over marketing their products, and they watch the markets closely.

An estimate of the stocks at Chicago a day or two since was 42,000 bbls. pork, 22,000 tierces lard and 14,000,000 lb. ribs.

### AN OLD FIRM WITH A NEW NAME.

On Monday, the 9th of September, the firm of Lawry & Son, Limited, who have been connected with the Canadian pork-packing business for the last 25 years, changed the name of the company to Fowler's Canadian Company, Limited, with Mr. Anderson Fowler, New York (who is President of The Anglo-American Provision Company, Chicago; The Kansas City Packing Company; The Fowler Bros. Company, New York, London and Liverpool), as president of The Hamilton company.

Their meats and lards will still be known as "Windsor," "L. & S." and "Imperial," and as the new company commence business with greatly im-

proved facilities for slaughtering, curing and shipping, they feel assured that their brands will attain to even a higher standard of excellence than ever.

### CANNING OX TONGUES.

The tongues are prepared for canning in the same manner as has been previously described in these articles. Special attention must be directed to having the tongues properly chilled after removing from the bullock's head, as tongues, owing to their close-grained texture, require gradual cooling at first and subsequent thorough chilling to put them in suitable condition for handling. Small, and in some cases, medium-sized tongues are utilized for putting into cans.

The tank for the calcium bath is built of  $\frac{1}{2}$ -inch iron or steel, 9 feet long, 4 feet wide and about 1 foot 8 inches deep. It usually rests on a stand or framework to raise it to a convenient height for working over it. The bath solution of calcium chloride is prepared by filling the tank half full of water and bringing it to the boiling point. The calcium chloride is now put in until the required strength is obtained. The object of adding the calcium chloride is to raise the boiling point of the solution, which for ox tongues will be about 225 degrees Fah. or 106.25 degrees centigrade.

To make a solution of calcium chloride and water which will boil at this temperature requires about 36 to 37 parts of anhydrous calcium chloride to every 100 parts of water.

The cans are capped in the usual manner, the centre vents open, and then immersed in the crate or frame in the bath until the tops of the cans are nearly even with the surface of the liquid. The bath is then brought to a temperature of 225 degrees Fah., and the time of processing taken from the time the steam issues from the open vents. The time allowed for processing the ox tongues in the cans is one hour and 15 minutes. After the cans have remained in the bath this period, the vents are stopped while the cans are still in the bath. When this procedure has been accomplished, the trays or crates are removed and the cans placed in a retort and there boiled off for a period of two hours at a pressure of  $3\frac{1}{2}$  pounds. The cans, after this period has elapsed, are then removed from the retort and run to the shower room, there to be showered until cool. They are subsequently sent through the washing machine and thence to the labeling room.—National Provisioner.

### A DEFINITION.

"A financier is a man who makes lots of money, isn't it, father?"

"No, Freddy; a financier is a man who gets hold of lots of money other people have made."



# "CROWN" BRAND

BREAKFAST



# BACON

Choice Sugar Cured

WRITE US FOR PRICES.

## B. & M. RATTENBURY

Charlottetown, P.E.I., - Canada.

THIS BRAND ON

## Bacon

AND

## Hams



guarantees the consumer an article perfectly cured, and prepared by the most improved process in the world.

The Farmers' Co-Operative  
Packing Co.

of BRANTFORD, Limited.

Makers of Breakfast Bacon, Long Clear Bacon, Short Roll Bacon, Long Rib Bacon, Long Roll Bacon, Square Cut Shoulders, Back, or Wind or Bacon, Shoulder Butts, Wiltshire Bacon, Mess Pork, Cumberland Bacon.

# Palmerston Pork Packing Co., Limited

PALMERSTON, CANADA.

Pork Packers, Exporters  
and Wholesale Dealers in

## Hams, Bacon and Lard.

Manufacturers of the celebrated Palmerston Pea-Fed Bacon and Sugar-Cured Hams. These goods are perfect in selection, and mild in cure. Wide-awake dealers everywhere handle them. Do you?

Campbell, Shearer & Co.,

4 Eastcheap, London.

English Agents.

**THE PALMERSTON PORK  
PACKING CO., LIMITED**

PALMERSTON, CANADA.

Experienced  
Cooks and  
Housekeepers  
know that

Jonas'  
Extracts  
are Pure

Jonas'  
Extracts  
are Rich

Jonas'  
Extracts  
are Strong

Jonas'  
Extracts  
are  
Economical

Jonas'  
Extracts  
are  
Reliable.

## SUCCESSFUL GROCERS

SELL

## SUCCESSFUL ARTICLES.

Selling successful articles is the most powerful factor in encouraging new trade and maintaining the old. The dealer who overlooks quality in his eager search for profit cannot expect to command a good and profitable trade. It is because

# Jonas' Flavoring Extracts

have proven a success from the beginning that prosperous dealers enjoy selling them. They are ready sellers—they are not shelf-stickers—they move quickly from dealer to consumer. Why? Because our aim to manufacture extracts of unequalled strength, purity and richness—the three most essential elements in high-class extracts—has been strictly adhered to ever since the first bottle was produced thirty-one years ago.

No better means could possibly be devised for impressing upon the minds of your customers the fact that you are a first-class grocer than by selling **JONAS' FLAVORING EXTRACTS**. The dealer who trifles with the inferior kind is certain to lose many good customers whose good-will and trade could be secured by selling Jonas' extracts. Successful grocers handle and sell **JONAS' FLAVORING EXTRACTS!!**

Experienced  
Dealers all  
know that

Jonas'  
Extracts  
are  
Leaders

Jonas'  
Extracts  
are Trade-  
Winners

Jonas'  
Extracts  
are  
Profitable

Jonas'  
Extracts  
are Trade-  
Holders

Jonas'  
Extracts  
are  
Favorites.

Manufactured by

**HENRI JONAS & CO.**  
MONTREAL.



# LAPORTE, MARTIN & CIE.

**Wholesale  
Grocers** and

IMPORTERS OF

**Teas, Wines  
and Liquors**

## SELLING AGENTS FOR

|                         |   |           |   |                 |
|-------------------------|---|-----------|---|-----------------|
| Ph. Richard             | - | Cognac    | - | Brandies        |
| Mitchell Bros. Co.      | - | Glasgow   | - | Scotch Whiskeys |
| Mitchell & Co., Limited | - | Belfast   | - | Irish Whiskey   |
| Sir Thomas J. Lipton    | - | London    | - | Ceylon Teas     |
| W. H. Flett Co'y        | - | Liverpool | - | Pickles         |
| Vve. Amiot              | - | Saumur    | - | Sparkling Wines |
| Blandy Bros.            | - | Madeira   | - | Wines           |

Shipping Facilities Unsurpassed.

Mail Orders Carefully Filled.

66 to 78 ST. PETER  
STREET

**MONTREAL, CANADA.**

### CONDENSED CREAM AND MILK.

ONE of the most progressive, as well as aggressive, business institutions in Canada, is the St. Charles Condensing Co., Ingersoll, Ont., who prepare the "St. Charles" brand of evaporated unsweetened cream and "Silver Cow" condensed sweetened milk, now to be obtained in nearly every city and village throughout the civilized world, and at prices within the reach of all.

The advantageous location of this factory enables the company to secure without trouble what is, probably, the finest milk supply in the world, as the dairy farms of Oxford county are known far and wide as

methods and a realizing sense of what is necessary both to interest the dealer and satisfy the consumer, are entitled to a liberal share of the business in the products among which their brands stand supreme.

### BRADSHAW & CO.'S GOODS.

A Toronto manufacturing firm which has built up a steadily-increasing business during the past few years is that of I. D. Bradshaw & Co., manufacturers of chewing gum and wax paper. Bradshaw & Co. have established a reputation for first-class goods, which has given them an enviable position with the trade. Being content with small profits, their prices are reasonable. These, with

chocolate, by reason of its fine quality and delicious flavor. This cocoa is already extensively used in Canada, and has become very popular with those who find the chocolate too rich for them. Chocolat-Menier is represented in Canada by Herdt & Co., 180 St. James street, Montreal, who predict a great demand for the cocoa during the coming season.

### A GRAND DISPLAY.

An exhibit that attracted a great deal of attention at the Industrial Exhibition, Toronto, was that made by the Hygienic Kola Co., 84 Church street, Toronto. The preparation has already won for itself an



A Swiss Cottage built with Sunlight Soap.

being stocked with the cleanest high-grade milch cows in existence, and, having free access to the many fine springs and streams of water flowing in all directions through the section, the cattle naturally produce the purest and best milk, wherewith the company is able to guarantee its evaporated cream as absolutely pure and wholesome, a fit food for infants, invalids and nursing mothers, a substitute for all the purposes of natural milk, and to keep indefinitely in any climate until the cans are opened.

It is without hesitation that we call the attention of all grocers and druggists to the operations of this company, who, by reason of strict integrity, progressive

strict business integrity and square dealing with all customers, have been some of the causes which contributed to their success. Any inquiries or orders will receive prompt and courteous attention at their hands; and Bradshaw & Co. promise to do their utmost to please all customers. Their advertisement on page 21 gives further particulars.

### A NEW BREAKFAST COCOA.

Chocolat - Menier, manufacturers of French vanilla chocolate, which has become a household word all over the world, is now making a breakfast cocoa, which is fully sustaining the high reputation of the

enviable reputation for its curative powers. Kola Tonic Wine is made from kola, celery, and pepsin. The kola nut is a native of the western territory of Africa. Its qualities are varied and extraordinary. The British Government has been making experiments with the pure paste of the kola nut in order to ascertain how far it would meet the difficulty of transporting provisions in time of war, as a concentrated sustainer of human life. Doctors use it in large quantities for invalids who require something strengthening without having an appetite to taste food. It purifies the blood and cures the worst cases of indigestion, dyspepsia, and nervousness.





**BEAVER BRAND**  
REGISTERED.

Celebrated Preserved

# EGGS

**"GLYCERINES"**

Process patented in Great Britain, United States,  
Canada and other countries.

**D. D. WILSON & CO.,**  
Egg Exporters,  
SEAFORTH, CANADA.

**BUY THE BEST AND DO IT  
NOW.**

*REGISTERED*  
**Bow Park**  
*BRANDS*

# SWEET PICKLES

**ALWAYS LEAD.**

PREPARED BY

**Shuttleworth & Harris,**  
BRANTFORD, ONT.

# HAMS

**Sugar Cured,  
Bright,  
Juicy,  
Well Flavored.**

There are no better  
Hams made than Fearman's  
**"Star Brand."**

If you have not proved  
this, send us a sample order.

**F. W. FEARMAN CO.,**

Pork Packers and  
Lard Refiners,

Limited  
Hamilton, Ont.

**THE CANADIAN PACKING CO.**  
LONDON, ONT.



GUARANTEED CHOICE AND PURE.  
**GOLD MEDAL, PARIS 1900.**  
Please order goods through your wholesale house

# SMOKE

**"Our King" Cigars**  
the best on the market.

*To Spilling  
Box 25-10 or 100  
from 3 pages 103*



|                       |    |                    |                       |
|-----------------------|----|--------------------|-----------------------|
| "Edward VII.,"        | -  | at \$75.00 per M., | a clear Havana Cigar. |
| "His Majesty,"        | =  | at 60.00           | " 5 inches Perfecto.  |
| "Our King and Heir,"  | at | 55.00              | " 4 $\frac{3}{4}$ " " |
| "His Royal Highness," | at | 50.00              | " 4 $\frac{1}{2}$ " " |

A sample box (25 Cigars) of "His Majesty" will be sent prepaid upon receipt of P.O. or Express Order for \$1.50.

MANUFACTURED BY

**SPILLING BROS., 137 Jarvis St., TORONTO, ONT.**

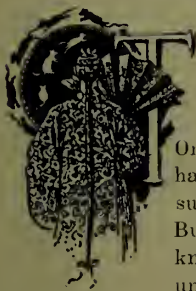


# The Tobacco, Cigar and Cigarette Trade.

SOME INTERESTING ARTICLES ON THE SUBJECT.

## THE TOBACCO INDUSTRY OF WESTERN ONTARIO

By LEWIS WIGLE, Leamington, Ontario.



HERE are several varieties of tobacco grown on this western peninsula of Ontario, but that which has proven the greatest success is the "White Burley," which was not known in this country until about six years ago.

It is specially adapted for making chewing tobacco, and is far superior to any other kind on account of its absorbing qualities. It absorbs the licorice and other ingredients put into it for giving a flavor. The Empire Tobacco Co., of Granby, Quebec, first introduced the seed, through me, in this country as an experiment. It has proven a great success, and helped many persons to pay off their mortgages and buy more land.

### SOME RESULTS

UP to the year of 1897, the greatest number of pounds grown in this tobacco district was about 800,000, which averaged about 11 cents per pound, and it averaged those who grew it about \$150 per acre. It costs about \$45 per acre to grow it. Eleven cents per pound average was the highest price ever paid for the crop. The profit was so great that it caused an overproduction the next year, and the price came down to an average of about six cents and has remained about that price until now.

### THIS YEAR'S CROP

will average about 7 or  $7\frac{1}{2}$  cents and will leave a clear profit to the grower of about \$50 per acre. There were about 800,000 pounds in 1897, 6,000,000 pounds in 1898, 1,500,000 pounds in 1899, 2,500,000 pounds in 1900, and about the same quantity in 1901. The Empire Tobacco Co. has purchased three-fourths of the growth of the above years and are working up a large trade in tobacco manufacturing from Canadian leaf, nearly all of which has been grown in the county of Essex.

A Mr. Ward, from Pontiac, in the State of Michigan, has built a beautiful six-storey building, 60 x 120 feet, which he intends to use for curing tobacco suitable for making cigars and smoking tobacco. It is the

### FIRST OF THE KIND IN CANADA

and if it proves a success, will be a great additional boon to South Essex. He

introduced the seed of several varieties of smoking tobaccos this year, the best kinds being the Zimmer Spanish, Sumatra, and Connecticut seed leaf, and he must be well satisfied with the result, because the crop is A.1. as to quantity and quality. There are now about 1,500,000 pounds hanging in the barns waiting to be taken to his factory as soon as it is complete, and was grown under contract for seven cents per pound, barn run.

### QUANTITY OF TOBACCO USED IN CANADA.

There are about 14,000,000 pounds of leaf tobacco manufactured yearly in all Canada; this includes chewing and smoking, cigars and cigarettes. About 10,000,000 of that is imported from the United States. If the Government of Canada would put the same duty on the American leaf, that the American Government put upon Canadian leaf, we, in Western Ontario, could grow all that is required for consumption in all Canada, and thus pay the Canadian farmer \$5,000,000 or \$6,000,000, which is now being paid the American farmer. All the Canadian Government would have to do would be to do the same as the American Government does: put on enough for excise duty for revenue purposes and enough Customs duty to keep all foreign leaf out of the country. If this were done there is no doubt but what we could grow all that is required for consumption in this country.

I have just returned from Pelce Island, Ont., where I purchased a large quantity of Burley leaf, as good as can be grown on the limestone lands of Kentucky.

### GOOD BRANDS OF TOBACCO.

When grocers are choosing their brands of tobacco, they should pause to consider well. There are brands and brands. First of all insist upon having one that is well advertised. In plug tobacco get that of domestic growth, which is equal to any produced under the sun, and, lastly, but not leastly, see your way clear to a good profit. For the convenience of our readers we give the names of several tobaccos that fulfil these conditions. In chewing there are "Bobs," "Currency," and "Pay-Roll," and in smoking there is "Empire." These are all thoroughly advertised in papers and on sign boards, while their manufacturers were among the first to encourage the growth of tobacco in this

country; what helps the farmer should be encouraged by the shopkeeper, and The Empire Tobacco Co., of Montreal, pay out scores of thousands of dollars for their domestic tobacco each season. To see that there is a good profit in these lines, one need only write to the manufacturers or wholesalers for prices.

### THE GERMAN TOBACCO INDUSTRY.

THE United States Consul at Annaberg, Germany, recently sent to his Government, at Washington, some interesting data regarding the tobacco industry of Germany. The report read as follows:

In Germany, tobacco is grown in Baden, the Palatinate, Alsace, on the Lower Rhine, in the Altmark of Hanover, and in some districts of Silesia.

The Dutch colonies of Java and Sumatra furnish Germany with more tobacco than any other country. In 1900, the Empire imported 58,173 tons raw from all the different tobacco-producing countries. The total imports amounted in value to \$21,420,000. Nearly 26,000 tons came from the Dutch colonies and 10,452 tons from the United States. The States of Kentucky, Virginia, Maryland, and Ohio raised most of this American tobacco, which the German manufacturer has rolled into cigars or pulverized into snuff. During the past year, 73 tons of raw tobacco were shipped from the Philippines to Germany.

Last year, 386 tons of cigarettes, valued at \$1,737,000, or fully five times as many as 10 years ago, were consumed in Germany. These cigarettes came from France, Austria-Hungary, Russia, Turkey, Egypt, Algeria, and the United States, 60 per cent coming from Egypt.

In 1900, Germany exported and imported exactly the same quantity of cigars—namely, 313 tons. A great difference, however, existed in the quality. The imports for last year amounted in value to \$2,000,000, while the exports were valued at only \$800,000.

### A GROWING INDUSTRY.

Essex county farmers are enjoying an era of prosperity owing to the rapid development of the Canadian tobacco industry. The Consumers' Tobacco Co., Limited, whose factory is located in the centre of the finest section in Canada for the growing of Canadian leaf, are running their factory night and day and report an increasing demand for their products. Their advertisement appears in this journal.

## WHY GROCERS SHOULD SELL TOBACCO AND CIGARS.

**A**LTHOUGH we must congratulate the wholesale and retail grocers of the Dominion upon the fact that they control a large part of the tobacco business of this country, and commend their enterprise in caring for it well, where they do take it in hand, we find we are quite in order when we say that tobaccos, cigarettes and cigars are not so important a feature of the grocery business as they should be and that different lines merit more consideration than they have yet been accorded. At the present moment in particular, there are very important reasons why grocers should pay strict attention to their tobacco department.

It is conceded, frankly and sincerely, even by those whose status is affected, that the tobacconist in the small store of the country town is being crowded out of existence for the want of a "raison d'être." His days are passing quickly by. There may still be room enough for him in the city where the demand is enormous, but in the town, large or small, his trade is being shattered. His business is being absorbed by the grocer, the druggist, or the keeper of the restaurant. Manufacturers are unanimous in their concession of this point. There is a legacy dangling in the eyes of these three classes, and it behooves the grocer to stretch forth a strong arm to capture it. Some will get it; why not the grocer?

There is no reason in the wide world why this business should not be his. For many a year he has stocked plug tobacco, and without a great deal of trouble has made a handsome profit on his turnover. He would not seem to be going far to add a showcase of cigarettes and cigars. Notice that we say "showcase." Don't entertain the idea that they can be handled like chewing tobacco, off the ledge behind the counter; they must come out of a clean showcase, appealing to the class that will buy a good cigar.

The grocer has opportunities to cultivate this trade not possessed by the druggist. He has more customers who will come in and notice that he has a stock of tobacco and he will do a larger transient trade. Moreover, he will be satisfied with a smaller profit; he is accustomed to making 25 per cent. on his goods, the druggist wants a 50 to a 100 per cent. profit. Under those conditions, who is likely to get the business? The grocer can make at least a 25 per cent. profit on tobaccos and cigarettes, and a 40 per cent. profit on cigars and yet in the eyes of the druggist be cutting

prices. The stock takes up very little room, and does not need to be delivered. The turnover is quick and payment is cash. But there is one point that needs emphasis. The grocer with the dirty store need not expect to compete with the druggist or restaurant keeper with a clean, bright place of business. A scrupulous gentleman of the most liberal smoker class, will not go into a filthy place to get his "imported" cigar. There are dealers who have ventured into the high-class tobacco trade and have become disgusted with it, finding it slow and unprofitable. If an investigation were made, we do not doubt that the verdict would be, not that they had no opportunity to make it a "go," but that they lost their opportunity by failing to keep the store clean. There is no doubt this lack of cleanliness is the great bane of many a grocery store. There are several lines, such as candies, that grocers, with clean stores, handle in large quantities, that an uncleanly grocer finds a drug on his hands.

Neither do the wholesale travellers push tobaccos and cigars as they might. Many never inquire of their customers about their stock in this line, leaving it to the retailer to ask himself. As a consequence the manufacturers are compelled to send out their own travellers, take the orders and ship the goods through the wholesale houses, the latter getting a profit they have not earned, reaping where they have not sown. A change is needed. Cigars ought to be a fertile subject with the traveller. They form a profitable line and samples are of comparatively small bulk. The failure to push the business seems due entirely to apathy. It cannot be expected that the manufacturers will forever allow the wholesaler a profit on the goods they sell.

We trust our remarks on this tobacco and cigar question will bear fruit with both of the classes we are addressing. There is much room for thought and certainly for action.

### GRANDAS CIGARS.

The latest cigar to spring to the front in Canada is the "Grandas," made by The Granda, Hermanos y Ca., Montreal. It has attained a sale because it is made of pure Havana tobacco, a certificate to which effect accompanies every box. Not a cent's worth of domestic tobacco enters their premises, accidentally or otherwise.

This firm makes an imported cigar in Canada. They pay a duty of 10 cents per pound on their raw leaf, but are protected by a duty of \$3 per pound and 25 per cent. ad valorem on cigars. They

have imported the best Spanish labor and are turning out only high-class goods. They have grown in little more than a year to be one of the largest cigar manufacturers in Canada, having a capacity of 10,000 cigars daily. And yet they have no travellers on the road. Their plan has worked so well, and their assertions are so dependable that people come after their goods.

Country dealers may secure the "Grandas" cigar either through the wholesaler or direct.

### GOOD BRAND OF CIGARS.

"Our King" is the name of a popular brand of high-grade Havana cigars made by Spilling Bros., 137 Jarvis street, Toronto, which are having an extensive sale among the trade. The above firm also manufacture the well-known brands of 5c.-cigars, "Board of Trade" and "Gold Point." These goods, for value, are unsurpassed, and being made carefully from good stock, the dealer can always rely on their pleasing his customers. Spilling Bros. will be glad to send a sample lot on application. Write them for prices.

### CANADA'S IMPORTS AND EXPORTS OF TOBACCO.

Canada cannot be said to be a large buyer of tobacco on the world's markets. A considerable quantity is used in this country, but our imports are not now large, the figures for the past three years being \$311,870, \$426,458 and \$438,250 respectively. As may be seen from the following table, showing the imports of the past three years, the bulk of our purchases has been of cigars:

|                                 | 1900.     | 1901.     |
|---------------------------------|-----------|-----------|
| Cigars.....                     | \$263,540 | \$295,338 |
| Cigarettes.....                 | 23,202    | 24,540    |
| Cut tobacco.....                | 73,802    | 77,100    |
| Snuff.....                      | 3,395     | 2,240     |
| Other manufactured tobacco..... | 60,105    | 34,893    |
| Raw leaf.....                   | 2,324     | 39        |
| Total.....                      | \$426,458 | \$438,250 |

The returns for 1901 have not been in detail, but from the returns for 1900 it is at once seen that the bulk of the imports of cigars have been from Cuba, the principal figures being \$217,192, from Cuba; \$21,670, from the United States, and \$14,374, from the Philippine Islands. Great Britain sent us \$52,746 and the United States, \$18,953 of the cut tobacco imported. It is also noteworthy that the receipts than any other Province, her share being \$160,871, considerably over one-third of the total.

The exports of Canada have been even smaller than our imports, the figures for the past three years being \$72,116, \$97,619, and \$171,696 respectively. The bulk of the exports have been to St. Pierre and Miquelon, Newfoundland, and the United States.



# GRANDA'S HAVANA CIGARS

Equal to any imported—better than any domestic cigar. Made from the finest **HAVANA TOBACCO** by skilled **SPANISH** workmen.

WRITE FOR SAMPLE LOT  
AND PRICES.

Granda Hermanos Y Ca.

Largest Havana Cigar Manufacturers in Canada,

38 St. Peter Street  
MONTREAL.

# The Careful Man



This is the time when "the careful man" is more careful than ever in selecting his Cigars, because the long winter evenings and the holidays are just ahead.

If you stock up with an assortment of a thousand or more of Payne's Cigars you can be absolutely certain that "the careful man" will find nothing whatever to complain of in the quality. He'll tell his friends and they, too, will probably become customers of yours. It pays to cater to "the careful man." I'll send a trial order of 1,000 or more at my own expense.

**PAYNE'S CIGARS**

J. BRUCE PAYNE, Mfr.,  
Granby, Que.

If you want the finest  
Brands of Canadian  
manufactured . . .

# TOBACCOS

in Canada, we can fur-  
nish the same direct  
from our factory. . .

REMEMBER! Union Labor Demands Union-Made Tobaccos.

OUR BRANDS:

U and I . . .  
King's Navy

Silver Spray  
Moss Rose

Samples and prices furnished  
on application.

All Union-Made.

**CONSUMERS TOBACCO CO., LIMITED**

Leamington, Ont.

## IMPORTED GREEN FRUITS IN MONTREAL.

How They are Handled and Sold.



REEN fruits spoil with age, but, strange to say, green-fruit trading seems to be in a better state of preservation, the older it grows. What with a more general knowledge of scientific horticulture, improvements in transportation methods and a more intimate knowledge of the requirements of the world's markets, as dictated by climatic changes, the green fruit business continues yearly to become much more satisfactory and expand. Canada shares in the progress and doubtless will cut a wider swath when she learns how to ship her goods. But while her exports are increasing, so are her imports. Montreal alone absorbed nearly a million dollars' worth of imported fruits last year.

By careful inquiry and the assistance of several of Montreal's fruit men, we have been able to compile the following table of the probable values of the eight leading lines of imported green fruits that come to this port:

|                                                                     |                 |
|---------------------------------------------------------------------|-----------------|
| Oranges .....                                                       | \$162,500       |
| Californian fruits, including pears, peaches, plums and grapes..... | 132,000         |
| Bananas.....                                                        | 240,000         |
| Lemons.....                                                         | 135,000         |
| Strawberries.....                                                   | 90,000          |
| Tomatoes.....                                                       | 17,500          |
| Pineapples.....                                                     | 20,250          |
| Malaga grapes.....                                                  | 11,000          |
|                                                                     | <hr/> \$809,250 |

This does not include all the importations of green fruits to Montreal; there are many smaller lines, brought in in small jags that defy compilation. But this attempt at calculation is sufficient to indicate to the fruit trade of the Dominion what an extensive business is in their hands. Of course, this table does not include and Canadian fruits, such as strawberries, raspberries, plums, pears, peaches, apples and other lines that do need enumeration but which form by long odds the greatest bulk of the trade. These are brought into the market in divers ways and how much domestic fruit is sold in one season in Montreal wholesale establishments and on Bonsecours market will probably never be known. This much is certain, "fruit" stands out boldly on the Canadian's menu and the possibilities of a good trade in this line are unbounded.

### HOW THE FRUIT IS HANDLED.

But we're speaking of Montreal's import fruit trade. It may be interesting to know how the imported goods are

handled and distributed, attended as the process is with considerable difficulty. The goods all come forward in carlots. It would not pay to ship them in small quantities across the breadth of the continent, or from New York, and it is well to have full cars to have the goods put through in a hurry. But it is also difficult for one dealer to satisfactorily handle carlots of goods. Seven years ago the wholesale fruit merchants of Montreal got their heads together and obviated this difficulty by establishing The Montreal Fruit Auction Co., a joint stock company with an authorized capital of \$100,000, now situated at the corner of Wellington and Murray streets, under the management of Mr. John McNally, who, by his courteous and businesslike manner, has run the institution with the greatest success. When an assignee of a car of fruit gets notice of its arrival, if he does not wish to sell it himself, he hands over the manifest to Mr. McNally, who sees that the car duty is paid, car unloaded, fruit sorted, has catalogues printed, manages all the details of the sale, sells the goods, and next day hands over the cash, less the 2 per cent. commissions to shareholders in the company and 10 per cent. to outsiders. If the assignee does not approve of the prices he may buy in the goods himself.

This arrangement makes the foot of Murray street a busy place all summer long and even in the winter time upwards of

### 1,000 BARRELS OF APPLES

are sold every week. Last year the total sales amounted to about \$600,000. Starting early in the spring sales are held every morning at 10 o'clock, when the buyers gather in the auction room, after examining the goods as listed in the catalogue. Here you find wholesaler and retailer sitting side by side bidding against one another, the latter handicapped because he can buy only in limited quantities. Sales of less than 10 boxes or barrels of any one line are prohibited. This rule keeps many a small dealer away from the sales, but yet there are many retailers like Walter Paul, George Graham or A. Dionne who can and do attend with profit. Others prefer to do their

### BUYING FROM THE WHOLESALERS

on McGill or Commissioners streets, paying more, probably, but saving time and being sure of what they are buying. But those who have plenty of time would not

miss this sale. So in the auction room you will find Greeks, Turks, Italians, French and English discussing the merits and demerits of the fruit. Here is

### A BABBLE OF TONGUES,

but suddenly as they draw together in the auction room there is a repetition of that Biblical miracle, and they all understand one another—such is the power of Mr. Walter Kearns, the auctioneer. He presides efficiently over all classes of men—and one woman, Mrs. Walker, who, Mr. McNally says, is the shrewdest business man in the bunch—but he may consider it politic to flatter the ladies.

So great has been the success of the fruit auction that it has now outgrown its present premises. There is hardly room for the fruit inside, and there certainly is not sufficient accommodation for the long string of grocers' rigs and drays that back up to the platform on a busy summer morning. The Grand Trunk has recognized the deficiency and

### A LARGE WAREHOUSE

is now building on Drummond street that will be occupied next year. The importance of these auctions, too, is growing as their fame spreads "abroad through the land." Some Quebec houses now keep agents in Montreal to attend the sales and Eastern Township buyers make a practice of attending. The western trade is mostly done through commission houses.

### BANANAS.

The most important imported fruit, from a financial standpoint, is the banana. The banana is now provided the year round and has come to be regarded as a staple article. People buy it as a matter of habit. Montreal dealers mostly draw their supplies of this West Indian fruit from the Trust. The United Fruit Co., but a few are also brought in via Halifax by the monthly steamship service from that port. Since the Trust began to supply this market, there has been but little of the old-time glutting, the flow of supplies being very regular.

### ORANGES AND LEMONS.

A year's shipments of oranges and lemons also total quite a large amount. They are now supplied 12 months in the year. Early in the spring come the Mediterranean fruit in the annual big shipment that last year was made up of 145,000 boxes and 29,686 half-boxes of oranges and lemons. Many of these, probably about two-thirds, go to the United States, while many are held in cold storage in Canada on speculative account. About the first of August the supply of lemons gives out and they are thereafter brought in from New York, and in the winter via Portland. Montreal takes from 50,000 to 55,000 boxes of lemons a year. Only one car of Cali-





ifornian lemons has come to Montreal this year. Of oranges there are many kinds. Just now Jamaicas are the leaders. About Christmas time we begin to get Floridas and Californian navels and seedlings, which last till the Mediteranean fruit arrives.

#### TOMATOES FROM THE STATES.

United States tomatoes are growing in favor; probably 25 cars came to Montreal this year. Such fresh goods as Florida and Tennessee tomatoes, Californian celery and Boston lettuce are having quite a depreciative effect on the sales of canned goods, both fruits and vegetables.

No imported fruit is welcomed to this market more heartily than the Californian peaches, pears, plums and apricots. They arrive here while our domestic fruits are yet almost in blossom and last right through our season. In fact, this year some housewives have preserved Californian peaches in preference to Canadian, being able to get them in Montreal at \$1 a box retail. This year only 110 cars came to Montreal; last year when the crop was heavier 140 cars were sold in the city. Several Californian firms have agencies in Montreal and from here distributions are made over all Eastern Canada. American strawberries are also appreciated on this market, arriving months before ours are fit for the market.

E. H. C.

#### SOFT DRINKS FOR ROYALTY.

The firm of M. Timmons & Son, Quebec, is one of long standing as manufacturers of soft beverages. From their first start they aimed to make an article entirely free from adulteration of any kind, such a pleasant and wholesome drink as would commend itself to the favor of consumers, and in this effort they have succeeded beyond expectation, for they have long occupied a leading position among manufacturers of the same lines of goods in the Dominion. The production of so many kinds of beverages, whether for medicinal or other purposes, forms an important item in the sum total of Quebec's manufacturing industry, and it is gratifying to the community to know that this pioneer house can always be depended on to supply a palatable article for table use, made from the purest ingredients and compounded with the expert skill that long years of experience affords. Such caterers to refined public taste as the Chateau Frontenac, the Garrison Club, the social institutions in St. Roch's, the Clarendon Hotel, Victoria Hotel, and the leading households of the city can testify to the superior quality of the products of the Timmons factory. And to this may be added the testimony of the Provincial Exhibitions from which

Messrs. M. Timmons & Son hold first prizes, diplomas and medals for the excellence of their exhibits.

Combined with their main line of manufacturing they are sole agents and bottlers of the Caledonia Mineral Waters, a favorite drink so much used that it passes through the firm's hands in car loads.

The latest success achieved by this firm is portrayed in the following certificate:

H. M. S. OPHIR.

Quebec, Sept. 21, 1901.

#### THIS IS TO CERTIFY THAT

Messrs. M. Timmons & Son, of Quebec, supplied the Royal Yacht with a very large quantity of soda water, lemonade, ginger ale and ginger beer for use on the homeward voyage, and that I have found all excellent.

JOHN C. GIBBONS,  
Paymaster, R.N.R.

#### THREE BRANDS OF CHEWING GUM.

Three brands of chewing gum which are having quite a popular run lately among the trade are the "Victoria Fruit," "Malted Pepsine," and "Maple Leaf," manufactured by The Canadian Chewing Gum Co., 363 Spadina ave., Toronto. These brands are all prepared with the utmost care as to quality. The first is a delicious chewing gum, popular with athletes, bicyclists, etc., and is put up in neat boxes containing six flavors. "Malted Pepsine" is a medicinal gum, furnishing, among other virtues, a capital aid to digestion. It is recommended by many physicians. The "Maple Leaf" brand is a great big bargain in chewing gum and sells rapidly among the young folks.

The Canadian Chewing Gum Co. are offering their goods to grocers on very liberal terms, some of their brands netting the retailer 100 per cent. profit. Trial orders will receive prompt attention, while the company will also be pleased to furnish samples and prices to intending customers.

#### THE REASON WHY.

The failure of the public to read an advertisement may be traced to the advertiser. Every man who knows his own business can write an advertisement about his wares or his methods which will prove as interesting to newspaper readers as are many of the articles paid for and published in the magazines. Every man can talk about his business to an acquaintance in an entertaining manner, and if he should write in the same spirit his advertisements would not lack readers.—Philadelphia Record.

#### A PUSHING BUSINESS MAN.

THE careers of few business men have been more interesting than that of F. R. Lalor, of Dunnville, Ont. Mr. Lalor started life as a dry goods clerk in Dunnville, and opened out for himself as a retail grocer in that town 17 years ago, with limited capital and a moderate connection. In the short space of time that has elapsed since then his business has extended until he now is owner of two of the largest dry goods businesses in the Dunnville district, and is partner in the largest grocery business in the town. A few years ago he started in the evaporating business, which has so grown that his works are now claimed to be the largest in America. The operating fuel is supplied from Mr. Lalor's own natural gas field, located five miles from Dunnville, the gas being conveyed through large iron mains. Five other evaporating plants are operated by Mr. Lalor at other points. He has a vinegar factory at Dunnville, where high-class cider vinegar is manufactured. Last year Mr. Lalor built a large canning factory, receiving a bonus of \$10,000 from the town. This factory has since been turned over to a joint stock company, The F. R. Lalor Canning Co., Mr. Lalor holding a controlling interest. Great things are expected of this enterprise. Mr. Lalor's latest move has been the starting of a chicory factory. The chicory is grown by neighboring farmers, evaporated, roasted and ground in Dunnville, and the finished product is claimed to be fully equal to the imported article.

As a wholesale dealer and exporter of wood ashes, Mr. Lalor has also won success. The magnitude of his operations may be judged by the statement that the railway charges on his exports of ashes to the United States reached \$60,000 last year. All of which bespeaks good progress in 17 years.

#### A WELL-EQUIPPED WHIP FACTORY.

The Hamilton Whip Co., Hamilton, have recently greatly enlarged their building, and they have now one of the largest and most complete plants of the kind in the world. They report a brisk trade, and have for months past been running their factory overtime. Having the latest and most improved automatic machinery, etc., they are in a position to manufacture reliable whips at the lowest possible prices consistent with best workmanship.

They have recently placed on the market a number of new leading lines of whips, which have been well received by the trade generally. They carry an enormous manufactured stock, and are in a position to complete all orders the day they are received.

For durability, quality, finish, etc., their goods have an enviable reputation throughout the whole Dominion.



# The Cheapest and Best Pure Baking Powder



— on the Market.

**Guaranteed Absolutely Pure**  
**Cream of Tartar Baking Powder.**

Dealers are authorized to **guarantee** this Powder as such.  
Money refunded if not satisfactory.

Get a sample case ; in a short time this will be one of your  
“Leaders.”



Manufactured by . . .

**Regent Baking Powder Co.,**  
**MONTREAL.**

## EVERY GROCER

In the Dominion of Canada should  
keep the Celebrated Brands of  
Virginia Tobaccos . . .

AT 10c.  
PER PACKAGE

**MORNING DEW**

For Pipe Use

**LE CAPORAL**

For Cigarettes

Manufactured by . . .

**B. HOUDE & CO.**

— Quebec -- Montreal



Trade Mark.

**100 % PROFIT**

in handling our brands of Chewing  
Gum, and your customers are sure to  
be pleased into the bargain. . . . .

**VICTORIA FRUIT**—Delicious, wholesome, and with  
lasting flavors. Very popular with athletes,  
bicyclists, and all classes. Put up in boxes  
of six flavors.

**MALTED PEPSINE**—Aids digestion. Specially  
prepared for medicinal purposes. Recom-  
mended by medical men.

**MAPLE LEAF**—Biggest value 1c. Chewing Gum  
on the market.

Trial Orders Receive Prompt Attention.  
Write for Samples and Prices.

**The Canadian Chewing Gum Co.**

363 Spadina Ave., - - - - - TORONTO.

# A MISTAKE!

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**I**T is, in our opinion, a mistake for the RETAIL GROCERS to defer, until late in the Fall of the year, stocking the **New Season's Dried Fruits** for the sake of saving a fraction of a cent per pound, at which the Latest Arrivals are generally offered, and, accordingly, to book their orders from Montreal, EX. SECOND DIRECT CARGO from the Mediterranean Ports, which means delivery from Montreal in the last days of November, often beginning of December, and the goods in their hands several days later.

Early Goods, only sometimes, cost a little more, while they are always worth to the retailers a great deal more than the late ones.

"The early bird catches the worm, and the early NEW GOODS secure the trade."

Observing merchants, who realize the advantages of receiving the **New Dried Fruits** at the earliest date possible, do not hesitate in buying their requirements from the EARLIEST ARRIVALS offering, and, by the time their competitors receive their first lot, they, very often, have ordered a second or third supply.

It is erroneous to believe that consumers do not want **New Dried Fruits** before Christmas-Eve, as they look for them immediately after the Green Fruits become scarce on the market, and the month of November is one of the best selling months for **New Dried Fruits**.

This is the experience of many shrewd retailers, but they are not in a hurry to boast of it to their less forward confreres who slumber peacefully while awaiting their supplies, 15th or 20th December, and who are sure to be left with ample stock after the holidays, to carry on a becoming JANUARY CHEAP SALE . . . at a respectable loss!

---

## Hudon, Hebert & Cie., Montreal



**NOW IN STORE, READY FOR PROMPT SHIPMENT**

# **CROP 1901**

## **VALENCIA RAISINS.**

**TRENOR'S "BLUE EAGLE."**

**2,000 Boxes Fine Off-Stalk  
3,000 Boxes Selected  
1,000 Boxes Four-Crown Layers**

**J. D. ARGUIMBAU.**

**2,000 Boxes Fine Off-Stalk  
2,000 Boxes Selected  
1,000 Boxes Four-Crown Layers**

## **MALAGA TABLE RAISINS.**

**BEVAN & CO.**

**500 Boxes London Layers.**

|                                                |                                 |
|------------------------------------------------|---------------------------------|
| <b>1,000 Boxes "Connoisseur" Clusters</b>      | <b>1,000 Quarter Flat Boxes</b> |
| <b>500 Boxes "Royal Buckingham" Clusters</b>   | <b>500 Quarter Flat Boxes</b>   |
| <b>50 Boxes "Excelsior Windsor" Clusters</b>   | <b>200 Quarter Flat Boxes</b>   |
| <b>200 Boxes "Bull" Brand Shelled Almonds.</b> |                                 |

## **CURRANTS**

**SHIPPED BY HAMBURGER & CO.**

**1,000 Half-Cases Fine Filiatras  
1,000 Half-Cases Superior Recleaned Currants  
250 Half-Cases Finest Vostizzas**

**25 Cases of 36 Boxes, Eleme Table Figs, "SHIELD BRAND," Three Stars,  
2 1/4-inch, 4 rows, 10-lb. Boxes.**

**1,500 Cases of 36 1-lb. cartons, California Seeded Raisins, "QUEEN BRAND,"  
put up by Griffin & Skelley Co.**

**50 Cases of 32 7-lb. Boxes Best English Candied Peels.**

# **Hudon, Hebert & Cie., Montreal**

## GREECE'S CHOICEST PRODUCTIONS



Now in stock in cases and half-cases.

W. H. Gillard &amp; Co., Wholesale Grocers, Hamilton.

## Where do You Buy Your Supplies ?

If not from us, why not ? We can save you money and it's money we're all after. Our prices will surprise you. Write us for quotations. Pure goods and strictly up to date. We have the best Ink, Flavoring Extracts, Shoe Blacking, Cough Drops, Cough Balsam, and all general-store supplies. Send us your order and it will be filled at once. Only good cash customers wanted, as our prices are away down. If our traveller has not called on you yet, write us. We're out for business, and mean business.

Everything tested and strictly reliable.

## Bellman-Oliphant Mfg. Co.

Wholesale and Manufacturing  
Pharmaceutical Chemists,

COLLINGWOOD, ONT.

E. J. BELLMAN, Phm. B., A.C.M.O.

'Phone 7.

D. OLIPHANT.



Orders can be filled by any of the leading jobbers in Canada or direct.

The increased consumption of compound lard in the last six months is phenomenal. It is not long ago that retailers claimed they were totally unable to sell compound. This is due to improved methods and the high grade of goods that is now being offered by **The N. K. Fairbank Company.** Every pail of **Fairbank's "Boar's Head" brand of Refined Lard Compound** is sold on a guarantee as to quality. Costs less, goes further, is better than hog lard.

|             |   |          |            |   |         |
|-------------|---|----------|------------|---|---------|
| Tierces     | - | 400 lbs. | Pails, tin | - | 10 lbs. |
| Boxes       | - | 50 lbs.  | " "        | - | 5 lbs.  |
| Pails, wood | - | 20 lbs.  | " "        | - | 3 lbs.  |
| " tin       | - | 20 lbs.  |            |   |         |

## THE N. K. FAIRBANK COMPANY

Wellington and Ann Sts., MONTREAL, QUE.



# BUSINESS AND ITS MANAGEMENT.

A FEW HINTS IN REGARD TO THE MATTER.

## COST PRICE, EXPENSE, PROFIT.

By ERNST TROY.



THESE are the main items that enter into every commercial calculation. Without accurate knowledge of the amount of each of the first two items, the third, and the most important, will always be an unknown and uncertain quantity.

The failure of many merchants and manufacturers, especially of the latter, is traceable to the fact, that they operate without a thorough and comprehensive method or system for ascertaining the cost price of their product and the relative percentage of expense incidental to conducting their business. As a consequence they either undervalue their goods, i.e., sell them too low, thereby incurring direct loss, because they realize insufficient, if any profit; or they place too high a value on their goods, resulting in loss of sales. Both errors will lead to decline of business and failure.

Those who have had experience in building, sometimes find, when the contractors' bids are opened, that the figures vary from 25 to 50 per cent., although they are all based upon the same plans and specifications and in face of the fact that the markets for the raw material and labor are open to all contractors alike. How then is this large difference between the bids to be accounted for? Very simply. Some of the contractors had not learned how to accurately arrive at the cost or the work required to be done. As the contract is usually awarded to the lowest bidder, it frequently happens that, after settling up, he finds that he has lost money on his job in place of the profit which he fancied would be left for him. On the other hand, the bidder who "overshoots the mark," by bidding too high is left out in the cold by his competitors.

Business men often make precisely the same mistake. A young mechanic, who has been employed in some kind of manufacturing business and thoroughly understands how to make a certain article of manufacture, connects himself with a good salesman in the same line of business. The former feels competent, and is,

in fact, entirely capable of making the goods; the latter feels certain that he can sell the product. The young firm starts under, what seem to them, very favorable auspices, but neither of the partners has had any experience as a business manager or accountant. The practical man, the manufacturer, figures the cost of the goods and probably includes all items of material used and the amount paid for labor, believing that he has thus arrived at the cost price. Both partners then add to the total what would satisfy them for profit, but, as neither of them has ever had charge of the cash drawer of a manufacturing or business establishment and, not knowing how many items of different kinds and nature are daily paid out, which are as much a part of the cost of the manufactured product as the raw material and price paid for labor, these items are ignored in their calculation. They go along in business and think they are making money until the first inventory is taken, when, to their amazement, they find that they have made little gain or that they have actually lost money. Not knowing how to account for this state of affairs, they imagine all sorts of causes—sometimes suspecting employees of dishonesty, when the true reason is, they did not know the cost of their goods and therefore imagined they were earning a profit.

An investigation follows which reveals the true cause of the trouble. To wit: The supposed profit was based upon an erroneous cost. The question then arises, What is the remedy? The answer—find the way to ascertain the correct cost of your goods, the percentage of expense connected therewith, and be sure you have these two items summed up right before you add the profit you wish to realize. What a reasonable percentage of profit for a successful operation of the business should be, will depend upon the nature of the business, the stability of the goods, and the competition to be met. No criterion can be set for such a percentage. What would be considered a liberal profit in one line of business would be entirely inadequate in another, but no profit can be safely calculated without positive knowledge regarding the cost price of the goods.

It is not within the scope of this article to furnish a formula for the purpose of

ascertaining the cost. Each line of business will require a different method and system according to the character and nature of the respective business.

It is only intended to point out the necessity of the introduction at the beginning of business of a thorough and complete system for the proper calculation of the cost price. An expert accountant familiar with the line of business can construct such a system and it would be advisable for young beginners to adopt the system in use by some successful house in their line, with such modifications as their own business will suggest.

The cost price should include:

The raw material, freight, travelling expenses of buyer, labor, rent of factory premises, insurance on plant, power, light, heat and packing expenses; depreciation of machinery, tools and patterns. In short, every item and outlay which pertains to the factory and is properly a factory charge which no manufacturer can escape or avoid to complete the manufactured article ready for delivery to the purchaser—these items are ascertainable by quantity, weight, measure, time average or percentage.

Expense should be divided into two parts:

(a) Store expense:

This account should include all items of expense which do not add anything to the value of the product but necessarily arise from and are incidental to conducting the business, such as store or office rent, insurance of manufactured stock, taxes, bookkeepers, postage, stationery, credit department expense, etc.

(b) Selling expense:

Composed of salesmen's salaries, commissions, travelling expenses, and advertising.

When the relative percentage of expense to the amount of goods manufactured has been ascertained and due allowance has been made for the same and for discounts allowed to customers and probable losses on bad debts, the business man is in proper position to fix the percentage of profit to be added to his goods in order to realize satisfactory results.

To sum up:

First. Find the correct cost price.

Second. Ascertain percentage of expense to be covered.

Third. Make due provision for loss and shrinkage.

Fourth. Make all the profit you can legitimately secure.—Endorsed and adopted for circulation by the Business Literature Committee of the National Association of Credit men.—The Bookkeeper.

## SHORT-SIGHTED BUSINESS MEN.

By The Philosopher.

NOT long ago a very large manufacturing concern — one of the AaA1 class doing an international business — concluded to install an advertising department, and steps were taken toward employing a capable person to conduct the department, according to Shop Talk. The member of the corporation having the matter in hand was the secretary, a pleasant looking, soft spoken, man. Among others who were invited to call for an interview with this gentleman was a man who, as an advertiser, had won considerable fame. The man called upon the Secretary. The Secretary did not seem to be well acquainted with his caller's reputation. That, however, may not have been his fault.

He asked a few general questions; not the brusque, leading questions that would be put to a man in view of the importance of the proposed position; rather, they were shy, hesitating, unimportant, betraying the official's inexperience with the question of publicity, the value of all sorts of experience, the amount of detail-routine clerical and high calibre brain work demanded of the man who should install such a department, and even of the real worth of such a department to the company.

The Secretary asked the man his price.

The Man: "Six thousand dollars."

"What will you guarantee for six thousand dollars?"

"My best services."

The Secretary laughed. That was impolite. The man politely asked what they had expected to pay—not that he was willing to accept less, but as a lead to reopening the conversation along more business-like discussion and convincing the official of his experience, ability and value.

The Secretary laughed again.

The man said "Good day," and left.

This is an instance wherein, presumably, two good parties failed to connect because of a lack of understanding of common ground, rather, because the official was not the kind of a man to examine candidates or because the man was not sufficiently self-assertive to bulldoze the Secretary into listening to him and weighing his statements.

In this particular case the man in question actually was a person of large experience in this work of organizing and developing departments of publicity, with training embracing nearly every branch of the advertising business, and might

have made a most capable manager of the new department, justifying the six thousand dollars (which, by the way, was but a few dollars more than his current earnings) and eventually warranting a much higher salary.

This is not an isolated case; it is of common occurrence. What if the man did ask more than the company, doubtless, had expected to pay? Why not find out what basis the man had for asking six thousand dollars?

If his reason did not justify it the Secretary then would have been right in refusing further consideration; if his work did justify it then it is assumable that the man was too good a man to decline merely because of a matter of price; it is even presumable that he might have proved the cheapest man for the job.

Perhaps if the man did not know his capacity and was not earning enough—his position, be it remarked, was one of trust and responsibility involving the expenditure of money, but which, for personal reasons, he would have relinquished for this other—and had asked \$25, \$50, or \$60 a week this would have come nearer to the company's estimate and perhaps have gotten the place.

Now the question is did the company want \$1,200 service or \$6,000 service.

If the company could have secured relatively better and cheaper service at \$6,000 than at \$1,200, would it not have been equally ready, barring its secretary's blundering, to take advantage of the opportunity.

Who lost by the contretemps, the man or the company?

Is it worth while to endeavor to ascertain the ability of a candidate for a position, irrespective of wages asked and the amount one expects to pay?

Is it worth while being businesslike?

### THE BUSINESS MAN'S STATIONERY.

Business men are practising false economy when they imagine they can get along without printed stationery, such as letter heads, note heads and envelopes. Of course, they can get along in a sort of a way, just as can a man who wears shabby clothing. But the appearance is much better when neatly printed stationery is used in business correspondence. In fact, it is positively unbusinesslike to be without it, and certainly leaves a rather unfavorable impression on those who

receive communications written on such paper.

Printing really adds but little to the cost of plain stationery and the business man who refuses to add the increased cost is short-sighted indeed, for he loses more than he gains.

### INTEGRITY IN BUSINESS.

Apart altogether from moral considerations it does not pay to be lacking in strict integrity in business. The man who is careless about his habits in this regard; who is willing, when the opportunity presents itself, to take advantage of others by sharp practices, is bound, sooner or later, to win for himself a reputation which will prove not only unenviable, but unprofitable—shutting himself out from sympathy and active help in time of need, and making everyone who deals with him suspicious of his actions and careful that he gets no opportunity for victimizing them.

While sitting in a restaurant the other day, the writer overheard a conversation between two business men which illustrates the point.

"Do you sell Brown, in Brownstown?" asked the younger of the two men.

"No; he wants our goods, but he tried some sharp work with us four or five years ago, and we made Jones our agent in that town. He was not as big a man as Brown then, but he has several agencies in the same way since and now has the larger business of the two. He has not as much capital as Brown, but he has a far better credit."

Another case of the kind was brought before my notice the other day by a young grocer. "I had to do a difficult thing to-day, said he. "A grocer whom we both know wanted \$500 for six months. I had the money and he knew I had it. But three years ago I lent him \$100 for three months, and though he was able to pay me at the time promised he kept me waiting for almost a year. I did not make any fuss then, but I resolved never to run any more risks with him. I had to tell him this, to explain why I would not give him the money. He says he can make \$200 with the \$500 in six months, but cannot get the money. It's hard to shut him out of that chance, but probably the lesson will be worth more than \$200 to him."

A few weeks ago an instance of an altogether different nature illustrates the point almost as well as either of these two. One wholesale merchant called in to see a friend about a customer in the country. "He has been buying for cash with us for some time," explained he, "and now wants an unusually large order on time. How is he?"

"Safe as a rock," answered the friend. "He resolved at the bottom, and has not



much cash yet. But you can depend that he won't buy anything he can't pay for. If he puts in an exceptionally large order it is because he has to fill one of that kind, or because he is sure of a sale for it in some way."

"Thanks; I'll send him the goods."

The goods have already been paid for; much sooner than was anticipated.

Honesty pays; there is sometimes temporary advantage in deception, but in the end it will prove unprofitable.

D.

### CHANGING FROM CREDIT TO CASH.

The following reasons are given by Business as the basis of a letter that might be sent out by a merchant who has decided to adopt the cash system:

January 1 will see an important change at our store.

This is what the change will be:

On and after that date we shall pay spot cash for everything we buy.

Everybody who buys anything from us will be obliged to pay us spot cash for it.

These words "everybody" and "everything" mean exactly what they say—there will be no exceptions made.

These are the reasons why:

If we sell on credit, we must buy on credit.

If we buy on credit, we must lose the discounts cash buyers get.

That means that we must sell the goods for a trifle more than we ought to.

If we buy and sell on credit, it calls for a large amount of expensive book-keeping.

That means that we must sell our goods for another trifle more than we ought to.

If we sell on credit, we are sure to lose a certain amount a year on bad debts.

That means that we must sell our goods for still another trifle more than we ought to.

Under a credit system, we can't snap up the special bargain lots that are always on the market.

We can't buy the sacrifice stock of the man who must have money.

We can't buy closely and turn our stock quickly.

▲ We must buy regular lines of regular goods at regular seasons.

All these things will be different now—in our store.

The change for the better will be immediately seen on every counter, every shelf and every price-tag.

We shall carry more goods, fresher goods, better goods, more stylish goods.

We shall have a lot of money, and we shall divide the saving with you—with the lion's share for you.

### "DO IT NOW'S" FOR THE GROCER.

Written for THE GROCER by G.R.B.

**T**HAT short phrase can be of more importance in the saving of money and trouble in the career of the ordinary business man than the one, "Do It Now?" Is there any merchant who, as he reads this phrase, cannot recall to his memory numerous incidents that occurred where money could have been saved if he had taken the prompt action implied in our subject. I think not. Therefore, it is not out of place for me to give a few suggestions where prompt action could be used to advantage, so that those who read may learn.

If your stock of a certain article is running low and you think it time to order more, don't wait until the last package has been sold and another customer in the store for the same article that must be dismissed with the phrase "Just out." Don't delay until such time, I say, but send your order and "Do It Now."

Some line of goods you purchased may not meet with the approval of your customers, and therefore it remains upon your shelves. You think it time it should be placed upon the bargain table to be turned into ready cash. Don't put off this necessary action until the goods become unsaleable—turn your thoughts into actions and "Do It Now."

When you receive a telephone order don't proceed to wait on the other customers before entering the 'phone order, but "Do It Now."

If your window display has been greeting the eye of the public for the past three months or more, and you think a change would do it good, don't delay; follow up your thoughts and "Do It Now."

When a customer in haste gives you an order at the door, don't trust to your memory to remind you of that order at your leisure, but make a memo of it, and "Do It Now."

If a shipment of goods arrives, don't leave the checking of weights and numbers of parcels until to-morrow, but "Do It Now." Short weights and breakages must have immediate attention if allowances are desired.

If you advertise in the daily newspaper to obtain best results, change your advertisement every day. Don't let the same copy appear from day to day until several weeks are past. Consider the possibilities of extra business from changing an advertisement and "Do It Now."

If a draft from your wholesaler is presented, don't think it nerve on his part, asking for your acceptance; but if you can possibly fulfil the requirements of the draft, accept it, and "Do It Now."

If a note soon falls due for which you

haven't sufficient funds on hand at present to meet its requirements, don't delay making preparations to fulfil your obligations. Make a start to collect some of the outstanding accounts, and "Do It Now."

If your delivery system fails to get customers' goods to their homes at the promised time, which causes customers to complain, don't wait until your complaining customers are dealing at the place across the way before making the necessary change, but "Do It Now."

Don't let unscrupulous travellers, by holding out tempting offers, persuade you to overload yourself with slow selling merchandise. The chief evil arising from overstocking, financial embarrassment, may, perchance, overtake you. Make up your mind once and for all that you will only buy in quantities to suit your trade, and "Do It Now."

To make a success of your business don't know too many of your neighbors' business methods; for, in condemning these to your customers, you but give your neighbor a free advertisement. Make up your mind to know only your own business, and "Do It Now."

### SHOP MOTTOES.

- To look is to buy.
- Superiority in values.
- All that is fit and fair.
- A store that improves.
- Bargains that are vocal.
- Our object is to satisfy.
- Prices that move goods.
- You see it in the quality.
- Money makes money here.
- Breezy prices in our sales.
- Little prices and big values.
- Money-making for you, too.
- Trust us to save you money.
- It spells satisfaction to you.
- A visit from the price-cutter.
- A world exposition of things.
- Prices that please purchasers.
- Things you can't do without.
- We start and stay at the top.
- Bargains to rest a tired purse.
- You are the one to be pleased.
- Your pocketbook will stand it.
- Goods that gravitate your way.
- Varieties that will astonish you.
- Expand your money at this store.
- This is worth more at the price.
- If you see it here, it's all right.
- A blooming garden of bargains.
- Prices were badly cut last night.
- New things will come to-morrow.
- Goods that go, and are all the go.
- You will go farther and save less.
- A half hour spent is money saved.
- Quality and economy are blended.
- No department vacant, or missing.
- One day will not reveal everything.
- Samples of all sorts for the asking.
- This is high quality at a low price.
- Purity and perfection in foodstuffs.

Established 1894.

Telephone Main 2491.

# EGGS, BUTTER and POULTRY

Our Specialties.

THE  
**J. A. McLEAN PRODUCE CO.,**  
LIMITED.  
75-77 Colborne Street,

We buy or receive on Commission.  
Consignments and  
Correspondence solicited.

Toronto.

## Satisfaction for the Purchaser and Good Profit for the Dealer

RESULT FROM SELLING

## WETHEY'S CONDENSED MINCE MEAT

Those lady customers who pride themselves upon being good cooks will be particularly well pleased with my Mince Meat—as it proves of great assistance in helping them make their pies as **DAINTY, TASTY, DELICIOUS,** as could be desired. All wholesalers handle it.

MANUFACTURED BY

**J. H. WETHEY,**ST. CATHARINES,  
ONT.

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Handsome 1-lb. Packets.

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(Signed)

ARTHUR HILL HASSALL, M.D., London, England.

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**COGNAC,**

**FINE BRANDIES.**

**HUDON, HEBERT & CIE.,**

Sole Agents  
for Canada,

**MONTREAL.**

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We take pleasure in introducing to the Grocery Trade of Canada an old and reliable article in a new and attractive shape.

Brunner, Mond & Co.'s Super Carb. Soda, which has had the entire confidence of the Canadian trade for 15 years, now appears in packet form under the trade name of

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Brand  
Soda**



*To meet office  
28-11-01*

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For  
Baking.**

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**Because** your customers are going to be told all about its excellent baking qualities through every leading paper in Canada, and they will ask for it and accept nothing else.

**Because** it gives you a handsome profit—a case of 120 packets, which retails at 5c. each, costs you \$3.00.

**Because** the "Empire" spirit is strong in the heart of every Canadian woman, and this is the only British article of the kind on the market.

**WINN & HOLLAND,**  
**MONTREAL**

— Sole Agents for Canada.



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**JOHN BAYNE MacLEAN,**  
**Montreal.**

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**MONTREAL AND TORONTO, OCTOBER 25, 1901.**

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### THE CHEESE MARKET.

**C**HEESE has reverted to 8¾ to 9c. for Quebec and 9¼ to 9½c. for Western Septembers on the Montreal wharf, but even at the low price the market shows but little activity.

To date this season we have shipped 1,859,444 boxes, against 2,161,152 boxes last year, a decline of 301,708 boxes on the season's shipments. This decrease has been noticeable for some months, but exporters have been trying to find solace in the thought that the Englishman must be refusing to speculate, that stocks in England must be light, that the demand must come in time, that prices must advance, that everything would be lovely in the sweet by-and-by. Now comes the startling intelligence that stocks in England are at least as heavy as last year. Stocks in Liverpool on October 1 were 104,000 boxes, against 85,000 on the same date last year and 53,000 boxes two years ago. London and Bristol also are pretty well loaded up. Stocks in Montreal amount to at least 400,000 boxes, and probably 500,000 boxes, which, even for this time of the year, are heavy. There are considerable goods of June and July make still in the market, and September make is only beginning to move. Add to these facts the other that the weather in England is, unlike last fall, favorable to a heavy pack, and the outlook is scarcely promising.

Yet, those best informed have faith in the future of the market. One condition that leads them to think thus is the relative low price of cheese this year as compared with last. If the English retailer puts his price down in proportion, the consumption ought to increase. But will he? Can he sell at 5d. per lb.? Another important point to note is the fact that a great many cheese factories are turning to the manufacture of butter. At the present high price of butter the farmer can make 15c. per 100 lb. more on his milk by giving it to the butter factory than by having it made into cheese. It is said that all Quebec is going into butter, while some large factories in Ontario have also changed over to the other side of the dairy business. This must cause an appreciable

diminution in the fall make, amounting at least to 100,000 boxes. Yet the English importer refuses to nibble.

It is thus very difficult to presage the future course of values. It is difficult to see how they can go lower, while some think that if a man of nerve came into the market and bought 40,000 or 50,000 boxes he would bolster up prices in two days. But a boom was tried some weeks ago and failed. Taking it all in all, the situation is so mixed that dealers do not know "where they are at." The various influences at work cannot be calculated.

### SATISFACTORY EGG MARKET.

**C**ANADIAN eggs are meeting with phenomenal success in England this fall. To date, this season has shown a falling-off in our shipments, but if the outlook counts for anything this decrease will shortly be converted into an increase. Last week's shipments were considerably above those of the corresponding week last year.

At the opening of the pickled egg season a few weeks ago, contracts were entered into at 6s. 8d. to 6s. 10d. But there were firms more optimistic who had faith in higher prices and to-day they are getting 7s. c. i. f. for their goods. Seldom, if ever, have the Canadian pickled eggs turned out better than they are this year, as we pointed out a few weeks ago. They are strong in price and in good condition, and the good quality is having its influence upon the British market.

The condition is in striking contrast to that of last year, when the eggs were put into the vats under trying circumstances. This spring was cool and probably that fact, more than any other, accounts for the satisfactory results.

Fresh eggs are now in better request in England, the last sales reported being at 8s. 2d. c. i. f.

### SCARCITY OF FISH.

**S**PEAKING to THE CANADIAN GROCER this week, an experienced dealer in fish gave it as his opinion that during the last 25 years sea fish, such as cod and herring, had never been as scarce as they are this year. During the past two months it has been very difficult to obtain supplies, and the lowest price for No. 1 green cod now is \$5.25 per bbl., and for No. 1 Nova Scotia herrings, \$5.50 per bbl. These are fish dealers' prices, and wholesale dealers ask \$1 per bbl. more.

It seems reasonably certain that this scarcity cannot be relieved during the coming season, and dealers can prepare to pay big prices. The consumption, however, will likely be checked by these high prices, particularly when frozen smelts, pickerel and other fresh Manitoba fish begin to arrive. The same dealer whom we have quoted above ventured the statement that the public will not buy cod or herring when they go higher than \$7 per bbl., if a substitute can be procured.

It has been pointed out during the past week that Montreal harbor has seen a complete change in the matter of herring importations. Not many years ago the port would be teeming with 30,000 or 40,000 barrels of Nova Scotia, Cape Breton and Labrador herring, representing about \$200,000, while to-day scarcely a few hundred barrels can be seen. This week one shipper got in a big shipment, amounting to two cars. The famous Labrador herring used to be distributed from this centre to Chicago, Milwaukee and St. Paul. All this trade, and that done in flour and cereals by the ships on their return trips, has been swept away on account of the failure of the fish catch on the Labrador, Newfoundland and Nova Scotia coasts.

### CEYLON AND INDIAN GREEN TEAS IN CANADA,

THE business that is being done in Canada just now in Indian and Ceylon green teas is not satisfactory. The package tea houses are steadily taking them, but very few transactions are reported on wholesale account.

There is an inquiry for them from the wholesale houses and some samples are being shown, but the difficulty is in regard to price.

During the summer months the quantity of Ceylon greens consigned to this market was rather larger than the requirements demanded. The result was, as it always inevitably is, that sales were made at prices that were anything but remunerative. Now, when those in the trade are open to buy, they want to do so at the old figures, which the holders declare they cannot afford to accept. The difference in the views of buyers and sellers is from 2 to 3c. per lb.

Judging from the private advices from Colombo, to which we have recently had access, the growers there are anything but satisfied with the prices they have received.

One of the largest firms in Colombo writes its representative in Toronto that the prices at which he has been selling green teas are lower by  $\frac{3}{4}$  to 1d. than can be got at the auctions in Colombo for black teas from the same gardens. The firm in question declares that unless buyers in Canada increase their limits or the Ceylon Government increases the bonus, which is 80-100 of 1d. per lb., the growers will have to stop making green tea.

It is, no doubt, most discouraging to sell tea at a loss: but we cannot but think that those engaged in making green teas in Ceylon are disposed to evince discouragement rather early in the campaign.

The position that black teas of Ceylon and Indian growth occupy in the world to-day was obtained only after the expenditure of much effort, time and money. It may not require as much effort, time and money to introduce and establish upon the market the green description as it did the black, simply because India and Ceylon are now well known as tea-producing countries. But the growers and dealers in India and Ceylon cannot expect that they are going to accomplish with green tea in a few months what has taken them several years to accomplish in regard to black teas.

### NEW MEDITERRANEAN FRUITS.

THE S.S. Escalona, from Patras and Denia, with the first direct shipment of 1901 Mediterranean dried fruit, arrived in Montreal last Saturday with a cargo of 58,394 packages of raisins and 17,560 packages of currants.

The fruit has opened out fresh and plump, rather small, perhaps, yet free from any of the defects that ruined last year's trade.

In this respect Canadian importers have learned a lesson; they will buy no more cheap fruits. Last year, when prices were high, a cry went up for the lowest priced goods, the result was, and still is, wholesalers have a considerable quantity of candied raisins on their hands. One firm is disposing of Morand's last year's fine off stalk, kept in cold storage all summer, at \$1 per 28-lb. box. This is the highest price now ruling on 1900 raisins.

So dealers have come to the conclusion that the only safe course to pursue at such a distance from the scene of operations is to buy only from reputable houses, and of these only the best

brands. In consequence there is, as a general rule, good fruit landing this year.

We notice another tendency, to get goods here early. In former years importers have found it profitable to bring the bulk of their shipments by the second direct vessel, but last year they got a surfeit of this policy. The late arrival of the goods caused an endless amount of trouble and annoyance, particularly where contracts were made for shipment by boat, and the goods were not in retailers' hands early enough in the holiday period. To insure delivery in open navigation and to have the consumption commence early, some wholesalers have brought the bulk of their importations by the S.S. Escalona.

This year the market did not show much difference in the prices of the two cargoes. The bulk of the orders were placed about 16s. 6d., which will allow the wholesalers to sell the standard brands of finest off-stalk Valencias out-of-stock at  $5\frac{1}{4}$  to  $5\frac{1}{2}$ c. Since the Bellona, the second vessel, has sailed the market has declined to 15s. for best and 13s. 6d. to 14s. for inferior brands. Currants are steady.

### HOW AN INJUSTICE IS DONE TO CANADA.

M R. J. G. COLMER, secretary to the High Commissioner in London, has done Canada a good service in calling attention to the erroneous figures that were being circulated by a London firm regarding the imports of Canadian dressed beef into Great Britain.

The actual exports of dressed beef of Canadian production to Great Britain during the fiscal year ending June 30, 1901, were 8,819,213 lb. valued at \$725,737, against 2,548,653 lb. valued at \$203,339 the previous year. According to the figures issued by the London firm, instead of an increase there was an enormous decrease, which the firm, when written to by Mr. Colmer, said had been taken from the British returns.

It turns out that the discrepancy between the Canadian and British figures was due to the old practice which obtains in Great Britain of crediting to the United States the products of Canada which are exported to the Mother Country via United States ports.

It is time the Dominion Government took the matter up and brought strong pressure to bear upon the Imperial authorities to have the present system of tabulating imports so amended as shall enable the imports of Canadian products to appear in the returns in their proper quantity and at their proper value.

### THE REJECTED CANNED BEEF.

We have been given to understand that the Canadian Department of Agriculture has cabled to South Africa asking for the return of a few cases of the shipment of Canadian canned beef which was rejected by the War Office as being unfit for human food.

The firm that put up the meat challenges the report of the War Office, and it is understood that the chemists who examined the goods before they were shipped practically do the same thing.

On this side of the Atlantic the reputation of Canadian canned beef stands high, the home market being largely supplied thereby, and it is important that the matter should be thoroughly investigated.



# THE UNION OF CANADA AND NEWFOUNDLAND.

Viewed as a Business Proposition.



WHEN in 1869, Newfoundland by the vote of its people refused to come into the Confederation which two years before had given the Dominion of Canada birth, Sir John Macdonald, the then Premier of the young Commonwealth wrote the Governor-General of Canada that "the acquisition of the Island is of little importance to Canada \* \* \* We can wait therefore with patience for the inevitable reaction that must take place in a year or two."

Not only have the two years passed but nearly 30 besides, and still the Island which does sentinel duty at the entrance to Canada's great inland waterway is outside the pale of Confederation.

## CANADA NOT AN ARDENT WOOER.

Because she is a colony separate and distinct from us, it does not follow that no attempt has been made to woo and win her. But the Dominion was never an ardent wooer. There was a desire, born perhaps of a little pride, to give Confederation that completeness which it was the ambition of its fathers to see; but, like Sir John Macdonald, most people considered that "the acquisition of the Island was of little importance to Canada." But while we were ignorant of the importance and the possibilities of Newfoundland, the latter was undoubtedly prejudiced against the Dominion. Among the ignorant portions of her population unscrupulous politicians circulated the rumor that Canada wanted to possess Newfoundland in order that she might use infant Newfoundlanders as

## WADS FOR CANNON.

And what is strange, among a good many it found credence. Under such conditions, voluntary union was not possible. And our experience with Nova Scotia had set the seal against a union of any other description.

But the clouds of ignorance and the evils of prejudice are passing away. And those who in both colonies persisted that union was inevitable, even when others declared that Newfoundland had chosen "perpetual celibacy," are not unlikely to see the desire of their hearts and be satisfied.

## UNION DESIGNED BY NATURE.

The two countries were never designed by nature to each go down through time

separate political entities. Remembering that Labrador is a part of the political Newfoundland, it is no geographical blunder to say that the Dominion and Newfoundland are now only divided by an invisible boundary line, while as members of the British Empire the two are one.

## SENTIMENT AND BUSINESS.

But sentiment is not everything, especially in these days when the spirit of commercialism is becoming a greater force in the world than the desire for national aggrandizement. And while sentiment is a pleasant prospect on which to dwell, and a quality that neither cannot be nor should be eliminated in this matter of union between Canada and Newfoundland, it is just as well that we should consider it from a business standpoint; for it will be from such a standpoint that the success of the union will in future be judged should it ever be consummated.

## THE ATTEMPT OF 1895.

When we consider the question of union from a business standpoint we naturally

Canada and Newfoundland. At that time the Island was in severe financial straits. If ever a country appeared to be on the verge of financial ruin it was Newfoundland. On May 16, 1895, the papers, defining upon what condition Newfoundland was willing to confederate with the Dominion, were laid upon the table of the House of Commons.

Briefly, Newfoundland asked Canada to assume its debt of \$15,000,000, which included the railway obligation, and an annual subsidy of \$650,000. Canada, as represented by the administration of Sir Mackenzie Bowell, offered to assume \$10,350,000 of indebtedness and to grant \$6,000 per mile to the railway that was at that time in process of construction across the Island. As this \$6,000 per mile would have meant an expenditure on that account of \$1,692,000, it follows that Canada was willing to assume a charge of \$12,042,000 or a little less than \$3,000,000 below the sum stipulated by Newfoundland. In regard to the annual subsidy there was a difference of \$150,000, the amount the



St. John's, Newfoundland, and its Land-Locked Harbor.

think of a partnership; and in the further process of reasoning one is led to consider what is to be gained by such a partnership. A business transaction is only satisfactory in as far as it results in profit to those party to it.

## THE CONDITIONS OF 1895.

It is six years since the last attempt was made to bring about a union between

Canadian Government was willing to give being \$500,000. With Newfoundland in the financial condition it was, it was thought by many that it valued itself at too high a figure. But those who have carefully studied the subject, particularly in the light of to-day, not only realize that the price was not unreasonable but that it was a better figure than we can ever again expect



to have submitted to us in any future negotiations that may be undertaken.

#### BUNGLED NEGOTIATIONS.

We considered then, and we have had no occasion since to change our mind, that the Bowell Administration never entered into the consideration of question of union with Newfoundland with energy and an ambitious desire to bring it about, while it certainly did not conduct the negotiations in a business-like way. No doubt the serious dissensions that were brewing in the Cabinet, and that shortly after resulted in the famous bolt of its seven members, incapacitated the Government from grappling with the Newfoundland or any other question in a proper manner. But that is only an explanation of, not a justification for, the manner in which the negotiations of 1895 were bungled.

VIEWED FROM A BUSINESS STANDPOINT, the union of Canada and Newfoundland is a consummation devoutly to be desired. Newfoundland is, by no means, the barren country it was up to even a recent period thought to be. And its industrial features are not confined to its fisheries. Its seal and cod fisheries are still, of course, its principal industries, but it is now recognized that its possibilities in such industries as mining, lumbering and pulp making are most promising. The prominence which it has within the last few years gained in regard to its Bell Isle iron ores is, of course, well-known. Not only are these ores practically unlimited in quantity, but they are the most easily and cheaply mined of any iron ores in the world. In fact, it is the very low cost at which they can be laid down that gives Sydney the advantage which it doubtless possesses over Pittsburg and other iron and steel centres on this continent.

#### NEWFOUNDLAND'S RAILWAY.

The railway, which was not finished when Canada and Newfoundland last entered into negotiations for union, is now in operation across the Island, connecting at Port Aux Basques with an excellent tri-weekly steamship service plying between that point and the railway system of Canada. The railway is now an asset of the Island, the ownership having, through a recent agreement, again reverted to the Government, and with it 3,000,000 acres of land and the ownership of the colonial telegraphs.

#### NEWFOUNDLAND'S TRADE.

Although the population of Newfoundland is only about 210,000, its aggregate foreign trade last year was \$16,000,000, of which \$8,597,414 were exports and \$7,497,147 imports. The revenue was \$2,050,000.

Taking our own official returns as the basis, less than 2 per cent. of Newfound-

land's aggregate trade was with Canada. Does anyone mean to say that with two countries, one politically and commercially, that this proportion would not soon rapidly increase? Our exports to are a great deal larger than our imports from Newfoundland, being, in 1900, \$2,144,070 and \$660,678 respectively. Our chief exports to Newfoundland during 1899 and 1900 were as follows:

#### CANADA'S CHIEF EXPORTS TO NEWFOUNDLAND.

|                                                | 1899.    | 1900.    |
|------------------------------------------------|----------|----------|
| Animals .....                                  | \$92,560 | \$98,438 |
| Grain .....                                    | 74,830   | 89,145   |
| Flour .....                                    | 730,692  | 820,951  |
| Coal .....                                     | 181,790  | 249,510  |
| Cordage .....                                  | 11,685   | 13,685   |
| Drugs, dyes, etc.....                          | 19,314   | 26,002   |
| Fruits .....                                   | 24,298   | 33,097   |
| Gunpowder, etc.....                            | 11,561   | 10,542   |
| Gutta percha, etc.....                         | 18,617   | 16,616   |
| Sole and upper leather .....                   | 57,203   | 83,928   |
| Boots and shoes .....                          | 37,864   | 20,343   |
| Metals and minerals, and manufactures of ..... | 105,322  | 161,656  |
| Provisions and meats .....                     | 131,700  | 140,152  |



HON. ROBERT BOND,  
Premier of Newfoundland.

|                              |        |        |
|------------------------------|--------|--------|
| Salt .....                   | 9,979  | 15,537 |
| Tea .....                    | 17,869 | 14,753 |
| Tobacco .....                | 14,677 | 14,114 |
| Furniture .....              | 23,470 | 26,523 |
| Woods of various kinds.....  | 27,772 | 52,399 |
| Wool and manufactures of ... | 15,871 | 15,152 |

#### THE DEBT QUESTION.

To take over Newfoundland would mean an increase in our public debt. But so did the taking over of the several Provinces at Confederation. Had Newfoundland entered the Dominion then we would have had to assume its debt. But Newfoundland is certainly more to be desired now than then, and Canada is certainly in a better position to assume the Island's liabilities now than she was then. The little Customs revenue that Canada would lose through Newfoundland's coming into the Confederation would be practically nil. Nearly all the merchandise we import from Newfoundland comes in under the free list. Last year, for example, the dutiable imports were only

\$12,303, on which the duty collected was \$2,740. On the other hand the revenue of Newfoundland, which last year amounted to \$2,000,000, would accrue to Canada.

#### THE FRENCH SHORE DIFFICULTY.

If one can judge from the interviews and the editorials which have recently appeared in the daily press nine-tenths of the people of this country are in favor of Confederation with Newfoundland, but quite a number only favor this after the French shore difficulty has been settled. This we cannot consider any other than a narrow proposition. While we do not believe that the difficulty will ever result in a resort to arms by the two great powers concerned, as long as it is unsettled there is always the possibilities of such an unfortunate eventuality. Consequently, Canada should be almost as much concerned as Newfoundland herself in the settlement of the question, for the Dominion would possibly suffer just as much from a resort to arms as the Island itself. With the question a Canadian one, it is the general opinion, particularly among journalists in Great Britain, that a solution of it would soon be found. There is therefore nothing for Canada to gain from a policy of drift, and it is short-sighted of us to think otherwise. The French shore difficulty is becoming less and less formidable. The St. John's correspondent of The London Financial Daily News in a recent article said: "For the past 20 years the French have been losing their hold on our western seaboard. The number of their stations have declined very rapidly from almost 100 to less than 20. At the present moment, including both cod and lobster locations, they maintain only 16 stations on the whole 800 miles of coast where they exercise fishing rights."

From the standpoint of practical politics, and from the standpoint of business commonsense, the Confederation of Canada and Newfoundland is to be desired. And it is gratifying to see that the people of both colonies are recognizing that such a consummation would be best for both.

W. L. E.

#### INTO LARGER PREMISES.

McBride & Stronach, wholesale fruit and produce commission merchants, Toronto, have recently moved into more commodious premises at 23 Church street, in order to accommodate their increasing business. The firm are prepared to buy and sell on commission. fruit, butter, eggs, poultry, potatoes and all kinds of produce. They aim to realize the best price possible for their patrons and to make prompt returns. Such business methods should secure them a liberal share of patronage.



# A Royal Tea

**The Duke and Duchess of Cornwall and York used  
"Red Rose" Tea during their visit in St. John.**

The selection of "Red Rose" Tea by those in authority to be served to their Royal guests is good proof of the high standing this brand has attained.

*In the Maritime Provinces* "Red Rose" Tea is accepted as a standard by which other teas are judged, and enjoys a much larger sale than has ever before been attained by any other brand.

*In Ontario, Quebec and Newfoundland* the sales are already assuming large proportions, although it has only recently been introduced in these Provinces.

*In Manitoba and the Northwest Territories* business is just being started, but I am quite confident that the people there will appreciate **good tea** just as much as they do in the East.

I claim for "Red Rose" that it is "good tea." The kind of tea that most people like best. The kind of tea that helps increase a grocer's business.

It is composed of Ceylon and Indian Teas, and is packed in six grades to retail at 25c., 30c., 35c., 40c., 50c., and 60c. per lb.—1 and  $\frac{1}{2}$ -lb. packets.

Each grade is put up either Black, Mixed or Ceylon Green.

---

## T. H. Estabrooks

Tea Importer and Blender

— St. John, N.B.

**Tillson's Mills**

**Solid  
on the  
Top  
Round**

We didn't go up in a balloon to the top, half a century of hard-won merit placed us there—and we will stay if high-class goods and courteous treatment will keep us secure. We cater to the trade whose customers demand the very best breakfast cereals.

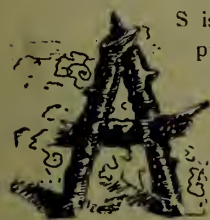
**THE TILLSON COMPANY, Limited**  
**Tilsonburg, Ont.**



# Flour, Breakfast Foods and Feed.

*Hints For Those Who Handle Them.*

## FLOUR AND CEREAL FOODS IN THE RETAIL STORE.



It is true with regard to practically every staple line handled by the retail grocer, flour and feed prove particularly good lines to the dealers who buy them most shrewdly, handle them properly and sell them to best advantage. The principal factor in a good flour and feed trade seems to be skilled buying, but this is followed up by the best retailers by care in handling and energy in selling. A member of the staff of THE CANADIAN GROCER interviewed several Toronto retailers on the matter the other day. The opinions given are worth reading.

### NOT WHAT IT USED TO BE.

"The flour trade is not what it used to be," said James Knowles, who has carried on a flour and feed business on Yonge street for over quarter of a century. "There was a time when we could depend on flour keeping for some time in the summer, but we cannot now. Manitoba wheat flour might last a month, but other kinds should not be kept more than two weeks. The trouble is, I think, that moths have gotten into the mills and cannot be got rid of.

"Years ago we bought flour in barrels. Now I only get it in bags, which are not only more convenient to me but more satisfactory to my customers than were the barrels. I only get certain brands and keep these in stock all the time. I only buy as I need, sometimes every week, sometimes not so frequently."

"Do you have any trouble with rats or mice?"

"No. I have two good cats."

"Is there much change in the breakfast food trade?"

"Yes. The introduction of so many new kinds of package goods has created a demand which we knew nothing of years ago, though the trade in bulk breakfast foods is still good. I do not handle every line of the new goods; only those which have proved to be popular."

### THE VALUE OF CONSISTENCY.

"The best way to buy flour is to get a good line and to depend on it; to believe in it, and to make your customers believe in it," said D. J. Kelly, of Kelly Bros., Queen street east. "By having a line, including about half-a-dozen brands, which can be depended on, one may expect to give satisfaction to their customers; and that is what you must do to build up a trade in

any line. We get all our flour, with the exception of one brand, from one house. They not only guarantee its quality but protect us in the matter of price. If they anticipate an advance they notify us, and we make a contract, to have it delivered as we need it. If prices jump suddenly and we send in our order at once we are allowed half the advance. This is good for us in every way, and, as we sell a large amount of flour and sell theirs almost exclusively, it is, I should judge, good for them.

"We keep it upstairs in a room in which there is nothing else that could possibly taint it or affect its quality in any way. Most of it we keep in the centre of the room. The rest is on stands high enough for a cat to get a good chance after a mouse.

"We have an excellent trade in flour, not because we cut prices, but because we have convinced our customers they can depend on our qualities."

### BUY ACCORDING TO MARKET.

"The best way to buy flour," said D. Bell, Yonge street, "is to watch the market closely and buy according to conditions. The travellers tell us when an advance is probable, and I have my own opinions. When I think the market is so low that buying ahead is safe, and may prove profitable, I place a big order. When the market is high and not likely to go higher, my orders are based according to my immediate requirements.

"I get five brands and stand by them exclusively. They have proven satisfactory to my customers, so I will keep them as long as their quality is as good as it now is.

"Care should be given to the

### STORAGE AND HANDLING

of flour. Like butter, it draws taste from other goods, so must be kept apart from anything that might affect it. I keep it on tables in my storeroom. Being on tables, it is also free from mice or rats.

"As to selling, I treat it as I do other staples. It is well to push it once in a while. I am now distributing a few samples of high-grade flour in miniature barrels, which the makers of one of my brands have supplied me with. Once in a while it is well to make a good display of flour, either in the window, or in the interior of the store."

### NEVER SPECULATE IN FLOUR.

"We never speculate in flour; never buy in anticipation of an advance," said Mr. A. Moyer, of M. Moyer & Son, Spadina avenue. We buy as we need it, in four sizes of

bags, stones, halves, quarters and eighths. We have two brands as leaders and a couple of others for those who want something different from them. We keep them, as you see, on our back counter. They thus help to advertise themselves and require very little pushing. We have not any special trade in flour, but supply practically all our family customers with it. We treat it as a staple line in every way.

"Breakfast foods are a good line, and the demand for them is constantly growing.

### LOOKS FOR A PROFIT.

"My idea in buying flour is to get the smallest quantity so as to insure freshness and to get it at the lowest possible price. Sometimes I only buy a small quantity; at other times I make a contract for a large order, and sometimes I join a group of buyers to get close prices.

"I stick to three or four brands. These are sufficient to satisfy all my trade, and, as they are fully satisfied and I keep their trade, I am content as long as I make a profit for myself

"I keep both bulk and package breakfast foods. There is sometimes a complaint re freshness and of hulls in oats regarding bulk goods, but enough of my customers want them to make it advisable for me to keep it in the bulk state. But the demand for package goods is growing, and I keep these prominently before my customers."

### KEEP A DOZEN BRANDS IN STOCK.

"We have found it advisable to keep a dozen brands in stock," said Mr. R. Brown, of Brown Bros., Queen street west. There is quite a difference of opinion as to what is the best flour, as is the case in regard to other goods. But with a dozen brands we are able to please practically everybody. We buy according to the market. When we expect an advance we place an order to cover the period we think prices will be maintained; but we take great care not to buy too much, so that we will not be stuck if a big reaction follows the advance.

"Flour should be kept high and dry—safe from mice and from the possibility of taint. We keep ours on a specially prepared shelf in our storehouse fully four feet above the floor.

"Yes; we push it. At this time of year, when baking is popular among the women, we display it, both in our windows and on our counters. It is a staple line, but, like every other staple line, it should be brought to the front once in a while."

### MAKES A PRIVATE BRAND HIS LEADER.

"My favorite brand of flour," said John Butcher, Queen street west, "is one which



bears my own name, and is recognized as a specialty of this store. I have other brands, of course, but this is my leader. I call it the "Aylmer," and have called it by that name for twenty-eight years. My method of buying is to make a yearly contract at a favorable time of year. By making such a contract, which you can depend upon to be a large one, I get the closest possible prices.

"We keep our stock either on high counters or in the centre of the room devoted to its storage. We are not afraid of mice or rats for we have five of the best cats in Toronto. But it is best to keep flour by itself in a clean, dry place.

"Package foods are so steadily growing in popularity that we keep practically everything on the market. We have never demonstrated ourselves, but the "Shredded Wheat" people have demonstrated their goods in our stores. This undoubtedly increased our sales of that line. I buy breakfast foods in large quantities if necessary, but small quantities if possible, so that I get the closest prices going. We push them continually, every clerk must know the good qualities or characteristics of each line and be ready to recommend them to customers. Bulk breakfast foods are easy to handle in the winter, but in the summer one must be very careful about freshness. We often buy twice a week to be on the safe side."

#### NEW FLOUR MILL IN HAMILTON.

One of the recent additions to the milling industry in Hamilton, Ont., the "Ambitious City," is Bennett Bros.' flour mill, the Hamilton Roller Flour Mill, which has been fitted with the most up-to-date milling machinery obtainable, and has a capacity of 100 barrels every 12 hours. Five brands are made, namely: "Gold Seal," "Cook's Pride," "Ocean Wave," "Our Crown" and "Bakers." These brands have proven of such practical value that Bennett Bros. are already compelled to keep their mill running both night and day. The five brands would make an excellent range for any grocer.

#### QUALITY IN OATMEAL.

Through the advantage of being situated in one of the best oat-growing sections of Canada and the adoption of the most up-to-date methods, John Sutherland, London, Ont., has succeeded in acquiring an enviable reputation for the quality of the oatmeal, rolled oats, split peas and pot barley turned out by his mills. This reputation has extended beyond Ontario, until now Mr. Sutherland finds an excellent demand for his products in the Lower Provinces, and is doing a steadily-growing export trade. The wide market keeps the London oatmeal mills, which have a capacity of 80 barrels per day, in constant operation.

#### THE FOLLY OF PRICE-CUTTING.

**A**N interesting communication in regard to the folly of price-cutting appeared in a recent issue of The American Miller. From it we take the following: "It is the price-cutter that is the bane of flour milling. The attempt to increase the consumption of flour or bread by cutting into his brother miller's trade at a price that will not pay for the wheat is what has put too many mills on the market at one-half to one-fourth their original cost. Look at other lines of trade to-day. See the great business they are doing, and all at a large profit. Take a leaf out of their book. Take a leaf out of the book of the two handlers of this wheat crop named above, and then compare it with the miller's profit on the largely increased capital invested in his plant. It will be conceded that flour milling as a business for the investment of capital, in comparison to other manufacturing lines, has no claims on a basis of profit. It is the price-cutter to whom most of this must be charged.

"When a price cutter, in order to steal his brother miller's trade, sells flour below cost, he becomes a party to the most foolish, unnecessary and unbusinesslike proceeding that could possibly be indulged in. The consumer neither knows nor cares whether the flour miller gives his product away or not. He demands of him an article of flour of high quality, which he is willing to pay for.

"And now we come to the effect that this price-cutting has had on the operative miller. Unless there is a good profit in any business its employees will suffer with low wages. There is just where the trade of miller is to-day. The work that a miller does in a small or medium-sized mill at the wages now commonly paid has no parallel in any other trade. And the same can be said of the whole operating milling fraternity, as, while the millers in large mills do not have the small millers' work to do, their 12 hours per day and every other Sunday, at the wages per hour now being paid, do not compare favorably with those of other trades.

"If flour is sold minus a profit, the best efforts of the operative miller, with all of his machinery and complex systems, his skill, his years of experience, his technical knowledge, his means of increasing his education, testing his flour to sample by baking and chemical tests, will all come to naught. There will be no harvest for him during this greatest harvest year unless the price-cutter is cut out."

#### PATENTED FOODS.

England has almost as many health foods on the market as this country, and some of the meals and breads are patented. Millers who have witnessed the public craze for something new in the cereal line and the willingness to pay several prices for any-

thing with large pretensions and a novel name will understand the feelings of the British bakers toward these patented breads. One of them advertises as follows: "Try our Brown Bread. No Patent, but God's pure product made from the finest, decorticated wheat." And it is quite likely that his bread is just as good as the stuff protected by a patent.—American Miller.

#### BUCKWHEAT AND RYE FLOUR.

By making a specialty of the business and by the installation of a plant particularly adapted to the work, Quance Bros., Delhi, Ont., have acquired an enviable reputation and a steadily-growing trade in buckwheat and rye flour. They have lately made extensions that make further development of their business not only possible but assured.

#### HAVE IMPROVED THEIR MILL.

The Seaforth Milling Co., Seaforth, Ont., have again started running their mill after being closed down for the past few months making repairs. The mill has had a thorough overhauling from top to bottom, and is now one of the best equipped plants in the Province of Ontario, having all the latest and most improved machinery. The company are looking forward to big things this coming year, as the wheat in this section is exceptionally good this season. With such excellent wheat and new machinery this company should find a steadily increasing demand for their flour.

#### THE DEMAND FOR HEALTH FOODS.

**T**HE past five or six years have witnessed a surprising impetus to the study of the effects of foods on health. Not only have the medical profession and devotees of domestic science shown special regard to the matter in recent years, but the general public have come to look upon it as a problem of vital interest to them, and have spent much time and thought in the study.

Possibly one of the chief factors in directing such general attention in this direction has been the advent of whole wheat flour and of shredded wheat biscuits.

The chief virtue claimed by their originators for shredded wheat biscuits is that they are "naturally organized" foods, and that they make possible "natural" conditions.

As the natural condition of the human body is a healthy, vigorous state, and as it has been amply proved that this unique food does contribute very largely to sound, vigorous health, the "natural" result has been a surprising development of the demand for shredded wheat biscuits in both urban and rural districts.

Practically everybody has tried these biscuits, and the demand for them has led to the establishment at Niagara Falls, N.Y., of one of the largest and finest food works



# John MacKay QUANCE BROS.

**BOWMANVILLE,  
ONTARIO.**

MILLERS,

**DELHI**

ONTARIO, CANADA.



MANUFACTURER OF

POT AND  
PEARL BARLEY,

BUCKWHEAT  
FLOUR,

SPLIT  
PEAS.

**FEED IN CAR LOTS.**

Popular Brands.

Brands:

*White Swan*  
*Maydew*  
*Moss Rose*  
*Middleton*

Choice  
Roller  
Process

**Buckwheat Flour**

WIRE FOR PRICES.

Rye Flour  
Graham Flour

MONKLAND MILLS.

FERGUS ELEVATOR.

BROOMFIELD MILLS.

## JAMES WILSON & SONS

MANUFACTURERS AND EXPORTERS

OF THE FINEST GRADES OF

Oatmeal,      Pease Meal,      Split Peas,  
Pot Barley,      Pearl Barley,  
Round Peas.

Feed of all kinds.

Correspondence Solicited.

**FERGUS, ONTARIO, CANADA.**

# LONDON OATMEAL MILLS

London  
Ontario  
Canada

*Jno. Sutherland*

Manufacturer  
and  
Exporter  
of . . .

ROLLED  
OATS  
AND  
OATMEAL

Write us for prices for  
best grades **FLOUR**

G.O.B., FANCY PATENT, as good as the best.

CALLA LILY, good, strong.

LANARKO, considerably cheaper but a good seller.

**Perth Roller Mills**  
— Perth, Ont.

## Amos H. Baker

PICTON, ONT.

DEALER IN —

*Grain, Fancy Peas,  
Green, Dried and  
Evaporated Apples.*

## AYTON MILLS

N. WENGER & BROS., Ayton, Ont.

Manufacturers of High-Grade

**WINTER WHEAT  
FLOURS**

— BRANDS —

**EDELWEIS**

High Patent.

**MAY BLOSSOM**

Family Flour.

Samples and Prices on application.



TRY . . .

**WALTER THOMSON  
& SON'S**

ALSO . . .

*Flake Wheat  
Split Peas  
Pot Barley and  
Cornmeal*

**Maple Leaf  
Rolled Oats**

and all grades of Oatmeal.

Correspondence Solicited.

MILLS AT

NONE BETTER.

**MITCHELL, LONDON AND SEAFORTH.**



'Phone 967.

Bennett Bros.

MERCHANT MILLERS.

Corner Market and Park Streets,

Hamilton, Ont.

Manufacturers of . . .

Gold Seal, Cook's Pride, Bakers' Flour.

Also 90 per cent. Pat. Flours for Export.

WRITE FOR PRICES  
AND SAMPLES.

## Wheat Marrow

I do not believe there is any  
finer breakfast food than

### Wheat Marrow

It is the result of careful treatment of Choice Winter Wheat, so that the very best properties—the nourishing and sustaining ones—are retained and the others eliminated.

It digests quickly and easily, is light and wholesome, and makes a perfect breakfast dish.

I WOULD like to send you a trial lot, for I feel sure the majority of your customers would prefer it to any of the other wheat foods. If you once get them to try it you can count on their regular custom.

PUT UP IN 2-1b. BOXES

Wm. Mack, EXPRESS ROLLER MILLS, Cornwall

# Seaforth Milling Co.

Seaforth, Ont.  
Canada.

To Seaforth Milling Co 20-10-01

Daily  
Capacity  
500  
Barrels.



Manufacturers  
of all  
High-Grade  
Patents  
and  
Choice  
Family  
Flours.

Correspondence Solicited.

**RISING SUN**  
STOVE POLISH and **SUN PASTE**  
STOVE POLISH  
**CAKES** WELL KNOWN AND RELIABLE.  
**IN TINS** GUARANTEED TO THE TRADE

Our packages are larger and more attractive in style than any others.

The quality of our goods is superior to anything else on the market.

**MORSE BROS., Proprietors, Canton, Mass.**

For sale by all Wholesale Grocers; also the McClary Mfg. Co., London, Montreal, Winnipeg, Vancouver and Toronto.

in the world, details concerning which were published in this paper several years ago. It will be remembered that the floor area of the concern was 55,653 ft., and that the plant includes, in addition to the manufacturing plant, a lecture-room capable of seating 1,000 people, a dining-room in which the employees are given their dinner gratis every day by the company, and a training department where demonstrators are prepared for service on the company's behalf.

### BUSINESS CHANGES.

#### DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

**T**HE creditors of M. D. Claireaux, general merchant, Duclou, Que., meet to-morrow (Saturday).

Burnham & Holdsworth, grocers, Digby, N.S., has assigned.

Alf. Ruest, grocer, St. Doust, Que., has assigned to V. E. Paradis.

Theophile Genest, grocer, Montreal, has assigned to Gagnon & Caron.

Theo. Laval, grocer, etc., Montreal, has assigned to Marcotte & Marcotte.

H. E. Bouliane, general merchant, Les Grandes Bergeronnes, Que., has assigned.

W. F. Wilson, general merchant, Watford, Ont., has assigned to A. G. Olive.

H. M. Lavoie, general merchant, Bic, Que., has compromised at 55c. on the dollar.

Thomas Fitzgibbon, general merchant, St. John's, Nfld., has assigned to J. V. O'Dea.

G. Potvin, general merchant, St. Gedeon, Que., has compromised at 40c. on the dollar.

J. Maranda & Frere, general merchants, St. Raymond, Que., have assigned to V. E. Paradis.

N. G. Charbonneau & Sons, grocers, Ottawa, have assigned, and a meeting of their creditors has been called.

Lacombe & Dufour, general merchants, Chicoutimi, Que., have assigned and a meeting to appoint a curator will be held on October 31.

Weaver & Co., general merchants, Farran's Point, Ont., have assigned to James H. Bredin, Woodlands, Ont. Their creditors meet to-morrow (Saturday).

#### PARTNERSHIPS FORMED AND DISSOLVED.

Peart & Miller, confectioners, Leamington, Ont., have dissolved, and J. A. R. Peart continues.

ton, Ont., have dissolved, and J. A. R. Peart continues.

Craig & Stedman, general merchants, Smith's Falls, Ont., have dissolved.

Harrison Bros. have formed partnership to succeed D. W. Harrison, general merchant, Penhold, N.W.T.

J. Davis & Co., cigar manufacturers, Montreal, have dissolved, and David Davis has registered as proprietor.

Moulton & MacKay, general merchants, Smith's Falls and Westport, Ont., have dissolved. MacKay & Co. continue in Smith's Falls and John H. Moulton in Westport.

#### SALES MADE AND PENDING.

T. C. Kennedy, grocer, St. John's, Nfld., is selling out.

Ballah & Co., general merchants, Merlin, Ont., are selling out.

W. Leslie, confectioner, etc., Streetsville, Ont., is advertising his business for sale.

The assets of Ben. Bowring, general merchant, Sydney, N.S., have been sold.

The assets of Theo. Laval, grocer, Montreal, are to be sold to-day (Friday).

The assets of Mrs. H. DuBois, general merchant, St. Didac, Que., have been sold.

The assets of M. Derbyshire, general merchant, Smith's Falls, Ont., are to be sold.

The stock of the estate of W. S. Bradford, confectioner, London, Ont., is advertised for sale by auction.

#### CHANGES.

John Hall, general merchant, Dashwood, Ont., has sold out to J. J. Merner.

B. M. Clark & Co., grocers, etc., Vancouver, have been succeeded by Joe. Deal.

F. X. St. Jean, general merchant, St. Barnabe, Que., has removed to Montreal.

R. B. Powell, grocer, Spadina avenue, Toronto, has been succeeded by Northgrave Bros.

John Sutton, general merchant, Edgar Mills, Ont., has sold out to Mrs. John Highland.

Malcom Webster, general merchant, Bickford, Ont., has been succeeded by Wm. Bradshaw.

Wm. Redmond, general merchant, River John, N.S., has been succeeded by Geo. A. Redmond.

Martha Tyson, grocer, etc., Vancouver,

B. C., has been succeeded by Anderson Littlehales.

J. G. Vaillant has registered as grocer in Montreal.

Winfield & Logie have registered as confectioners in Quebec.

Thomas Powers, flour and feed dealer, Winnipeg, has given up business.

Duncan Bros., grocers, etc., Wallaceburg, Ont., have sold out to Wm. Pigott.

The stock of J. K. Hamm, grocer, St. John, N.B., has been sold to Hamm Bros.

J. E. Dowdle, general merchant, Proton Station, Ont., has sold out to W. Hockley.

C. A. McCall, general merchant, Starbuck, Man., has been succeeded by A. Ham-mill.

McCall Bros., general merchants, Victoria, Ont., have been succeeded by J. H. McCall.

Norsworthy & McGugan, general merchants, Melbourne, Ont., have been succeeded by Williams Bros.

Brigham & James, general merchants, Red Jacket, N.W.T., have sold out to S. B. Anderson.

Lilly & Carter, general merchants, Dauphin, Man., are opening a branch at Ochre, Man.

Jacobson & Cohen Bros., general merchants, Kentville, N.S., have opened a branch at Annapolis.

Pierce Moison has registered as proprietor of P. O. A. Moisan, grocer, St. Raymond, Que.

#### FIRES.

A. Allen, grocer, London, Ont., has suffered loss by fire.

Dalton Bros., spice and soap manufacturers, Toronto, have suffered loss by fire; fully insured.

The stock and premises of Andrew Nisbet, grocer, North Sydney, N.S., have been damaged by fire.

The stock of A. W. Grant, cheese exporter, Montreal, has been slightly damaged by smoke; insured.

#### DEATHS.

George Shaw, grocer, London, Ont., is dead.

Charles Ware, grocer, Lambton Mills, Ont., is dead.

A. B. Grandmaison, general merchant, Laurentide, Que., is dead.



# AN ENQUIRY

If you have one for **First-Class Japan Tea** buy our

## “R.T.S.”

We also have the celebrated “**KIJI**” and “**L.S.**” brands.

**LUCAS, STEELE & BRISTOL, Wholesale Grocers, Hamilton, Ontario**

### 28 Cents Per Pound

is all you pay for “**BOSTON LUXURY**” Coffee, and then you get the finest blend sold anywhere. It sells well because it pleases best. Always uniform in strength and flavor. Hundreds of retailers bank on it, and you can do the same.

**JOHN SLOAN & CO., - - TORONTO,**

CANADIAN AGENTS.

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LLOYD T. MEWBURN.

ALEX. G. OSBORNE.

CAMPBELL S. TURNER.

# JAMES TURNER & CO.

WHOLESALE GROCERS,

## HAMILTON.

SAMUEL VILA, “**Alberta**,” Calgary,  
Representative for British Columbia and Alberta.

C. H. ROSS, “**Leland**,” Winnipeg,  
“**Kaministiquia**,” Fort William,  
Representative for New Ontario and Manitoba.

Controllers and Wholesale Agents for the Celebrated Brands of

### Package Teas:

“**Ram Lal’s**,” “**Golden Age**,” “**Khaki**,” “**Mascot**,”  
and “**Bobs**,” Bulk Blend “**Rangnugger**” Tea.

### Coffees:

“**Mecca**,” “**Damascus**,” “**Cairo**,” “**Sirdar**,” “**Zacapa**.”

Wholesale agents  
in Canada for...

**TADDY’S** justly-famed Old English Tobacco.

# NEW GOODS NOW IN STORE

**Sockeye Salmon.** "Clover Leaf" and "Horse Shoe." (Talls.)

**Currants.** Cases and half-cases Fine Filatras and Amalias.

**Figs.** Eleme—4 Row, in 10-lb. Boxes.

**Raisins.** Arguimbau, Trenor, and Whiting—Selected and Fine Off-Stalk.

**Sultanas.** Brands Good and Fine.

**THOS. KINNEAR & CO., Wholesale Grocers,**  
49 Front Street East, TORONTO.

## Some Notes on Winnipeg's Retail Grocery Trade.

WINNIPEG is well supplied with up-to-date retail grocery houses, and to those who remember the numerous corner stores of 1880-82 with their array of canned goods and little else, the well-appointed stores of to-day are a convincing proof that Winnipeg has passed from the status of a border town to the dimensions of a city. It would be difficult in a brief sketch to mention all the stores of this kind in the city, but quite a number are more or less conspicuous, either for the length of time they have been in business or their specializing some particular line of trade. All the large grocery stores handle vegetables and green fruits, etc.

### THE HUDSON'S BAY CO.

The Hudson's Bay Co., as being the oldest grocers, are probably entitled to first mention, but their establishment has been the subject of so many descriptions it is a little difficult to find anything new to say. This department of the company's business is well managed, and special attention is given to direct importations of dried table fruits of extra quality, imported biscuits, and fancy and expensive cheese. The system

in vogue is counter check books and electric cable cash carriers.

### THOMAS HURTLEY & CO.

Another long-established house is that of Thomas Hurtley & Co., on the market square. Mr. Hurtley has been engaged in business here since the early seventies. In those days the name was Hurtley & Leach, but after a few years in the grocery business Mr. Leach decided to try his fortune as a theatrical manager, and sold out to Mr. Hurtley. This house, in addition to a large city trade, is headquarters for many contractors buying camp supplies, and for an extensive and growing country trade. Before coming to Winnipeg, Mr. Hurtley, who is a Yorkshireman by birth, was for some years in the merchant service, and has visited many of the countries whose products he has since had to sell, and the knowledge thus gained has made him a shrewd and intelligent buyer. The system employed is that of counter check book and desk autographic register.

### HARGRAVE & CO.

Hargrave & Co. have been in business for some 20 years, but a full description of their handsome new premises appeared in these columns a few weeks ago. This house

enjoys the distinction of being the first to adopt the National Cash Register Multiple Drawer System.

### W. H. STONE.

W. H. Stone, formerly Stone & Bryson, is another house to be counted among the old timers. Mr. Stone is a Somerset man, and studied his business from the ground up in the Old Country. In addition to a good general trade, the house is recognized as headquarters for a large proportion of the C.P.R. employes. Mr. Stone is recognized among the jobbing trade as a shrewd buyer and his customers get the benefit of his experience. The system employed for handling cash and accounts is the counter check book and desk autographic register.

### D. W. McLEAN & CO.

D. W. McLean & Co. is an old-established and reliable house, carrying a large well-assorted stock and enjoying an extensive trade. This house is particularly noted for artistic and novel window dressing at holiday times.

### W. B. FRANCIS & CO.

W. B. Francis & Co. is one of the newer houses, Mr. Francis having been for some years with W. H. Stone before starting for himself. The house has recently adopted the multiple drawer cash register system.

### JACKSON & CAMPBELL.

Jackson & Campbell is comparatively a new firm, but both partners were for years



## The Only Cheese that Scored Perfection

at World's Fair, Chicago, 1893,

and awarded

Gold Medal at Paris Exposition, 1900, and  
Gold Medal at Pan-American Exposition, Buffalo, 1901.

For sale by all leading grocers throughout the world.

**A. F. MacLAREN IMPERIAL CHEESE CO., Limited**

51 Colborne Street, TORONTO.





# THE DAVIDSON & HAY, LIMITED

## IMPORTERS AND WHOLESALE GROCERS

### TORONTO - ONT.

with the Hudson Bay Co., Mr. Jackson being for some time manager of the grocery department. The stand is an old one, having been occupied for many years by Jobin & Co. before they went into the jobbing trade, and Jackson & Campbell succeeded to a goodly proportion of the French-Canadian trade, worked up by the old firm. This house carries a very high class of stock and makes a specialty of table butter.

C. D. ANDERSON & CO.

C. D. Anderson & Co. is also an old-established house with a large clientage that have dealt with them for so many years that they would hardly know how to go elsewhere. This is the only large grocery store on the east side of Main street.

F. E. WELDON & CO.

Perhaps one of the best known houses in the city is that of F. E. Weldon & Co., corner of Portage avenue and Dowald streets. At the present time they are just finishing a large extension of their building and brick-ing the whole, so that it will present a very handsome appearance. A large and choice stock of general groceries is carried, and the house makes a great point of carrying the freshest of dairy and creamery butter and the newest of new-laid eggs.

HUNTER & CO.

Hunter & Co. occupy large premises of their own about a quarter of a mile west of

Main street on Portage avenue. The house is well and favorably known, and has a large, regular trade in family supplies in the southern portion of the city.

HARDY & BUCHANAN.

Hardy & Buchanan combine crockery with their grocery business, and have an extensive trade. Their premises are on the corner of Notre Dame and Isabel streets, a very thickly settled part of the city. They make a specialty of country trade, and handle immense quantities of dairy butter.

#### MUSTARD WITHOUT A BRAND.

Editor CANADIAN GROCER, — Re pure goods. In opening a box of mustard to-day I found that it had no brand on it. Is it not a great fraud to think of the amount of impure goods people have to consume? If the Government would appoint inspectors to go into all the leading stores and inspect all goods, and demand the name of the manufacturer on each package, and all goods found not pure to impose a fine of \$100 on the said manufacturer for first offence and gaol for second offence, we would soon get pure goods for the people.

ARCH. WILSON.

St. Catharines, Oct. 18.

P.S.—This is not saying that there is not plenty of pure goods given as good goods and charged the price.

A. W.

#### A ROYAL TEA.

In THE CANADIAN GROCER of October 11 an account was given of the very extensive business of Mr. T. H. Estabrooks, the St. John, N.B., tea importer and blender, whose "Red Rose" tea is sold throughout the Lower Provinces and Newfoundland, in Quebec and Ontario, and now in Manitoba and the Northwest Territories. THE GROCER is glad to welcome Mr. Estabrooks to the list of its regular advertising patrons, and to chronicle the fact that "Red Rose" tea was the tea used by their Royal Highnesses the Duke and Duchess of Cornwall and York during their stay in St. John last week. "No higher compliment could be paid to its quality and reputation," remarked a groceryman.

#### CHANCE TO GET A GOOD SHOW CASE.

The value of good showcases in the retail grocery store is generally recognized, and as it is the natural desire of every grocer to have his store equipment complete, every grocer will appreciate the offer made by John Taylor & Co., Toronto, by which they make it possible for a grocery to get a fine, oval front case, valued at \$12 together with an assortment of soaps at a price less than the value of the soaps alone. The offer referred to, which appears on page 2, should be read by every grocer.



THE surest foundation of a good business is a combination of good business judgment and a select stock of high-class articles like \_\_\_\_\_

## UPTON'S JAMS, JELLIES and MARMALADE.

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# "SALADA"

Ceylon Teas  
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because they have found them to be the best.

They give satisfaction to their customers unequalled by any other tea. If you are not already handling them, write for samples. SALADA Green Tea is fast displacing Japan, because it's a purer article.

"Salada"--Toronto or Montreal.

Has Stood the Test of Every Climate.



## ST. CHARLES Evaporated Unsweetened CREAM

has received the only **GOLD MEDAL** awarded at the Pan-American Exposition for a product of this kind, in competition with the world

**ST. CHARLES CREAM** is always ready, and never fails. Every possible precaution is taken in its preparation, insuring uniform high quality. Every can guaranteed.

Factories at Ingersoll, Ontario, Canada, and St. Charles, Illinois, U.S.A.

For prices, and full particulars, address—Foreign Department—

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A long time to stand the test of a critical public. This is what

## JAMES' "DOME" BLACK LEAD

has gone through and still stands the highest grade of lead on the market.



# MARKETS AND MARKET NOTES

## INFORMATION FOR BUYERS.

If any reader wishes to know where any article can be purchased in Canada or abroad, a letter to the Editor will probably place him in communication with the seller.

## ONTARIO MARKETS.

Toronto, October 24, 1901.

### GROCERIES.

THE feature of the wholesale grocery trade this week is the large quantity of canned salmon which is being taken into stock by the different houses. Quite a quantity of canned vegetables is also coming to hand. The foreign dried fruits which arrived at Montreal on Saturday last have not, up to the time of writing, reached the trade in Toronto, but the wholesalers expect to have them in stock before the week closes. There is a fairly good business being done in canned vegetables at steady prices. Salmon continues in good demand. The firmness noted in the coffee market last week has been more than maintained since our last review, and prices on the outside markets are from  $1\frac{1}{4}$  to  $1\frac{1}{2}$  c. per lb. higher. The demand here is fair. Quite a little business is being done in syrups and molasses. Spices, generally, are firm and particularly cloves. Rice and tapioca are both in fair request, and the latter is rather firmer in the primary markets. The demand for sugar is light with prices steady. The tea market, generally, is firm and in some grades of Ceylon and Indian teas and China greens prices are higher. There is a fairly good demand for currants, but in other lines there is not much doing. Sultana raisins are rather firmer.

### CANNED GOODS.

There has not been much change in the situation; the feature of trade this week is the delivery of new goods, particularly canned salmon, very large quantities of which have been taken into stock by the local wholesalers. The demand for canned salmon keeps fairly brisk. There have been some transactions during the week in well-known standard brands for shipment from the Coast, but at firm prices. Advices from the Coast state that the quality of the fish put up on the Fraser late in the season is not good. When being offered low-priced Fraser river fish it will be

well, therefore, for the trade to be on the alert. The ruling prices for canned salmon to the retail trade are still \$1.25 to \$1.30 for Northern sockeye, and \$1.42 $\frac{1}{2}$  for Fraser river sockeye, in five-case lots and over, and \$1.45 for less quantities; Cohoes, \$1.05 to \$1.15, and pink salmon, 95c. to \$1.

There has been a fairly good demand for canned tomatoes at 85 to 87 $\frac{1}{2}$  c. The demand, however, is only of a sorting-up character. It is reported that some lots of old tomatoes are being offered at rather lower prices than new goods are being quoted at. But this is only to be expected. There is also some old corn being offered as low as 75c. to the retail trade, but the quality is declared to be rather poor. New corn is in fairly good demand at 80c. up. Peas are in fairly good demand at 82 $\frac{1}{2}$  to 85c. Very little is being done in canned fruits.

### COFFEE

The coffee market during the past week has shown a great deal of strength. It is the general opinion that fairly large

See pages 148 and 149 for  
Toronto, Montreal, and St.  
John prices current.

stocks are held, but that they are in strong hands. The crop news continues to be unfavorable in regard to Brazilian coffees. A cable from Brazil early in the week, said: "We do not think drouth has done serious injury; think advance has been too rapid, as probabilities are that receipts will be heavy for the present." Another cable via Europe, said: "Trees exhausted. Crop a failure." Still another cable from Santos, said: "Weather continues very unfavorable. Damage to crop serious." The price of coffee in the primary market is from  $1\frac{1}{4}$  to  $1\frac{1}{2}$  c. higher than a week or 10 days ago. Local wholesalers report a fairly good demand on retail account, and quote slightly higher prices. We quote: Green Rios, No. 7, 7 $\frac{3}{4}$  c.; No. 6, 8 $\frac{1}{4}$  c.; No. 5, 8 $\frac{3}{4}$  c.; No. 1, 9 $\frac{1}{2}$  c. per lb.

### SYRUPS AND MOLASSES.

Business has improved in both these lines and the demand is now fair. Business is particularly good in good sugar syrups, at from 37 to 40c. per gallon. The ruling prices on molasses are 25 to 28c. for New Orleans, and 36 to 39c. for Barbados.

### SPICES.

A cable from London this week reports the market for cloves excited, with prices advancing. Cochin ginger is about 15s. dearer. Pepper is held firm but with prices unchanged. Local wholesalers report a fairly good demand.

### RICE AND TAPIOCA.

The demand for both rice and tapioca is fair. We quote: B rice,  $3\frac{1}{4}$  to  $3\frac{1}{2}$  c.; Japan,  $5\frac{1}{2}$  to 6c.; tapioca,  $4\frac{1}{4}$  to  $4\frac{1}{2}$  c. Advices to hand this week announce an advance of about 9d. in the price of tapioca in the primary market.

### SUGAR.

Trade, locally, is rather quieter than it was a week ago. The outside markets during the past week have ruled firm. This is due to light receipts of raw sugar, the receipts in the United States last week being only 16,235 tons, while the meltings were 30,000 tons. The total stocks of raw sugars in Europe and America at the end of last week were 658,850 tons against 372,841 tons last year. Willett & Gray say that the refiners in the United States would willingly pay an advance of 1-16c. per lb., but that there were no sugars apparently on offer at less than  $\frac{1}{8}$  c. per lb. advance. The European markets are steady. Locally, prices are still as before.

### TEAS.

The tea market, generally, is strong and a rather better demand is being experienced locally this week. There is quite an inquiry from the wholesalers for Japan teas, but prices are firm and there have not been many transactions. The brokers report a good demand for flavory Ceylon teas, but there are very few of these on spot, and the London market rules firm. Wholesalers report that desirable Ceylon Pekoes, which were selling to the retail trade at 18 to 19c., are now worth 19 to 21c., and are difficult to get. The supply of low-grade teas is ample, but the stock of these is very much less than it was some time ago. Nearly everyone seems to be asking for China green teas, but there are practically none on the spot in first hands. China teas that were shipped here three or four weeks ago cannot be duplicated except at an advance of  $\frac{1}{2}$  to 1c. per lb. There is a little inquiry for Ceylon greens, but as the views of buyers and sellers are apart, few, if any transactions are taking place. A cable from Calcutta announces an advance of  $\frac{1}{4}$  d. per lb. in black teas there.



**FOREIGN DRIED FRUITS.**

**CURRENTS** — A cable from Patras on Tuesday reported the market there very firm. Up to the time of writing the shipment of direct fruit ex-Escalona, which arrived in Montreal on Saturday last, has not reached the Toronto market, but it will likely be here before the week closes. The ruling prices for cleaned fruit are: Fine Filiatras, 6½c.; Patras, 7 to 7½c., and Vostizzas, 8c.

**VALENCIA RAISINS** — The fruit ex-Escalona is not yet to hand on this market although the steamer arrived in Montreal on Saturday last. There is not much being done, and ruling quotations are as follows: Fine off-stalk, 6 to 6½c.; selected, 6½ to 7c. Advices from Denia report the market unchanged.

**CALIFORNIAN RAISINS** — Prices were received in Toronto on Tuesday and according to these the wholesale trade will be able to sell 1-lb. cartons of seeded raisins at 9½ to 10½c. This same fruit sold last year at 11½ to 12c.

**SULTANA RAISINS** — A cable from Smyrna reports that fine grades are now very scarce and that the market is firm. Local wholesalers report a fairly good demand for Sultana raisins at 11 to 12½c. per lb. for spot goods. For later shipment they quote 9 to 11½c.

**PRUNES** — Although there is not much doing for this time of the year the demand is fair. We quote new Californian prunes: 100-110's, 5c.; 90-100's, 5½ to 6½c.; 80-90's, 6½ to 7c.; 70-80's, 6 to 7½c.; 60-70's, 7½ to 8c.; 50-60's, 8 to 8½c.; 40-50's, 8½ to 10c. French, 100's, 3½ to 4c.

**CALIFORNIAN EVAPORATED FRUITS** — Prices are high and there is not much doing. We quote in 25-lb. boxes: Peaches, 10½ to 14c., according to quality; apricots, 13 to 17c.

**PEELS** — Candied peels are in fairly good demand and prices are as follows: Lemon, 11½ to 12½c.; orange, 11½ to 13c.; citron, 16 to 18c.

**FIGS** — Quite a number of orders have been booked to arrive by cheaper shipment. May figs on spot are quoted at 3½ to 4c., and for future delivery, 3 to 3½c. Eleme figs on spot are quoted at 10c. in 10-lb. boxes of four rows.

**GREEN FRUITS.**

The Scott street fruit market was closed for the season on Thursday last, thus marking the close of the summer fruit trade. There are still, however, fairly liberal offerings of pears and grapes. Malaga and Californian lemons are starting to move nicely. Jamacia oranges are in good request, both in barrels and boxes, prices being 25 to 50c. lower. Cape Cod cranberries are \$1 per bbl. easier. Ontario berries are unchanged. Bananas are selling

well at steady prices. Apples are coming in fairly well. The crop seems to be rather larger than was anticipated, but there is a large proportion of inferior fruit. We quote: Pears, 30 to 40c. per basket; tomatoes, 25 to 35c.; peppers, 25 to 50c.; grapes, in 10-lb. baskets, 20 to 30c.; quinces, 30 to 40c. per basket; apples, \$3.75 to \$4.25 per bbl.; bananas, \$1.75 for 1st and 75c. to \$1 for eight-hands. Malaga grapes are \$6.50 to \$7.50. Malaga lemons are offering at \$3.75 to \$4 per box, and Californian lemons at \$5 per box; Jamacia oranges are \$5.50 per bbl. or \$3.75 to \$4 per box; Cape Cod cranberries, \$7 to \$8 per bbl.; Ontario cranberries, \$6 per bbl.; pineapples, \$3.50 per case.

**COUNTRY PRODUCE.**

**EGGS** — The warm days this week had the effect of increasing receipts materially, but prices of fresh gathered have been maintained. As there has been a good export movement from this market prices of limed eggs hold steady. The general price asked for cases of selected new-laid is 18c., while fresh gathered range from 15 to 16c. Cold-stored eggs sell readily at 14 to 16c., and limed eggs at 14 to 15c. per doz.

**BEANS** — There is a fair trade doing, but as offerings have increased there is a reduction of 5 to 10c. throughout. Choice hand-picked pea beans are worth \$1.70 to \$1.75 and unpicked, \$1.50 to \$1.60.

**HONEY** — Prices are stiffening slightly as the demand is keeping up rather better than was expected. We quote: 9½ to 10c. for extracted clover and \$2 to \$2.25 for No. 1 clover comb.

**DRIED APPLES** — The demand for evaporated apples is not heavy yet, but holders manifest a confident spirit, and prices have been raised ½c. for carlots, new stock now being offered at 9½c. for carlots and 10c. for cases. There is practically nothing doing in dried apples, but a local jobber is seeking stocks of choice quarters at 6c. Jobbing prices will probably be from 6½ to 7c.

**POTATOES** — The offerings on track here are large, as many as 25 to 30 cars being on sale at one time. Consequently prices have lowered, the range for good stock being from 48 to 50c. per bushel on track, Toronto. Small lots are in active demand at 50 to 65c. out of store.

**POULTRY AND GAME.**

**DRESSED POULTRY** — Receipts have been fairly large, but the warm weather has retarded sales somewhat, and prices are slightly lower throughout. We quote: Chickens, 30 to 50c. per pair; ducks, 40 to 75c. per pair; geese, 5½ to 6½c.; turkeys, 10c. per lb.

**LIVE POULTRY** — The Canadian Produce Co., 36 and 38 Esplanade east, Toronto, will pay until October 31 for spring chickens, not less than two lb. each, 6c. per lb. For ducklings, 5c. per lb. For hens (including last year's birds) 3c. per lb. These prices

are for live weight on arrival. Crates shipped free and express paid up to 50c. per 100 lb. of chickens.

**GAME** — A big trade is being done in this line just now. Prices are steady. We quote: Teal and butterballs, 25 to 30c.; bluebills, 40 to 50c.; pintails and redheads, 50 to 60c.; black ducks, 75 to 85c. per brace; canvas-back and mallards, \$1.

**BUTTER AND CHEESE.**

**BUTTER** — There is a good demand for really choice dairy butter, but there is still an over-supply of held stock. Creamery makes are in good demand at steady prices. We quote: Dairy prints, 16 to 17c.; best tub, 15 to 16½c.; poor to medium grades, 12 to 14c.; creamery prints, 21 to 21½c.; boxes, 19½c.

**CHEESE** — Jobbers here are taking very little interest in cheese at present, as the market is considered too steady for speculating, and as enough stock is held to supply local demands. Prices are unchanged at 9½ to 9¾c.

**FISH.**

There is a steady improvement in the demand for prepared and smoked fish, while fresh are still in good request. We quote as follows: Fresh fish — Codfish, 6 to 8c.; whitefish, 7 to 7½c.; trout, 7 to 7½c.; halibut, 14c.; sea salmon, 13 to 15c.; haddock, 6c.; herring, 5c.; perch, 4c.; British Columbian salmon, 20c. Smoked fish — Ciscos, \$1 to \$1.10 per basket; finnan haddie, 6 to 7c. Digby herring, 75 to 80c. per bundle. Prepared fish — Dried cod, in 112lb. bundles, \$4.75 per cwt.; flitched cod, \$5 to \$5.25; boneless cod, in bricks, 4½ to 5½c. per lb.; steak cod, 6½c. per lb.; shredded cod (2 doz. in box), \$1.80 per box; boneless fish, loose, in 25-lb. boxes, 4 to 4½c., and 5-lb. boxes, 5c. per lb. Oysters — Standards, \$3.75 per small pail, or \$1.50 per Imperial gallon; selects, \$2 per Imperial gallon.

**VEGETABLES.**

Hubbard squashes are unusually scarce this season. Corn is done. Celery and tomatoes are less plentiful than a week ago. Cauliflower is more freely offered, and is 50 to 75c. per doz. cheaper. Citrons are 5 to 10c. each cheaper. We quote as follows: Carrots, parsnips and beets, 20c. per peck; turnips, 15 to 20c. per peck; lettuce, 20 to 30c. per doz.; radishes, 30 to 40c.; watercress, mint and parsley, 20c.; cauliflower, 70 to 80c.; celery, 40 to 60c.; red cabbage, No. 1, 5 to 10c.; cabbage, 25 to 40c.; tomatoes, 25 to 35c. per basket; pickling onions, 35 to 40c. per peck; dry onions, \$1 per bush; potatoes, 60 to 65c. per bush; egg plant, 30 to 35c. per basket; Hubbard squash, 15 to 30c. each; vegetable marrow, 5 to 15c. each; pumpkins, 10 to 25c. each; citrons, 5 to 10c. each.

**GRAIN, FLOUR AND BREAKFAST FOODS.**

**GRAIN** — The wheat market is quiet with prices steady. Manitoba No. 1 hard is quoted at 80c. grinding in transit, or 78c. Toronto and west. Ontario wheat is



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shipped to us will be sold at the greatest profit possible to you, and prompt return made.

References: THE CANADIAN BANK OF COMMERCE, Market Branch.

McBRIDE &amp; STRONACH,

23 Church St., TORONTO.

To  
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IN SMALL TOWNS.If you trade any of your goods to the farmers for Produce, you can get **CASH** for all your live chickensfrom  
The Canadian Produce Co.,  
TORONTO.**Butter Cheese Eggs Poultry**Consignments Solicited.  
Highest Prices. Prompt Returns.**The Wm. Ryan Co.,**  
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68 Front Street East, Toronto.**The Jones, Marshall, Rutherford Co.**  
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**Butter, Cheese and Eggs**  
27 William St., MONTREAL, QUE.The  
**DAWSON** Commission Co., LimitedFRUIT, PRODUCE AND  
COMMISSION MERCHANTS.Cor. Market and  
Oelborne Streets.

TORONTO

quoted at 65 to 66c. at outside points, middle freights. Receipts at the local street market are liberal. We quote: Wheat, white and red, 68 to 73½c.; goose, 65½c.; oats, new, 40c.; rye, 54c.; barley, 47 to 58½c.; peas, 67 to 69c.

FLOUR—An active demand is reported. We quote on track, Toronto (bags included) as follows: Manitoba patents, \$4; Manitoba strong bakers', \$3.60; Ontario patents, \$3.50 to \$3.60; straight roller, \$3.

BREAKFAST FOODS—There is an active demand. The small delivery of oats makes it hard for manufacturers to keep up with their orders for rolled oats and oatmeal. Prices are 10c. higher. We quote: Standard oatmeal and rolled oats, \$4.30 to \$4.40 in bags and \$4.45 to \$4.55 in bbls.; rolled wheat, \$2.30 in 100-lb. bbls.; cornmeal, \$3.60; split peas \$4.25; pot barley \$4.50.

## SEEDS.

The range of the market is slightly higher. Good qualities of alsike are worth \$6 to \$7, and of red clover, \$4.25 to \$4.75 aboard at outside points. Somewhat higher prices are paid for a few samples of extra choice large grain, pure seed, but, on the other hand, some lines have to sell for less than these quotations, because of their inferiority. The range of values in timothy is from \$2 to \$2.25 for choice machine-threshed seed.

## MARKET NOTES.

Tapioca is 9d. per cwt. dearer.

Cloves are cabled firm and excited.

Hubbard squashes are extremely scarce this season.

A cable from Greece reports the currant market very firm.

Cochin ginger is much dearer in the primary market.

Sultana raisins of fine grade are cabled firm and scarce in Smyrna.

Cape Cod cranberries are \$1 per bbl. lower. Jamaica oranges are 50c. per bbl. lower.

Green Rio coffees are fully 1¼ to 1½c. higher than a week or ten days ago in the primary market.

## THE TOTAL SALMON PACK.

The pack of the northern canneries for the season just closed is shown in the following figures:

|                         | Cases. |
|-------------------------|--------|
| Claxton.....            | 10,500 |
| Carlyle.....            | 7,000  |
| Cunningham.....         | 11,000 |
| Herman.....             | 9,000  |
| British American.....   | 19,500 |
| Turnbull.....           | 3,000  |
| Balmoral.....           | 8,000  |
| Aberdeen.....           | 12,000 |
| North Pacific.....      | 18,900 |
| Inverness.....          | 10,000 |
| Alert Bay.....          | 8,000  |
| Wadhams.....            | 15,000 |
| Good Hope.....          | 11,000 |
| Vancouver.....          | 7,300  |
| Brunswick.....          | 10,700 |
| Wannock.....            | 9,600  |
| R. I. and Victoria..... | 14,000 |
| Lowe Inlet.....         | 6,000  |
| Standard.....           | 7,000  |
| Mill Bay.....           | 6,000  |
| Naas Harbor.....        | 7,500  |
| Princess Royal.....     | 7,600  |

Total.....213,600

The output of the Fraser River canneries amounted to 920,313 cases for the past season, making a grand total of 1,133,913 cases, or more than 100,000 cases in excess of the previous record pack.

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**The AMERICAN TOBACCO CO.**

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Are sold by all the Leading Wholesale Houses

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OLD CHUM.

SEAL OF NORTH CAROLINA

OLD GOLD

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LIMITED.IMPORTERS OF FOREIGN AND DOMESTIC  
GREEN AND DRIED FRUITS, NUTS, Etc.151 Bannatyne St.,  
WINNIPEG, MAN.12th St.,  
BRANDON, MAN.

## QUEBEC MARKETS.

Montreal, October 24, 1901.

## GROCERIES.

**A** BRISK fall trade has been doing all week. The principal event has been the arrival of the ss. Escalona, on Saturday, with the first direct shipment of currants and Valencia raisins. The ss. Bellona has also set sail for this port but is not expected before the second week in November. The Valencia raisin market has eased off somewhat since last sales were made for the second vessel. New Malaga raisins are also in store now with certain local houses who have them earlier than usual. It is said that the sales of Comadre figs have been extraordinarily large this season. Sugar is somewhat stronger in primary markets, but no change has taken place here. Teas continue firm, reports from all quarters being similar in tone. Canned goods are without change this week; stocks in wholesale hands are remarkably light, particularly in regard to tomatoes, and in spite of optimistic opinions on the future dealers refuse to make any heavy purchases; orders for canned goods to arrive are now discontinued, as dealers are now delivering from stock. Canned blueberries are growing scarcer every day. Boiling peas are up to 2c. a lb. in bags.

## SUGAR.

Since our last report the raw sugar market has steadied and strengthened. It now looks as if the lowest point had been touched as the latest cable quotes 7s. 8½d., and New York is strong at 3½c. for centrifugal 96 test. In regard to the latter market the supplies have been light of late and but little business has been done. The local market is unchanged although there is a trifle more business being done. Refined is worth \$4.30 for granulated and \$3.45 to \$4.20 for yellows, as to grade, per 100 lb. City 5c. extra.

## TEAS.

The firm tendency that we have noted during the last few weeks continues in more pronounced form. The Japan tea market keeps very strong and seems to be recovering from its depression of a few weeks ago. Agents have received instructions this week to hold goods for higher prices. There has been a fair inquiry from jobbers for teas this week, but stocks here are very light. Some old teas have been turned over between jobbers, but the market is pretty well cleared of these goods.

Shipments of low-grade China greens to Canada have been phenomenally light this year, only 500,261 lb. against 6,306,045 lb. to the same date last year, and 3,157,850 lb. the year before. Better grades are in good request in this market.

Indians and Ceylons are also in good condition, and the outlook is hopeful. The latest Calcutta mail advice says: "More keenness was shown by buyers for all grades of tea, prices being firm with an upward tendency; here and there common leaf sorts marked a pie or two advance, whilst medium broken Pekoes called forth more inquiry, being generally rather dearer." Shipments are much below those of last year, particularly to America, and it would seem

a good time to buy. The advance of 2c. on all grades is fully maintained.

## SYRUPS.

There is a fair demand for syrups at current quotations. We quote as follows: 3½c. in bbls.; 3¾c. in ½ bbls.; 3½c. in ¼ bbls.; \$1.50 in 38½-lb., and \$1.10 in 25-lb. pails.

## MOLASSES.

A demand is springing up for molasses and this article is beginning to engage the attention of the local trade again. The situation is regarded as strong on account of the comparatively low prices. Sales have been made this week at 29c. in the combine district.

## CANNED GOODS.

Last week we reported that one large house had sold out its first orders of new tomatoes. This week we understand that there are other houses situated similarly. It is a matter of opinion as to how long this hand-to-mouth policy will be pursued. Tomatoes today are selling at 82½ to 85c.; corn, at 77 to 80c., and peas at 80c. The demand from the retail trade is rather slow. Regular fall deliveries have been nearly completed and only a small sorting trade is now being done.

Salmon is selling freely out of wholesale hands at \$5 to \$5.60 for Fraser river, and \$4.80 to \$5 for Rivers Inlet sockeye. Lobsters in 1-lb. flats are obtainable at \$9.50 to \$10 and in 2-lb. flats, \$10 to \$10.50.

One house informs us that it has been sold out of blueberries and, for the moment, is unable to replenish the stock. Goods are now worth 87½c. Gallon apples are quoted at \$2.60 to \$2.75.

## SPICES.

All spices are firm as our readers will see by a New York despatch printed in another column. We quote: Nutmegs, 35 to 65c. per lb., as to size; Penang mace, 45 to 50c. per lb., as to quality; pimento, ground, 12½ to 15c.; cloves, 15 to 25c.; pepper, ground, black, 17 to 20c., according to grade; white, 25 to 27c.; ginger, whole, Cochin, 14 to 16c.; Japan, 10c.; Jamaica, 20c.; ground, Japan, 15c.; Cochin, 16c.; Jamaica, 25c.

## RICE AND TAPIOCA.

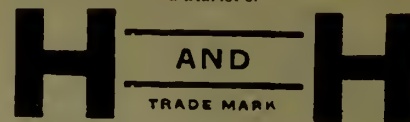
Seed tapioca has been advanced this week and higher prices are looked for. The demand is fairly strong. We quote as follows in combine district: B rice in bags, \$3.10; in half bags, \$3.15; in ¼ bags, \$3.20; in pockets, \$3.25. In 10-bag lots, an allowance of 10c. is made. CC rice, \$3 in bags; \$3.05 in ¼ bags; \$3.10 in ½ bags; and \$3.15 in pockets. In the open territory prices are about 10c. less. Patna rice is worth 4½c. per lb., and tapioca, 3¾ to 3½c.

## FOREIGN DRIED FRUITS.

**VALENCIA RAISINS** — Since the Bellona left Denia, the market has receded to 13s. 6d. and 14 to 15s. for finest off-stalk. The Escalona arrived in port on Saturday with a good shipment of raisins. Standard brands of finest off-stalk are selling at 5½ to 5¾c. per lb., although inferior goods can be procured at lower prices. Selected are worth 6 to 6¼c. and layers, 6½ to 6¾c.

**CURRANTS** — The market is steady. New goods are in stock and are selling at 5¼c. for fine Filiatras in bbls.; un-

Include with first order from wholesale grocer a trial lot of



the unequalled cleaner. Steady growth, **seasonable**, well advertised and have letters daily from consumers  
34 Yonge Street, Toronto.

## POULTRY

In big demand. Choice dry picked bring good prices.

## APPLES

BUTTER, EGGS and CHEESE WANTED.

A. A. SIMONSKI, 250 Spadina Ave., Toronto.  
Wholesale Produce and Commission Merchant.

## APPLES

Export or  
Local  
Shipment

Representing

Woodall & Co., Liverpool;  
Boyd, Barrow & Co., Glasgow;  
M. Isaacs & Sons, Limited, London.

EBEN JAMES, Board of Trade Bldg., TORONTO.

## YES-

we want your orders for

**JAMAICA ORANGES, LEMONS,  
SWEET POTATOES,  
CRANBERRIES, ETC.**

We handle everything in the Fruit and Produce line.

Send name for weekly Price List.

Consignments of Poultry, Eggs, Beans, etc., wanted.

Just  
Address: **WHITE & CO., TORONTO**

Toronto Fruit Merchants.

## New California Prunes

New Figs, Dates, Nuts

Oranges, Lemons

We have everything carried by an up-to-date fruit house. Send us your orders.

Local and Long Distance Telephones.

**HUSBAND** Bros. & Co.

82 Colborne St., Toronto

## NEW GOODS.

JUST WHAT YOU WANT.

**MAIORI LEMONS,  
JAMAICA ORANGES,  
JERSEY SWEETS,  
SPANISH ONIONS.**

We have all four lines.

ORDER AT ONCE.

**CLEMES BROS.,  
TORONTO.**



cleaned, in  $\frac{1}{2}$  cases, 5 $\frac{3}{4}$ c; cleaned, in  $\frac{1}{2}$  cases, 6c; cleaned in 1-lb. cartons, 8c., and finest Vostizza currants, 7 $\frac{1}{2}$  to 8c. Amalias are quoted at 6 $\frac{1}{4}$  to 6 $\frac{3}{4}$ c.

**PEELS** — English peels are selling at 9 $\frac{1}{2}$  to 10c. for lemon; 10 to 10 $\frac{1}{2}$ c. for orange, and 14c. for citron.

**PRUNES** — Liberal orders are being taken for prunes. To arrive prunes are worth 8 $\frac{1}{2}$ c. for 40-50's, 8c. for 50-60's, 7 $\frac{1}{2}$ c. for 60-70's, 7 $\frac{1}{4}$ c. for 70-80's, 6c. for 80-90's, 6 $\frac{1}{4}$ c. for 90-100's. Some old 90-100's are obtainable at 4 $\frac{1}{2}$ c.

**MALAGA RAISINS** — Some new Malaga raisins have been put into stock this week, one house having a full assortment. For immediate delivery we quote: London layers, \$1.60 to \$1.65; "Connoisseur Clusters," \$2.20 to \$2.25;  $\frac{1}{4}$ 's, 70 to 75c.; "Royal Buckingham Clusters," \$3.35 to \$3.40;  $\frac{1}{4}$ 's, \$1.10 to \$1.15; "Excelsior Windsor Clusters," \$4.65 to \$4.75;  $\frac{1}{4}$ 's, \$1.40 to \$1.50. For future delivery by Bellona, dealers quote, "Royal Buckingham Clusters" at \$3.10.

#### NUTS.

Almonds are slightly higher, otherwise there is no change. Grenobles are now worth 10 $\frac{1}{2}$  to 11c. to arrive; Sicily filberts, 8 to 8 $\frac{3}{4}$ c.; Tarragona almonds, 10 $\frac{1}{2}$  to 11c., and shelled almonds, 25 to 26c. Last year's shelled walnuts are worth 16 to 17c.

#### GREEN FRUITS.

There is but little change to report. Malaga grapes are somewhat higher as also are Canadian grapes. We quote: as follows: Californian Valencias, \$5 to \$6 per box; Jamaica oranges, \$5.50 per bbl.; Messina lemons, 300's, \$5.50; 360's, \$2.50 to \$2.75 per box; Verdilli lemons, \$3.75 to \$4.75 per box; pineapples, 20 to 30c.; Canadian apples, \$3 to \$4 per barrel; Californian plums, \$2 per box; peaches, \$1.25 to \$1.50; limes, \$1.50 per box; Ontario peaches, 75c. to \$1 per basket; cocoanuts, \$3.50 per bag of 100; Californian Bartlett pears, \$4.25 per box; bananas, No. 1, \$1.75 to \$2.25, and eight hands, \$1 to \$1.50; Canadian pears (baskets), 40 to 50c.; Bartlett pears (bbls.), \$2 to \$3.75; Spanish onions, 80 to 85c.; sweet potatoes, \$2.50 to \$3.50; Malaga grapes, \$5.50 to \$7 per keg; Canadian grapes, 20c. for blues, 25c. for green and red; cranberries, \$7.25 to \$7.50 per bbl.; barrel onions, \$2.50.

#### FISH.

Green cod and herring are very scarce. There is a good demand for all procurable lines of fish. We quote: Haddies, 15 and 30-lb. boxes, 6c. per lb.; Yarmouth bloaters, 60 in a box, \$1 per box; Yarmouth bloaters, 100 in a box, \$1 per box; smoked herrings, medium, 13c. per box; single haddock, 4 $\frac{3}{4}$ c. per lb.; Marshall's canned, kippered and with tomato sauce, \$1.45 per doz.; also Canadian kippered, etc., 95c. per doz.; No. 1 green haddock, \$4.25 per bbl.; No. 1 green codfish, \$5.25 per bbl.; No. 2 green codfish, \$4.25 per bbl.; No. 1 dressed or skinned cod, 100-lb. case, \$1.50; dried codfish, per 112 lb., \$5; Ivory brand boneless codfish in 1 and 2-lb. blocks, 20-lb. boxes, 5 $\frac{1}{2}$ c. per lb.; loose boneless cod, 40-lb. boxes, 4 $\frac{1}{2}$ c. per lb.; No. 2 mackerel, \$12 per bbl.; No. 1 pickled sardines, \$5.50 per bbl.; No. 1 Labrador salmon, \$11.50 per bbl.; No. 1 Labrador salmon, \$6.25 per  $\frac{1}{2}$  bbl.; No. 1 B. C. salmon, \$11 per bbl.; No. 1 B. C. salmon, 80 per  $\frac{1}{2}$  bbl.; No. 1 Nova Scotia choice herrings, \$5.50 per bbl.; No. 1 Nova Scotia choice her-

## Clark's Concentrated Soups

are well packed, handsomely labelled and good value. They are making new friends everywhere.

We want you to be one of them.

13 Varieties, retail at 10c. a tin.

# EPPS'S

GRATEFUL.  
COMFORTING.

IN  $\frac{1}{4}$ -LB. LABELLED TINS.

14-LB. BOXES.

Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal.

In Nova Scotia, E. D. ADAMS, Halifax.

In Manitoba, BUCHANAN & GORDON, Winnipeg.

THE MOST  
NUTRITIOUS.

# COCOA



Capstan Brand

## BAKING POWDER

$\frac{1}{4}$ -lb.,  $\frac{1}{2}$ -lb., 1-lb., 5-lb. sizes.

No purer line of Baking Powder on the market. Quality guaranteed.  
Write us for prices.

The Capstan Mfg. Co., - Toronto.

W. A. CARSON

J. ERLE CALDWELL

## Belleville Pottery Co.

SUCCESSORS  
TO...



KINDLY WRITE US FOR CATALOGUE AND PRICE LIST.

# "Sarnia" OIL

LAMP

Equal to best American Oil.

GROCERS ALL SELL IT.

THE QUEEN CITY OIL COMPANY, Limited, - TORONTO, ONT.  
SAMUEL ROGERS, President.

rings, \$3 per ½ bbl.; Scotch or Loch Fyne herrings, \$6.75 per ½ bbl.; Scotch or Loch Fyne herrings, \$1 per keg; Holland or Dutch herrings, 75c. per keg; large salted eels, \$12 per bbl.; standard bulk oysters, \$1.30 per gal.; select bulk oysters, \$1.50 per gal.; canned Canadian ¼ sardines, per 100, \$3.75; canned U. S. little neck clams, \$1.50 per doz.; canned U. S. Kensetts Cove oysters, \$1.25 per doz.; Malpeque, Blue Point and other shelled oysters, \$4, \$4.50, \$5, \$5.50; little neck clams, \$1; 1-lb. lobsters, flat cans, \$9.50 to \$10; ½-lb. lobsters, flat cans, \$10 to \$10.50.

### FLOUR AND GRAIN.

**FLOUR**—The market is quiet as buyers limit their purchases to small hand-to-mouth purchases. Spring patents are worth \$3.95 to \$4.10; winter patents, \$3.55 to \$3.75; straight roller, \$3.30 to \$3.40; strong bakers', \$3.50 to \$3.80.

**GRAIN**—We quote: Manitoba, No. 1 hard, 77 to 78c. afloat October; peas, 82c.; rye, 57 to 58½c.; No. 2 barley, 54 to 54½c.; oats, 39 to 39½c.; buckwheat, 56½ to 57c.; corn, 61½ to 62c.

**OATMEAL**—The market is very firm at last week's quotation. Wholesalers ask \$1.75 to \$1.85 per bbl., and \$2.35 to \$2.37½ in bags.

**FEED**—The market is firm under a good local and export demand. Ontario bran is worth \$15.50 in bulk; shorts, \$17.50 to \$18.50.

**BALED HAY**—The market is firm under a good active inquiry. No. 1 timothy is worth \$9.50 to \$10; No. 2, \$8.50 to \$9; clover mixture, \$7.50 to \$8.

### LIQUORS.

#### SCOTCH WHISKIES.

|                                                   | Per case of quarts. | \$9 50 less 3 p.c. 30 days |
|---------------------------------------------------|---------------------|----------------------------|
| Roderick Dhu .....                                | 10 50               | " " "                      |
| Usher's O.V.G. Special Reserve .....              | 13 00               | " " "                      |
| Usher's G.O.H. ....                               | 9 75                | " " "                      |
| Gaelic, Old Smuggler .....                        | 9 50                | " " "                      |
| Greer's O.V.H. ....                               | 9 75                | " " "                      |
| Old Mull .....                                    | 10 25               | " " "                      |
| Sheriff's One Star .....                          | 10 50               | " " "                      |
| " V.O. ....                                       | 9 75                | " " "                      |
| Kilmarnoch .....                                  | 10 00               | " " "                      |
| Doctor's Special .....                            | 10 75               | " " "                      |
| House of Lords .....                              | 9 25                | " " "                      |
| Bulloch, Lade & Co.—                              |                     |                            |
| Special blend .....                               | 11 00               | " " "                      |
| Extra special .....                               | 9 50                | " " "                      |
| John Dewar & Sons—                                |                     |                            |
| Extra special .....                               | 12 25               | " " "                      |
| Special liqueur .....                             | 16 50               | " " "                      |
| Extra .....                                       |                     |                            |
| James Ainslie & Co.—                              |                     |                            |
| Highland Dew .....                                | 6 75                | " " "                      |
| Glen Lion, extra special .....                    | 12 50               | " " "                      |
| J. Brown & Co.—                                   |                     |                            |
| Duke of Cambridge .....                           | 12 00               | " " "                      |
| Mitchell's—                                       |                     |                            |
| Heather Dew .....                                 | 7 00                | " " "                      |
| Special Reserve .....                             | 9 00                | " " "                      |
| Mullmore .....                                    | 6 50                | " " "                      |
| W. Teaches & Sons—                                |                     |                            |
| Highland Cream, qts., \$9.50 less 3 p.c. 30 days. |                     |                            |

#### CANADIAN WHISKIES.

|                                    | In barrel per gal. | Less than one bbl. per gallon. |
|------------------------------------|--------------------|--------------------------------|
| Gooderham & Worts, 65 O. P. ....   | \$4 50             |                                |
| Hiram Walker & Sons .....          | 4 50               |                                |
| J. P. Wiser & Son .....            | 4 49               |                                |
| J. E. Seagram .....                | 4 49               |                                |
| H. Corby .....                     | 4 10               |                                |
| Gooderham & Worts, 50 O. P. ....   | 4 10               |                                |
| Hiram Walker & Sons .....          | 4 09               |                                |
| J. P. Wiser & Son .....            | 4 09               |                                |
| J. E. Seagram .....                | 4 09               |                                |
| H. Corby .....                     | 2 20               |                                |
| Rye, Gooderham & Worts .....       | 2 20               |                                |
| Hiram Walker & Sons .....          | 2 19               |                                |
| J. P. Wiser & Son .....            | 2 19               |                                |
| J. E. Seagram .....                | 2 19               |                                |
| H. Corby .....                     | 2 19               |                                |
| Imperial, Walker & Sons .....      | 3 60               |                                |
| Canadian Club, Walker & Sons ..... |                    |                                |
| 65 O. P. ....                      | \$4 55             |                                |
| 50 O. P. ....                      | 4 15               |                                |
| Rye .....                          | 2 25               |                                |

### CHAMPAGNE.

The prices below are subject to the trade discount of 5 and 3 per cent.:

|                                  | Per Case.       |
|----------------------------------|-----------------|
| Comte de Castellane—             |                 |
| Cuvée Reservee... { Quarts. .... | \$12 50         |
| Carte d'Or..... { Pints ..... .. | 13 50           |
| Champagne Ve Amiot—              | 15 00           |
| Carte d'Or.....                  | 16 00           |
| " Blanche.....                   | 13 00           |
| " d'Argent .....                 | 10 50           |
| Pommery—                         |                 |
| Sec and Extra Sec.....           | Quarts. Pints   |
| Mumm's—                          | \$28 00 \$30 00 |
| Extra Sec.....                   | 28 00 30 00     |
| Moët & Chandon—                  |                 |
| White Seal.....                  | 28 00 30 00     |
| Brut Imperial .....              | 31 00 33 00     |
| Perrier-Jouët—                   |                 |
| Brut .....                       | 28 00 30 00     |
| Reserve Dry .....                | 28 00 30 00     |

### GIN.

|                                              | Per Case. |
|----------------------------------------------|-----------|
| Pollen Zoon—                                 |           |
| Red, cases of 15 bottles.....                | \$9 75    |
| Green, " 12 " .....                          | 4 75      |
| Violette, " 12 " .....                       | 2 45      |
| P. Hoppe "Night Cap" Brand—                  |           |
| Red, cases of 15 bottles.....                | 10 50     |
| Green, " 12 " .....                          | 5 25      |
| Yellow, " 15 " .....                         | 10 75     |
| Blue, " 12 " .....                           | 5 40      |
| Poney, " 12 " .....                          | 2 50      |
| Draught—                                     |           |
| Hogsheads .....                              | Per Gal.  |
| Quarter casks .....                          | \$2 95    |
| Octaves .....                                | 3 00      |
| De Kuyper—                                   |           |
| Violet, 2 doz. cases .....                   | 5 30      |
| Green, " " .....                             | 6 00      |
| Red, " " .....                               | 11 50     |
| White, " " .....                             | 4 00      |
| Terms, net 30 days, 1 per cent. off 10 days. |           |
| In five-case lots, freight may be prepaid.   |           |
| Key Brand—                                   |           |
| Red cases .....                              | 10 25     |
| Green " .....                                | 4 85      |
| Poney" .....                                 | 2 60      |
| Melcher's—                                   |           |
| Infantes (4 doz).....                        | 4 75      |
| Picnic .....                                 | 7 75      |
| Poney .....                                  | 2 60      |
| Blue cases .....                             | 4 75      |
| Green " .....                                | 5 50      |
| Red " .....                                  | 10 25     |
| Honeysuckle, small.....                      | 7 90      |
| " large .....                                | 15 25     |

### COUNTRY PRODUCE.

**EGGS**—The export demand for eggs is good at 7s. for pickled and 8s. to 8s. 2d. for fresh stock. The market is firm at 19 to 20c. for fresh candled and 15c. for seconds.

**HONEY**—Honey is strong at \$1.50 to \$1.60 per dozen and 9½c. for strained honey.

**POTATOES**—The market is steady and prices have a stiffening tendency. Carrots have sold at 62½ to 65c.

**BEANS**—Prime white beans are down to 3c. per lb. out of wholesale hands.

**ASHES**—The market is quiet, first pots being worth \$1.25, and seconds, \$3.75 to \$3.80.

### BUTTER AND CHEESE.

**CHEESE**—The market has taken a better turn since the recent decline. Quebec cheese is worth 9c. on the wharf and western Septembers, 9½c.

**BUTTER**—The butter market is in good shape, although there is considerable poor stuff coming forward. Fancy creamery is selling out of jobbers' hands at 20½ to 21c. Western dairy is a drug at 14 to 14½c.

### MONTREAL NOTES.

Green cod is scarce and high. Boiling peas are worth 2c. per lb. Pork has been reduced 50c. per barrel this week.

Some bargains are offered in last year's fine off-stalk Valencias.

Some houses are out of pearl barley and cannot replenish their supply.

Malaga raisins are very low this year and the quality of the new fruit is excellent. Sales are much in excess of last year.

# Enterprise

## RENOVATOR.

The perfect carpet and clothes cleaner.

Grocers: Send for our special offer.

ENTERPRISE SPECIALTY CO.,  
83 Bay Street, TORONTO.

# FRUIT IS SCARCE.

Your customers want --

# N. & B. Jelly Powder

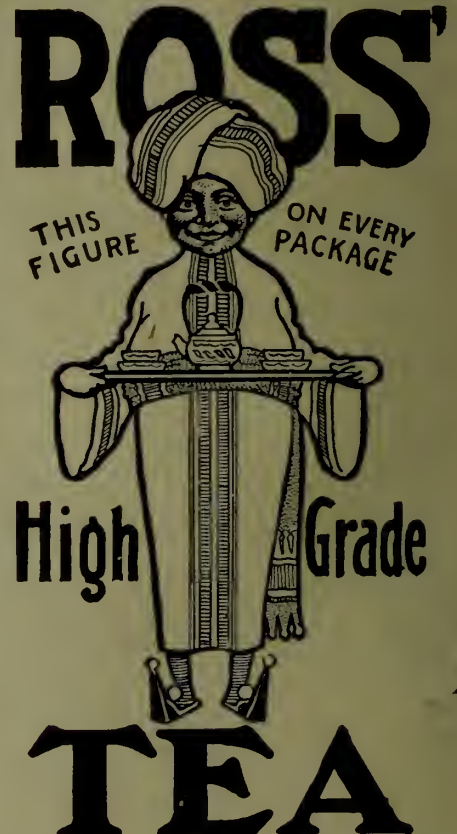
IT ALWAYS GIVES SATISFACTION.

That is what our friends the grocers say, and you know they never lie. The price is

90 cents per dozen.

Order a dozen, to come along with your other goods.

NICHOLSON & BROCK  
TORONTO.



# TEA

There is no question about Ceylon Teas being the **BEST**, but grocers should be careful not to sell teas marked Ceylon and adulterated with inferior teas.

**ROSS' HIGH-GRADE** is, without exception, the only pure Ceylon tea on the Canadian market. For your own edification inquire into this.

THE ROSS TEA CO., - - TORONTO.



DAINTY

**"Christie's Plum Puddings"**1-lb. and 2-lb.  
tins, with key  
attachment.

DELICIOUS

**"Christie's Assorted Sandwiches"**

5 Varieties:

Chocolate  
Orange  
Lemon  
Strawberry  
Ratiffa

The quality the highest, the price reasonable, desirable goods for the merchant to offer--order now.

# Christie, Brown & Co., Limited

TORONTO and MONTREAL.

**"Celebrate Yourself"**

The easiest thing in the world to do, especially when you sell good goods. Have you seen the new **Pure Gold Spice Package** and Counter Carton? It's a perfect design and a good profitable seller for the popular prices—5c. and 10c. Samples Free.

# Pure Gold Co., = Toronto

# CURRENT MARKET QUOTATIONS

October 24, 1901.

This list is corrected every Thursday, and the quotations herein given are for the cities of Montreal, Toronto, St. John, N. B., and Halifax. The prices are solicited for publication, and are of such quantities and qualities as are usually ordered by retail dealers on the usual terms of credit. For Winnipeg market report and prices, see page 146.

Goods in large lots and for prompt pay are generally obtainable at lower prices. All quotations for staple products are under the direct control of the Editors, who call daily upon all the leading houses in the principal centres.

## BUTTER, CHEESE AND EGGS

|                                    | Montreal. |         | Toronto. |        | St. John,<br>Halifax. |
|------------------------------------|-----------|---------|----------|--------|-----------------------|
| <b>BUTTER, CHEESE<br/>AND EGGS</b> |           |         |          |        |                       |
| Dairy, choice, large-rolls, lb.    | \$0 15    | \$0 15½ | \$0 15   | \$0 16 | 1.....                |
| " " pound blocks .....             | 17        | 0 18    | 17       | 18     | 18                    |
| " " tubs, best .....               | 15        | 17      | 15       | 18     | 19                    |
| " " tubs, inferior .....           | 15        | 16      | 12       | 14     | 16                    |
| Creamery, boxes.....               | .....     | 21      | 19½      | 21     | 18                    |
| " " prints .....                   | .....     | 22      | 21       | 22     | 20                    |
| Cheese, new, per lb.....           | .....     | 10      | 9½       | 9¾     | 10½                   |
| Eggs, new laid, per doz.....       | .....     | 19      | 17½      | 18     | 12½                   |
|                                    |           |         |          |        | 13                    |

## CANNED GOODS

|                                 |      |       |       |      |      |      |
|---------------------------------|------|-------|-------|------|------|------|
| Apples, 3's.....                | 2 25 | 50    | 90    | 1 00 | 1 00 | 1 10 |
| " gallons.....                  | 2 20 | 2 25  | 2 25  | 2 40 | 2 35 | 2 50 |
| Asparagus.....                  | 1 00 | 1 00  | 95    | 1 10 |      |      |
| Beets.....                      | 1 00 | 1 30  | 1 40  | 1 70 | 1 50 | 1 10 |
| Blackberries, 2's.....          | 80   | 85    | 80    | 85   | 95   | 1 00 |
| Blueberries, 2's.....           | 80   | 90    |       | 80   | 90   | 95   |
| Beans, 2's.....                 | 75   | 80    | 80    | 85   | 80   | 90   |
| Corn, 2's.....                  | 2 25 | 2 30  | 2 10  | 2 25 | 2 80 | 2 90 |
| Cberries, red, pitted, 2's..... | 2 25 | 2 30  | 2 00  | 2 25 |      |      |
| " white.....                    | 80   | 85    | 80    | 82½  | 85   | 90   |
| Peas, 2's.....                  | 95   | 1 05  | 90    | 1 00 | 1 10 | 1 15 |
| " split.....                    | 1 05 | 1 15  | 1 25  | 1 80 | 1 20 | 1 25 |
| " extra sifted.....             | 1 50 | 1 60  |       | 1 60 | 1 75 | 1 80 |
| Pears, Bartlett, 2's.....       | 2 00 | 2 00  | 2 00  | 2 40 | 2 25 | 2 25 |
| " 3's.....                      | 2 00 | 2 40  | 2 25  | 2 50 | 2 15 | 2 15 |
| Pineapple, 2's.....             | 2 40 | 2 60  | 2 50  | 2 60 | 2 50 | 2 60 |
| " 3's.....                      | 1 75 | 1 95  | 1 75  | 1 90 |      | 1 75 |
| Peaches, 2's.....               | 2 50 | 2 75  | 2 50  | 2 75 | 2 70 | 2 80 |
| " 3's.....                      | 1 30 | 1 85  | 1 10  | 1 25 | 1 30 | 1 60 |
| Plums, green gages, 2's.....    | 1 20 | 1 25  | 1 00  | 1 10 | 1 30 | 1 50 |
| " Lombard.....                  | 1 00 | 1 25  |       | 1 00 | 1 10 | 1 80 |
| " Damson, blue.....             |      | 85    |       | 85   | 90   | 1 00 |
| Pumpkins, 8's.....              |      |       | 2 10  | 2 25 | 2 10 | 2 25 |
| " gallon.....                   | 1 40 | 1 50  | 1 60  | 1 80 | 1 70 | 1 75 |
| Raspberries, 2's.....           | 1 50 | 1 75  | 1 60  | 1 75 | 1 60 | 1 75 |
| Strawberries, 2's.....          | 1 00 | 1 25  |       | 1 16 | 1 10 | 1 15 |
| Succotash, 2's.....             | 85   | 87½   | 82½   | 85   | 90   | 1 00 |
| Tomatoes, 3's.....              | 2 75 | 3 20  |       | 3 25 | 2 50 | 3 25 |
| Lobster, tails.....             | 5 00 | 8 75  | 8 50  | 9 70 |      | 1 25 |
| " 1-lb. flats.....              | 1 75 | 1 85  | 1 75  | 1 80 |      | 1 75 |
| " ¼-lb. flats.....              | 1 00 | 1 10  | 1 15  | 1 25 | 1 85 | 1 45 |
| Mackerel.....                   | 1 35 | 1 60  | 1 35  | 1 45 | 1 50 | 1 75 |
| Salmon, sockeye.....            |      |       | 1 25  | 1 30 | 1 25 | 1 50 |
| " Northern.....                 |      |       | 1 42½ | 1 45 |      |      |
| " Horseshoe.....                | 1 00 | 1 15  | 1 05  | 1 15 | 1 25 | 1 50 |
| " Coboes.....                   | 12   | 12½   | 12½   | 18   | 14   | 15   |
| Sardines, Albert, ¼'s.....      | 20   | 21    | 20    | 21   | 20   | 21   |
| " ½'s.....                      | 11½  | 12    |       | 12½  |      | 12   |
| " Sportsman, ¼'s.....           | 19   | 20    |       | 21   | 20   | 21   |
| " ½'s.....                      | 9    | 11    | 10½   | 11   | 16   | 18   |
| " key opener, ¼'s.....          | 20   | 18    | 18½   | 23   | 10   | 11   |
| " ½'s.....                      | 27½  | 36    | 33    | 38   | 23   | 25   |
| " P. & C., ¼'s.....             | 4    | 4½    | 4     | 4½   | 4    | 4    |
| " ½'s.....                      | 7    | 8     | 9     | 11   |      |      |
| Domestic, ¼'s.....              |      |       |       |      |      |      |
| " Mustard, ¼ size, cases        | 7 50 | 11 00 | 8 50  | 9 00 | 8 00 | 9 00 |
| 50 tins, per 100.....           |      | 1 00  | 1 10  | 1 15 | 1 00 | 1 10 |
| Haddes.....                     | 1 00 | 1 85  | 1 00  | 1 75 | 1 00 | 1 10 |
| Klippered Herrings.....         | 1 60 | 1 55  | 1 00  | 1 70 |      | 2 00 |
| Herring in Tomato Sauce.....    |      |       |       |      |      |      |

## CANDIED PEELS

|                     |    |     |     |     |    |    |
|---------------------|----|-----|-----|-----|----|----|
| Lemon, per lb. .... | 9½ | 10  | 11  | 12½ | 12 | 13 |
| Orange, " .....     | 10 | 10½ | 11½ | 13  | 12 | 13 |
| Citron, " .....     |    | 14  | 16  | 18  | 15 | 17 |

## GREEN FRUITS

|                                      |       |       |       |       |       |
|--------------------------------------|-------|-------|-------|-------|-------|
| Oranges, Jamaica, per box .....      | ..... | 4 00  | ..... | 4 50  | ..... |
| " " " per bbl .....                  | ..... | 5 50  | 6 00  | 5 00  | ..... |
| Lemons, Malaga, per box .....        | 8 75  | 4 25  | ..... | 4 00  | 4 50  |
| " California .....                   | ..... | ..... | 5 00  | 5 00  | ..... |
| Bananas, Firsts, per bunch .....     | 1 75  | 2 25  | ..... | 1 75  | 1 50  |
| Apples, per bbl .....                | ..... | 2 50  | 3 50  | 1 50  | 2 00  |
| Cocoanuts, per 100 .....             | ..... | 3 25  | 4 00  | 3 00  | 3 25  |
| Malaga grapes, per keg .....         | ..... | ..... | 4 00  | ..... | ..... |
| Cranberries, Cape Cod, per bbl ..... | ..... | ..... | 7 00  | ..... | ..... |
| " Out., p-r bbl .....                | ..... | ..... | 5 50  | 8 25  | 8 50  |
| Sweet Potatoes, per bbl .....        | ..... | 3 00  | 3 25  | 3 50  | 3 75  |

## SUGAR

|                                  |      |      |      |
|----------------------------------|------|------|------|
| Granulated St. Lawrence and Red  | 4 30 | 4 48 | 4 30 |
| Granulated, Acadia               | 4 25 | 4 43 | 4 33 |
| Paris Imp, bbls, and 100-lb. bxs | 4 80 | 4 98 | 0 05 |
| " " In 50-lb. boxes              | 4 90 | 5 08 |      |
| Extra Ground Icing, bbls., ....  | 4 80 | 5 25 |      |
| Powdered, bbls                   | 4 45 | 5 00 | 5 55 |
| Phoenix                          | 4 15 | 4 98 |      |
| Cream                            | 4 20 | 4 28 |      |
| Extra bright coffee              | 4 05 | 4 23 |      |
| Bright coffee                    | 4 05 | 4 13 |      |
| Bright yellow                    | 3 85 | 4 03 | 3 97 |
| No. 3 yellow                     | 3 75 | 3 93 | 3 65 |
| No. 2 y. low                     | 3 65 | 3 83 |      |
| No. 1 y. low                     | 3 45 | 3 63 |      |

## HARDWARE PAINTS AND OILS

| <b>HARDWARE<br/>PAINTS AND OILS</b>     | <b>Montreal.</b> | <b>Toronto.</b> | <b>St. John<br/>Halifax.</b> |
|-----------------------------------------|------------------|-----------------|------------------------------|
| Wire nails, base .....                  | \$2 85           | \$2 85          | \$3 20                       |
| Cut nails, base .....                   | 2 55             | 2 55            | 2 85                         |
| Barbed wire, per 100-lb. ....           | 3 05             | 3 05            | \$ 50 3 75                   |
| Oiled and Annealed Wire,<br>No. 9 ..... | 2 80             | 2 80            | .....                        |
| White lead, Pure .....                  | 6 00             | 6 12½           | 6 80                         |
| Linseed oil, 1 to 4 bbls., raw ..       | 77               | 77              | 84                           |
| ..... boiled .....                      | 80               | 80              | 84                           |
| Turpentine, single bbls. ....           | 55               | 56              | 57                           |
| Resin, in bbls., per gal .....          | .....            | 16½             | 58                           |

## SYRUPS AND MOLASSES

| SYRUPS—                        |      |    |       |    |
|--------------------------------|------|----|-------|----|
| Dark                           | 1%   |    |       |    |
| Medium                         | 2%   | 30 | 82    |    |
| Bright                         | 2%   | 35 | 37    | 34 |
| Corn Syrup, barrel, perib. ... | 3%   |    | 8 1/2 | 36 |
| “ “ “ 1/2 bbls. “              | 8%   |    | 8 3/4 | 38 |
| “ “ “ kegs “                   | 3%   |    | 3 1/2 |    |
| “ “ “ 3 gal. palls, each       | 1 40 |    | 1 50  |    |
| “ “ “ 2 gal. “                 | 1 05 |    | 1 10  |    |
| Honey                          |      |    | 40    |    |
| “ “ 25-lb. palls               | 1 65 |    | 1 00  |    |
| “ “ 55-lb. palls               | 1 40 |    | 1 40  |    |
| Molasses—                      |      |    |       |    |
| New Orleans                    | 22   | 30 | 23    | 60 |
| Barbadoes                      |      | 29 |       | 24 |
| Porto Rico                     |      |    | 38    | 42 |
| Antigua                        |      |    |       | 30 |
| St. Croix                      |      |    |       | 28 |

## CANNED MEATS

| CANNED MEATS                     |       |        |        |        |        |        |
|----------------------------------|-------|--------|--------|--------|--------|--------|
| Comp, corn beef, 1-lb. cans...   | 1 45  | \$1 60 | \$1 60 | \$1 65 | \$1 60 | \$1 70 |
| "    2-lb. cans....              | 2 70  | 2 85   | 2 85   | 3 00   | 2 80   | 2 90   |
| "    6-lb. cans....              | 7 90  | 9 60   | .....  | 8 25   | 8 75   | 9 25   |
| "    14-lb. cans....             | 16 50 | 23 00  | .....  | 19 50  | 20 00  | 21 00  |
| Minced callops, 2-lb. can.....   | ..... | 2 75   | .....  | 2 60   | 2 50   | 2 80   |
| Lunch tongue, 1-lb. can.....     | 8 00  | 7 90   | .....  | 3 00   | 3 00   | 3 25   |
| "    2-lb. can.....              | 8 00  | 7 90   | .....  | 7 00   | 5 80   | 6 00   |
| Engish brawn, 2-lb. can.....     | 2 40  | 2 75   | .....  | 2 45   | 2 75   | 2 80   |
| Camp sausage, 1-lb. can.....     | ..... | .....  | .....  | 2 50   | 2 50   | .....  |
| "    2-lb. can.....              | ..... | .....  | .....  | 4 00   | 4 00   | .....  |
| Soups, assorted, 1-lb. can.....  | 1 15  | 1 50   | .....  | 1 50   | 1 40   | .....  |
| "    2-lb. can.....              | 2 40  | 2 45   | .....  | 2 20   | 2 25   | .....  |
| Soups and Boull, 2-lb. can....   | 1 75  | 2 50   | .....  | 1 80   | 1 75   | .....  |
| "    6-lb. can.....              | 3 50  | 5 85   | .....  | 4 50   | 4 25   | 4 50   |
| Sliced smoked beef, 1/2 lb. .... | 1 65  | 1 70   | 1 65   | 1 70   | .....  | 2 00   |
| "    "    1-lb. ....             | 2 75  | 3 10   | 2 80   | 2 95   | .....  | 3 25   |

## FRUITS

| Foreign                     |       |       |       | 12     | 12        |
|-----------------------------|-------|-------|-------|--------|-----------|
| Currants, Provincials, bbls | ..... | ..... | ..... | .....  | .....     |
| Fillatras, bbls             | ..... | ..... | ..... | .....  | .....     |
| " 1/2-bbls                  | ..... | ..... | ..... | .....  | .....     |
| " cases                     | ..... | 5 1/2 | ..... | 6 1/2  | .....     |
| " 1/2-cases                 | 5 1/2 | 6 1/2 | ..... | 12 1/2 | 12        |
| Patras, bbls                | ..... | ..... | ..... | .....  | .....     |
| " 1/2-bbls                  | ..... | ..... | ..... | .....  | .....     |
| " cases                     | ..... | 6     | 7     | 7 1/2  | .....     |
| " 1/2-cases                 | ..... | 6     | 7     | 7 1/2  | .....     |
| Amallas                     | 6 1/2 | 7     | 7 1/2 | 7 1/2  | .....     |
| Vostlizas, cases            | 7 1/2 | 8     | ..... | 8      | .....     |
| Dates, Halloweas            | 4 1/2 | 5     | 4     | 4 1/2  | 3 1/2 4   |
| Sals                        | ..... | ..... | 3 1/2 | 4      | .....     |
| Figs, 10-lb. boxes          | 1 00  | 10    | 11    | 10     | 12        |
| Mats, per lb.               | 8 1/2 | 3 1/2 | 4     | .....  | .....     |
| 7 cr., 25-lb. boxes         | ..... | 3 30  | ..... | .....  | .....     |
| 1-lb. glove boxes           | ..... | 12    | ..... | .....  | .....     |
| Prunes, California, 30's    | ..... | 9     | 8     | 8 1/2  | 10 12     |
| " 40's                      | ..... | 8 1/2 | 8 1/2 | 10     | 8 1/2 9   |
| " 50's                      | ..... | 8 1/2 | 8     | 8 1/2  | 7 1/2 8   |
| " 60's                      | ..... | 8     | 7 1/2 | 8      | 7 7       |
| " 70's                      | ..... | 7 1/2 | 6 1/2 | 7 1/2  | 6 1/2 7   |
| " 80's                      | ..... | 7     | 6 1/2 | 7      | 6 6       |
| " 90's                      | ..... | 6 1/2 | 5     | 5 1/2  | 5 1/2 6   |
| " 100's                     | ..... | 6     | 5 1/2 | 6 1/2  | .....     |
| Bosnia, A's                 | ..... | ..... | 6     | .....  | .....     |
| " B's                       | ..... | ..... | 7 1/2 | 8      | .....     |
| " U's                       | ..... | 5     | 6 1/2 | 6 1/2  | .....     |
| French, 50's                | ..... | ..... | ..... | .....  | .....     |
| " 110's                     | ..... | 5     | 3 1/2 | 4      | .....     |
| Halsins, Fine off stalk     | ..... | 5 1/2 | 6     | 6 1/2  | 8 8       |
| Selected                    | ..... | 6     | 6 1/2 | 7      | 9 9       |
| Selected layers             | ..... | ..... | ..... | .....  | 10 10     |
| Sultanas                    | 8     | 10    | 9     | 11 1/2 | 10 12     |
| California, 2-crown         | 5     | 5 1/2 | ..... | .....  | 9 9       |
| " 3-crown                   | 7 1/2 | 7 1/2 | ..... | 7 1/2  | 8 1/2 9   |
| " 4-crown                   | 7 1/2 | 8     | ..... | 8      | 9 9       |
| " seeded, 8-cr.             | 9 1/2 | 10    | 9 1/2 | 10 1/2 | 10 10     |
| Malaga, Lon. layers         | 1 60  | 1 63  | ..... | 2 00   | 2 25 2 40 |
| Black baskets               | ..... | ..... | ..... | 2 25   | 2 50 2 75 |
| Blue baskets                | ..... | ..... | ..... | .....  | 2 80 3 00 |
| Debeas clinters             | ..... | ..... | 3 00  | 4 00   | 3 25 3 50 |
| Choice clinters             | 2 75  | 3 00  | ..... | 3 00   | .....     |

## PROVISIONS

|                                |       |       |       |       |
|--------------------------------|-------|-------|-------|-------|
| Dry Salted Meats—              |       |       |       |       |
| Long clear bacon .....         | 12    | 11½   |       |       |
| Smoked meats—                  |       |       |       |       |
| Breakfast bacon .....          | 15    | 15    |       |       |
| Rolls .....                    | 12    | 12½   |       |       |
| Medium Hams .....              | 14    | 13½   | 14    | 15    |
| Large Hams .....               | 13    | 12½   |       |       |
| Shoulder hams .....            | 12    | 11½   | 8     | 9     |
| Backs .....                    | 15    | 15    |       |       |
| Meats out of pickle i.e. less. |       |       |       |       |
| Barrel Pork—                   |       |       |       |       |
| Canadian heavy mess .....      | 21 00 | 20 50 | 21 50 | 22 50 |
| short cut .....                | 23 00 | 22 00 | 22 00 | 23 00 |
| Plate beef .....               | 12 56 | 12 50 | 14 00 | 14 50 |
| Lard, tberces, per lb .....    | 11½   | 11¾   | 11½   | 12    |
| Tubs .....                     |       | 12    | 12½   | 12½   |
| Palls .....                    | 12½   | 12½   | 12½   | 12½   |



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| COFFEE                           |           |          |                    | PETROLEUM                      |           |          |                    |
|----------------------------------|-----------|----------|--------------------|--------------------------------|-----------|----------|--------------------|
| Green—                           | Montreal. | Toronto. | St. John, Halifax. |                                | Montreal. | Toronto. | St. John, Halifax. |
| Mocha.....                       | 24        | 23       | 28                 | 25                             | 30        |          |                    |
| Old Government Java.....         | 27        | 22       | 30                 | 25                             | 30        |          |                    |
| Rio.....                         | 10        | 7½       | 9½                 | 12                             | 13        |          |                    |
| Santos.....                      | 29        | 26       | 30                 | 29                             | 31        |          |                    |
| Porto Rico.....                  | 22        | 22       | 25                 | 24                             | 28        |          |                    |
| Guatemala.....                   | 18        | 22       | 25                 | 24                             | 26        |          |                    |
| Jamaica.....                     | 18        | 15       | 20                 | 18                             | 22        |          |                    |
| Maracaibo.....                   | 13        | 13       | 18                 | 13                             | 15        |          |                    |
| NUTS                             |           |          |                    | TEAS                           |           |          |                    |
| Brazil.....                      | 31        | 32       | 15                 | 16                             | 8½        | 9        |                    |
| Valencia shelled almonds.....    | 11½       | 12½      | 13                 | 14                             | 13        | 15       |                    |
| Tarragona almonds.....           | 40        | 40       | 43                 | 20                             | 40        | 20       | 40                 |
| Formegetta almonds.....          | 7½        | 8        | 8                  | 10                             | 9         | 10       |                    |
| Jordan shelled almonds.....      | 6½        | 7        | 7                  | 9                              | 10        | 10       |                    |
| Peanuts (roasted).....           | 3 00      | 3 75     | 3 50               | 4 00                           |           |          |                    |
| " (green).....                   | 9½        | 10       | 12½                | 9                              | 12        |          |                    |
| Cocanuts, per doz.....           | 7         | 8        | 11½                | 9                              | 10        |          |                    |
| Grenoble walnuts.....            | 9         | 10       | 10                 | 11½                            | 9         | 10       |                    |
| Marhot walnuts.....              | 7         | 8        | 10                 | 11                             | 10        | 11       |                    |
| Bordeaux walnuts.....            | 10        | 12       | 13                 | 15                             | 12        | 14       |                    |
| Sicily filberts.....             | 19        | 20       | 20                 | 25                             |           |          |                    |
| Naples filberts.....             |           |          |                    |                                |           |          |                    |
| Pecans.....                      |           |          |                    |                                |           |          |                    |
| Shelled Walnuts.....             |           |          |                    |                                |           |          |                    |
| SODA                             |           |          |                    | RICE, MACARONI, SAGO, TAPIOCA. |           |          |                    |
| Bi-carb, standard, 112-lb. keg   | 1 65      | 1 80     | 2 00               | 2 25                           | 1 70      | 1 75     |                    |
| Sal soda, per hbl.....           | 70        | 75       | 80                 | 90                             | 85        | 90       |                    |
| Sal Soda, per keg.....           | 95        | 1 00     | 1 00               | 95                             | 1 00      |          |                    |
| Granulated Sal Soda, per lb..... |           |          | 1                  |                                |           |          |                    |
| SPICES                           |           |          |                    | WOODENWARE                     |           |          |                    |
| Pepper, black, ground, in kegs   | 16        | 18       | 18                 | 14                             | 15        |          |                    |
| " pails, boxes.....              | 14        | 17       | 19                 | 15                             | 16        |          |                    |
| " in 5-lb. cans.....             | 15        | 17       | 19                 | 12                             | 13        |          |                    |
| " whole.....                     | 26        | 27       | 26                 | 27                             | 24        | 26       |                    |
| Pepper, white, ground, in kegs   | 25        | 26       | 25                 | 26                             | 20        | 22       |                    |
| " pails, boxes.....              | 23        | 25       | 23                 | 25                             | 20        | 22       |                    |
| " 5-lb. cans.....                | 19        | 25       | 22                 | 25                             | 20        | 25       |                    |
| " whole.....                     | 12        | 30       | 14                 | 35                             | 18        | 20       |                    |
| Ginger, Jamaica.....             | 25        | 30       | 25                 | 30                             | 25        | 30       |                    |
| Cloves, whole.....               | 13        | 18       | 20                 | 40                             | 16        | 20       |                    |
| Pure mixed spice.....            | 25        | 24       | 25                 | 20                             | 22        |          |                    |
| Cassia.....                      | 28        | 25       | 30                 | 25                             | 30        |          |                    |
| Cream tartar, French.....        | 10        | 15       | 13                 | 16                             | 18        |          |                    |
| " hest.....                      |           |          |                    |                                |           |          |                    |
| Allspice.....                    |           |          |                    |                                |           |          |                    |
| Pails, No. 1, 2-hoop.....        | 1 90      | 1 60     | 1 90               |                                |           |          |                    |
| " 3-hoop.....                    | 2 05      | 1 75     | 2 05               |                                |           |          |                    |
| " half, and covers.....          | 1 75      | 1 70     | 1 75               |                                |           |          |                    |
| " quarter, jam and covers        | 1 45      | 1 20     | 1 45               |                                |           |          |                    |
| candy, and covers.....           | 2 70      | 3 20     | 1 75               | 2 70                           | 3 20      |          |                    |
| Tubs No. 0.....                  | 11 00     | 8 50     | 11 00              |                                |           |          |                    |
| " 1.....                         | 9 00      | 7 00     | 9 00               |                                |           |          |                    |
| " 2.....                         | 8 00      | 6 25     | 8 00               |                                |           |          |                    |
| " 3.....                         | 7 00      | 5 35     | 7 00               |                                |           |          |                    |
| Canada water white.....          | 14½       | 15½      | 16                 | 16                             | 16½       |          |                    |
| Sarnia water white.....          | 16        | 17       | 16                 | 16                             | 16½       |          |                    |
| Sarnia prime white.....          | 18        | 18       | 15                 | 17½                            | 17½       |          |                    |
| American water white.....        | 19        | 17½      | 17                 | 18                             | 18½       |          |                    |
| Pratt's Astral (barrels extra)   | 18½       | 19       | 17                 | 18                             | 18½       |          |                    |
| Congou—Half-chests Kalsow,       | 13        | 60       | 12                 | 60                             | 11        | 40       |                    |
| Moning, Paking.....              | 17        | 40       | 18                 | 50                             | 15        | 40       |                    |
| Caddies Paking, Kalsow.....      | 35        | 55       | 35                 | 55                             | 30        | 50       |                    |
| Indian—Darjeelings.....          | 20        | 40       | 20                 | 40                             | 18        | 40       |                    |
| Assam Pekoes.....                | 18        | 25       | 18                 | 25                             | 17        | 24       |                    |
| Pekoe Souchong.....              | 35        | 42       | 35                 | 42                             | 34        | 40       |                    |
| Ceylon—Broken Pekoes.....        | 20        | 30       | 20                 | 30                             | 20        | 30       |                    |
| Pekoe Souchong.....              | 17½       | 40       | 17                 | 35                             | 17        | 35       |                    |
| China Greens—                    |           |          |                    |                                |           |          |                    |
| Gnpowder—Cases, extra first      | 42        | 50       | 42                 | 50                             |           |          |                    |
| Half-chests, ordinary firsts     | 22        | 28       | 22                 | 28                             |           |          |                    |
| Young Hyson—Cases, sifted        | 42        | 50       | 42                 | 50                             |           |          |                    |
| extra firsts.....                | 35        | 40       | 35                 | 40                             |           |          |                    |
| Cases, small leaf, firsts.....   | 22        | 38       | 22                 | 38                             |           |          |                    |
| Half-chests, ordinary firsts     | 17        | 19       | 17                 | 19                             |           |          |                    |
| Half-chests, seconds.....        | 15        | 17       | 15                 | 17                             |           |          |                    |
| " thirds.....                    | 13        | 14       | 13                 | 14                             |           |          |                    |
| " common.....                    | 28        | 32       | 28                 | 32                             | 30        | 40       |                    |
| Pingsueys—                       | 16        | 19       | 16                 | 19                             |           |          |                    |
| Young Hyson, ½-chests, firsts    | 28        | 32       | 28                 | 32                             |           |          |                    |
| " " " seconds.....               | 28        | 32       | 28                 | 32                             |           |          |                    |
| " Half-boxes, firsts ..          | 16        | 19       | 16                 | 19                             |           |          |                    |
| " " seconds.....                 | 38        | 40       | 38                 | 40                             |           |          |                    |
| Japans—                          | 32        | 36       | 32                 | 37                             |           |          |                    |
| ½-chests, finest May pickings    | 28        | 30       | 28                 | 30                             |           |          |                    |
| Choice.....                      | 25        | 27       | 25                 | 27                             |           |          |                    |
| Finest.....                      | 22        | 24       | 22                 | 24                             |           |          |                    |
| Fine.....                        | 19        | 20       | 19                 | 20                             |           |          |                    |
| Good medium.....                 | 16        | 18       | 16                 | 18                             |           |          |                    |
| Medium.....                      | 13        | 15       | 13                 | 15                             |           |          |                    |
| Good common.....                 | 16        | 22       | 16                 | 22                             |           |          |                    |
| Common.....                      | 14        | 15       | 14                 | 15                             |           |          |                    |
| Nagasaki, ½-chests, Pekoe.....   | 16        | 19       | 16                 | 19                             |           |          |                    |
| " " " Oolong.....                | 14        | 15       | 14                 | 15                             |           |          |                    |
| " " " Gunpowder.....             | 16        | 19       | 16                 | 19                             |           |          |                    |
| " " " Siftings.....              | 7½        | 11       |                    |                                |           |          |                    |
| Rice—Standard B.....             | 3 00      | 3 10     | 3½                 | 3 25                           | 3 40      |          |                    |
| Patna, per lb.....               | 4 25      | 4 50     | 4½                 | 5                              | 6         |          |                    |
| Japan.....                       | 4 40      | 4 90     | 5½                 | 6                              | 6         |          |                    |
| Imperial Seeta.....              | 4 60      | 4 90     | 4½                 | 5½                             | 6         |          |                    |
| Extra Burmah.....                |           |          | 4½                 | 4½                             | 5         |          |                    |
| Java, extra.....                 |           |          | 6                  | 6½                             | 7         |          |                    |
| Macaroni, dom'ic, per lb, bulk   | 8         | 12       | 9                  | 10                             |           |          |                    |
| " imp'd, 1-lb. pkg., French.     | 8         | 10       | 11                 | 12½                            |           |          |                    |
| " " " Italian.....               | 3½        | 4        | 4                  | 4½                             | 5         |          |                    |
| Sago.....                        | 3½        | 4        | 4½                 | 4½                             | 5         |          |                    |
| Tapioca.....                     | 3½        | 4        | 4½                 | 4½                             | 5         |          |                    |

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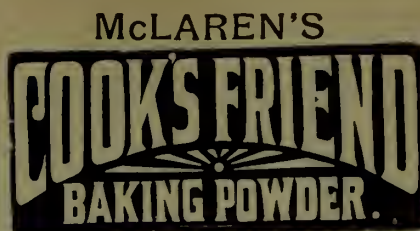
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# MONTREAL.

Is Honest Goods and just the Thing on Which to Make or Extend a Business.



The Best Grocers make a point of Keeping it always in Stock.



## THE DOMINION BREWERY CO., LIMITED

Brewers and Maltsters  
TORONTO

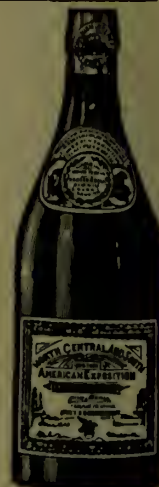
Manufacturers of the Celebrated

# WHITE LABEL ALE

ASK FOR IT AND SEE THAT OUR BRAND IS ON EVERY CORK.

Our Ales and Porters have been examined by the best Analysts, and they have declared them Pure and Free from any Deleterious Ingredients.

WM. ROSS, Manager.



### British Business Chances.

Firms desirous of getting into communication with British manufacturers or merchants, or who wish to buy goods on the best possible terms, or who are willing to become agents for British manufacturers, are invited to send particulars of their requirements for **FREE INSERTION IN "COMMERCIAL INTELLIGENCE"**

TO THE EDITOR

'Sell's Commercial Intelligence,' 163 Fleet St., London, Eng.

"Commercial Intelligence" circulates all over the United Kingdom amongst the best firms. Firms communicating should give reference as to bona fides.

N.B.—A free specimen copy will be sent on receipt of a post card.

### ALWAYS BE PREPARED

to supply your customers with our

# TEA ROSE DRIPS



### FANCY SYRUP.

The price is right, reasonable, and will be readily paid by those who desire a syrup that's really very delicious. It is decidedly the best and only kind for you to sell your customers. It is put up in very attractive tins. For sale by all wholesale dealers.

PUT UP BY

Imperial Maple Syrup Co., Limited

88 Grey Nun Street,

MONTREAL

## Winter is Coming



BASEMENT OUTFIT

### BOWSER OIL TANKS

Are equipped with Full Brass Cone Valves, Dial Discharge Registers, and Anti-Drip Nozzles, and Measure Accurate, Gallons, Half-Gallons and Quarts at a Stroke. Fifty Different Styles.

CATALOGUE FREE UPON REQUEST.

S. F. BOWSER & CO.,

65 Front St. East, TORONTO.  
Factory, FORT WAYNE, Ind.

AND YOU MAY REASONABLY EXPECT YOUR OIL TRADE TO LARGELY INCREASE.

Are you tired of going down cellar for your oil and toiling up stairs with heavy unwieldy cans and jugs? If you have been doing this don't you think it about time to give your back a rest, and stay where you can see that the "light-fingered" customer does not get away with goods valued at many times the profit on the oil sale? You can do this if you like by installing in your store a

BOWSER

Basement  
Self-Measuring  
Oil Outfit

As shown above.



CANADIAN ADVERTISING is best done by THE  
E. DESBARATS ADVERTISING AGENCY  
MONTREAL

ESTABLISHED 1869

## Geo. Stanway & Co.

Brokers and  
General Commission Merchants

Teas, Sugars, Molasses, | 46 Front St. East,  
Canned Goods | **TORONTO**

Correspondence Solicited.

## ROCK SALT FOR HORSES and CATTLE.



TORONTO SALT WORKS, Toronto, Ont.

NEW EXTRA CHOICE

# SULTANAS

Bright, bold fruit now in store.

## WARREN BROS. & CO. TORONTO.

Mediterranean Fruits  
Granulated and Raw Sugars  
Molasses and Syrups, Glucose, Etc.

Excelsior Macaroni  
White Castile Soap

**C. A. CHOUILLOU & CIE.**

14 Place Royale (Customs House Sq.) **MONTREAL.**

## Candaper Roll Holder.



You avoid waste and litter in your wrapping paper when you use the Candaper roll holder.

It is alike strong and handsome—the best-working holder and cutter you can buy.

The cut suggests its appearance and utility in some measure—made of attractive polished nickel.

—Roll papers, all widths,  
—always in stock.

**CANADA PAPER CO.**  
TORONTO and MONTREAL. Limited

**A** POOR brush not only causes inconvenience to your customer, but very often it is the means of inducing him to buy where he can secure reliable brushes such as **BOECKH'S** make.

**BOECKH BROS. & COMPANY,  
TORONTO, ONT.**

Your attention is called to the **CRANSTON** Aluminum, Brass and Cardboard

# Trade Due Bills

## Bread and Milk Tickets and Advertising Coins.

Made in six sizes and six different shapes — Round, Octagon, Scalloped Edges, Oblong, Square, Round Cornered.



1c Size.



5c. Size



10c. Size.



25c. Size.



50c. Size.



\$1.00 Size.

### WHAT USERS SAY OF CRANSTON TRADE DUE BILLS.

"We could not be induced to go back to the written due bill or credit system again now that we have the coin style. They have become popular with our customers. They are like cash and can be used by the farmers as such in making deals, and they thus advertise our business and help us to get many new customers. It means that we practically issue our own money for the local goods we buy. They are up to date. All loss and bickering about accounts are avoided by their use."

"BRICKER & DIEBEL, Waterloo, Ont."

Send for Samples and Price Lists to

Also send for Samples and Prices of  
ADVERTISING NOVELTIES and  
COUNTER CHECK BOOKS.

**J. K. CRANSTON**

Coin Merchant

GALT, ONT.

## SIR THOMAS G. SHAUGHNESSY.

**A**MONG the gentlemen who were elevated to the Knighthood during the recent visit of the Duke and Duchess of Cornwall and York to Canada none were more satisfactory to the people of this country than that of Sir Thomas G. Shaughnessy. His position as President of The Canadian Pacific Railway brought him into line as a fit subject for such honors. But the satisfaction with which his elevation was received was not merely born of the fact that the head of a great railway system had been selected for the recipient of Royal favor; it was born of the fact

system which is, perhaps, the best managed on this continent, and to the efficiency of which he has contributed a remarkable energy, prescience and administrative ability."

Sir Thomas Shaughnessy is a native of Milwaukee, Wis., being born there on October 6, 1853. His career as a railway man began in 1869, when he entered the purchasing department of the Chicago, Milwaukee and St. Paul Railway, subsequently becoming general storekeeper of the line, a position he held when Mr. (now Sir) Wm. Van Horne left the company to assume the presi-



Sir Thomas G. Shaughnessy, President of the C.P.R.

that a man of striking personality, large executive ability, and practical business acumen had been thus honored.

Sir Thomas G. Shaughnessy was not born with a silver spoon in his mouth, unless the native talents which came with his birth and which he has so assiduously developed during the 48 years he has been in the world, can by any stretch of the imagination be so termed.

"It was felt," said The Montreal Witness, when referring to Sir Thomas Shaughnessy on the occasion of his Knighthood, "that he has been paid a fitting compliment as the head of a great

dency of the C.P.R. In 1882 he became general purchasing agent of the C.P.R., having been selected for the position by Sir Wm. Van Horne. Two years later he became assistant to the general manager, and then in succession assistant general manager, assistant president, a director and vice-president, and finally in June, 1899, president.

Besides being President of the C.P.R., Sir Thomas Shaughnessy is a director of the Duluth, South Shore and Atlantic Railway, of The Accident Insurance Company of North America, of The North-West Land Company; vice-president of

The Toronto, Hamilton & Buffalo Railway and of The B. C. Southern Railway, and president of The Montreal & Western Railway.

### "EMPIRE" BRAND SODA

There are names in every branch of the world of commerce which stand alone—names which represent all that is best and greatest in each particular line. The name of Brunner, Mond & Co., Limited, of Norwich, England, is such an one. The unvarying excellence of their products is known throughout the world. After much pressing on the part of the grocery trade of Canada they now place their Super-Carb. soda on the market in packet form under the trade name of "Empire" brand soda. The packet is handsomely gotten up and will make a most attractive store display. The packet, which contains half a pound, will retail at five cents.

Brunner, Mond & Co., through their Canadian agents, Winn & Holland, have set aside a generous appropriation for advertising "Empire" soda, and by the first of November all the leading papers of Canada will be telling the public of the merits of "Empire" brand. The excellence of the article—backed up by a well-planned and vigorous advertising campaign—cannot help but make "Empire" soda sell like hot cakes.

### OUR IMPORTS OF BRITISH VINEGARS.

The past year has shown a considerable increase in the imports of British vinegar into this country, the receipts during the year being valued at \$10,998 against \$8,605 in 1900, the returns showing that the demand has been general, extending to every Province in the Dominion.

Possibly the firm that has been most instrumental in building up this increased trade has been Purnell, Webb & Co., Bristol. This firm are manufacturers of malt vinegars, and make a specialty of spiced vinegars for pickling. They have a wide connection in Canada, having large customers in St. John, N.B., Toronto, Hamilton, Brantford, Vancouver and other centres. Everywhere they are known they are recognized as a thoroughly reputable firm, and as manufacturers of high-grade goods of consistent quality.

### AFTER THE BUSINESS.

Enterprise and experience are undoubtedly two of the strongest factors in building up any business. Therefore, as they are thoroughly trained as chemists and as manufacturers, and are full of pushing, up-to-date energy, The Bellman-Oliphant Manufacturing Co., Collingwood, Ont., are possessed of the principal essentials to success as manufacturers and wholesale dealers in general store sundries, such as drugs, cough drops, flavoring extracts, inks, etc. They are now "out after business" in keen style, but only want cash customers, as they have put their prices at the lowest possible basis. They ask readers of "The Canadian Grocer" to write to them for quotations.



**AFTER  
YOU**

HAVE READ ALL THE "ADS" IN THIS PAPER,  
SEND **US** YOUR ORDERS FOR FALL SHIPMENT.

**CURRANTS** Cleaned and Stemless. | **FIGS** Elmo and Comadre. | **NUTS** All Varieties.

**PRUNES** California and French. | **PEELS** Candied and Drained.

Fancy Malaga and California **RAISINS** Valencia and Sultana.

QUALITY GUARANTEED TO PLEASE, AND PRICES RIGHT.

THE **EBY, BLAIN CO.,** LIMITED

WHOLESALE GROCERS, ETC.

**TORONTO.**

# CROSSE & BLACKWELL'S

## New Season's Candied Peels

LEMON, ORANGE, CITRON, MIXED (O. L. and C.)

In 7-lb. Tins, 7-lb. or 10-lb. Wood Boxes, and 1-lb. Cartons.

**C. E. COLSON & SON,**

**MONTREAL.**

## Curious!! Why?

It certainly is curious that your customers should be willing to buy an unknown brand of Mustard, when at practically the same price they can buy

## KEEN'S

KEEN'S MUSTARD, in the dining room, brings out the flavor of the meat.

KEEN'S MUSTARD, in the sick room, brings healing and comfort to the afflicted.

PEOPLE WHO WANT THE BEST  
CANNOT AFFORD TO USE ANYTHING BUT THE BEST.



### A CANADIAN ON THE TEA TRADE EXPANSION.

**M**R. P. C. LARKIN, of The Salada Tea Company, and Mrs. Larkin returned to Toronto this week after three months' absence in Great Britain. The journey to Great Britain was taken with the special object of seeking renewed health for Mrs. Larkin, and which "The Canadian Grocer" is glad to say was successful. Although the visit was chiefly for the object stated, Mr. Larkin spent some time in the tea circles in London, Eng. When I saw Mr. Larkin in his office on Wednesday, he was as deep as ever in the affairs of his own business, but found time to give me a few minutes' talk.

"I understand, Mr. Larkin, that you were present at a meeting of the Indian Tea Planters' Association, where some discussion took place in regard to ways and means of promoting the tea industry."

"Yes," said Mr. Larkin, "I was. On my arrival in London I was requested to meet the Indian Tea Planters' Association, and give them some idea from my point of view of the tea situation in the United States and Canada. They were particularly interested in the prospective development of the green tea trade, and as we had handled Ceylon greens for the last three years, since they were first produced, I was in a position to convey to them an idea as to how they had been received by the public, not only in Canada, but in the States of New York, Michigan, Pennsylvania, and the New England States. I showed them how sales of Salada green Ceylon had gone on increasing, from week to week, through at least two years, and that the sales were much larger now than they had been at any previous time. I also told them that we were making much more rapid progress with Ceylon greens than we did with Ceylon blacks, seven or eight years ago. And everybody knows that there are now practically no China Congous sold in Canada.

"The meeting resolved itself into a discussion of how best to quickly displace Japan teas on the Canadian and United States markets. Of course, my advice to them was on the lines that the 'Salada' tea business has been carried on. I told them we had a fine article to offer the public, and we told the public about it. I explained that the only way in which you can reach the large mass of the people was by advertising, sampling, etc. I furthermore told them that if they could see their way to expending such a sum as 5d. per lb. on all the Indian tea produced, which would mean an expenditure of \$400,000 or \$500,000, it would be sufficient for advertising purposes and would create a very quick revolution, particularly in the green tea trade. The expenditure of such a sum in sampling and advertising would, I felt, positively increase the consumption in America of Indian and Ceylon tea by fully 10,000,000 lb. per annum during the next four or five years. This, from the planters point of view, would be a most excellent thing. It would relieve the London market of such a quantity of tea annually that the price for blacks would be increased fully 1d. per lb., and that this expenditure need not be continued for more than four or five years.

Every grocer who desires to have the finest goods for his customers, will see that he is never without a full stock of:

**COWAN'S** Hygienic and Perfection Cocoa.  
Queen's Dessert, Royal Navy and Perfection Chocolate.

**COWAN'S** Cake Icings—Chocolate, Pink, Lemon Color and White.

**COWAN'S** Chocolate Cream Bars, Chocolate Ginger, Chocolate Wafers, etc.

ALL ABSOLUTELY PURE GOODS.

**THE COWAN CO., Limited, TORONTO**

**Hugh Walker & Son, Wholesale Fruit Importers, Guelph, Ont.**

- DIRECT IMPORTERS OF -

**Fancy and Domestic Fruits.**

OUR SPECIALTIES

Fancy Oranges, Lemons, Malaga Grapes, Cape Cod Cranberries.

Special Attention to Mail and Telephone Orders.

**GRIMBLE'S** English Malt  
Six GOLD Medals **VINEGAR**  
**GRIMBLE & CO., Limited, London, N.W., Eng.**



Almost Sold

—What with our advertising, our free cook books, our show cards, and the handsome appearance of our packages, you can know that there is no better seller than

**Dwight's Cow Brand Soda**

Don't let your stock run too low!

**JOHN DWIGHT & CO.,**  
34 Yonge St., TORONTO.

Agencies in all leading centres.

CHAS. P. CLARK, President.

JARED CHITTENDEN, Treasurer.

...ESTABLISHED 1849..

**BRADSTREET'S**

Capital and Surplus, \$1,500,000.

Offices Throughout the Civilized World.

Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

**THE BRADSTREET COMPANY** gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants by the merchants, for the merchants. In procuring, verifying and promulgating information, no effort is spared, and a reasonable expense considered too great, that the results may justify its claim as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

Subscriptions are based on the service furnished, and are available only by reputable wholesale, jobbing and manufacturing concerns, and by responsible and worthy financial, fiduciary and business corporations. Specific terms may be obtained by addressing the Company at any of its offices. Correspondence Invited.

—OFFICES IN CANADA—

HALIFAX, N.S.  
OTTAWA, ONT.  
VANCOUVER B.C.

HAMILTON, ONT.  
QUEBEC, QUE.  
VICTORIA, B.C.

LONDON, ONT.  
ST. JOHN, N.B.  
WINNIPEG, MAN.

MONTREAL, QUE.  
TORONTO, ONT.

THOS. C. IRVING, Gen. Man. Western Canada, Toronto. JOHN A. FULTON, Gen. Man. Eastern Canada, Montreal.



The increased consumption thereby brought about would be permanent."

"How were your suggestions received?"

"I might say that a number of persons in London interested in the tea trade, whom I met, agreed with my suggestions were excellent from a business point of view, and that if they could be carried out would put all the gardens on velvet; but they stated that the difficulty lies with people who feel that, as they are not making money now, they cannot entertain the idea of increasing their expenses one iota. However," continued Mr. Larkin, "I understand that something is to be immediately done in an effort to capture the American market, which means the capturing of 100,000,000 lb. of tea per annum. The great difficulty heretofore has been the fact that most of the planters have a very faint idea of the amount that would be sufficient to attract the attention of the whole tea-drinking community to the article which they have for sale. No matter how good that article may be, unless this is done, dozens of years must pass before the whole trade is secured."

"What about the package tea trade in England?"

"The package tea trade is making wonderful progress in England. One of the largest concerns there have a most magnificent establishment, covering acre upon acre of ground."

Mr. Larkin before concluding the interview stated that one of the things that struck him forcibly while in England, was the sympathy exhibited by the people there with the United States over the assassination of President McKinley. He said that in London there was a large profusion of flags, and that it appeared to him that out of every three flags displayed, one was the Stars and Stripes. The day that Mr. McKinley was buried, Mr. Larkin was in Oxford, and he noticed the same display of United States flags there.

#### A UNIQUE SYSTEM OF TRADING.

The credit system of carrying on a retail business has long been recognized as having serious drawbacks. Not only is a great deal of work necessitated by the charging up of small items and much loss occasioned by bad debts, but the inability to pay cash to the wholesale dealer prevents the retailer from getting many "snaps" which would increase his net returns. The strictly cash system has been found almost impossible in many towns, as many of the buyers have not the ready money to pay cash down for all their purchases.

The advent of a system designed to reduce the disadvantages of both these systems to a minimum and to combine the advantage of both is, therefore, of considerable moment to retailers.

J. K. Cranston, Galt, Ont., has introduced a system of trade due bills in the shape of aluminum, brass or cardboard coins in all currency denominations from 1c. to \$1 which are sold to customers and afterwards recognized as currency by the retailer. If a credit customer takes out these bills, say, \$5 worth, they are charged at once, and are treated as cash, doing away with all charging.

# POPULARITY

is the proof of merit, and no brand has ever achieved popularity so quickly as

# "BOBS"

## CHEWING TOBACCO

In 5 and 10c. Plugs

**BOBS costs you only 36 cents, and pays a good profit.**

**BOBS is well advertised.**

**BOBS is selling well in almost every store from the Atlantic to the Pacific.**

**BOBS is A BIG PLUG FOR LITTLE MONEY**

Made by

**THE EMPIRE TOBACCO CO., LIMITED**  
MONTREAL, QUE.

#### ADVERTISING in WESTERN CANADA

will be Carefully, Efficiently, and Promptly attended to by

**The Roberts Advertising Agency,**  
WINNIPEG, CANADA

BUY

## Star Brand

## COTTON CLOTHES LINES

— AND —

## COTTON TWINE

Cotton Lines are as cheap as Sisal or Manila and much better.

For sale by all Wholesale Dealers

See that you get them.

IT doesn't matter whether it is a case of being **TOO FAT** or **TOO THIN**

Bread, Cakes, etc., made from

## "SUPERIOR GLUTEN FLOUR"

Will restore nature to its normal condition

Samples and prices on application to

**E. A. SHOEBOOTHAM**

CANADIAN AGENT,

St. James' Park, LONDON, Canada.

## Refrigerators

BUY

## EUREKA

it is the best.

WHY?

1st. Because it is built on scientific principles, having insulated walls it is easy on Ice.

2nd. Because the system of circulation of air is perfect.

3rd. Because it is well built.

Further information can be obtained in catalogue which is free.

Address,

**Eureka Refrigerator Co.**

This cut represents No. 13. 54 Noble St. Toronto



## THE IMPERIAL CANNING CO.

Packers of Choice

Fruits and Vegetables.

KINGSVILLE, ESSEX CO., ONTARIO.

**Seely's**  
Flavoring  
**Extracts**  
Best  
on Earth



# Current Market Quotations for Proprietary Articles

October 24, 1901.

Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy. The editors do not supervise them. If a change is made, either an advance or decline, it is referred to in the market reports, as a matter of news, whether manufacturers request it or not.

## BAKING POWDER.

| Cook's Friend—                     |         |
|------------------------------------|---------|
| Size 1, in 2 and 4 doz. boxes..... | \$ 2 40 |
| " 10, in 4 doz. boxes.....         | 2 10    |
| " 2 in 6 ".....                    | 80      |
| " 12, in 6 ".....                  | 70      |
| " 3, in 4 ".....                   | 45      |
| Pound tins, 3 doz. in case.....    | 3 00    |
| 12oz. tins, 3 ".....               | 2 40    |
| 9oz. tins, 4 ".....                | 1 10    |
| 5-b. tins, 1/2 ".....              | 4 00    |

| Diamond—                        |      |
|---------------------------------|------|
| 1 lb. tins, 2 doz. in case..... | 2 00 |
| 1/2 lb. tins, 4 ".....          | 1 25 |
| 1/4 lb. tins, 4 ".....          | 0 75 |

## IMPERIAL BAKING POWDER.

| Cases Contain. | Sizes of Cans. | Per Doz. |
|----------------|----------------|----------|
| 4 doz.         | 10c.           | \$0 85   |
| 3 "            | 6-oz.          | 1 75     |
| 2 and 3 doz.   | 12-oz.         | 3 40     |
| 2 and 1 3 doz. | 16-oz.         | 4 35     |
| 1 doz.         | 2 1/2-lb.      | 10 40    |
| 1/2 and 1 doz. | 5-lb.          | 19 50    |

## MAGIC BAKING POWDER.

| Cases Contain. | Sizes of Cans. | Per Doz. |
|----------------|----------------|----------|
| 4 doz.         | 4-oz.          | \$0 65   |
| 4 "            | 6-oz.          | 0 80     |
| 4 "            | 8-oz.          | 1 00     |
| 4 "            | 12-oz.         | 1 50     |
| 4 "            | 16-oz.         | 1 80     |
| 1 "            | 2 1/2-lb.      | 4 50     |
| 1 "            | 5-lb.          | 7 75     |

## JERSEY CREAM BAKING POWDER.

|                               |      |
|-------------------------------|------|
| 1/2 size, 5 doz. in case..... | 40   |
| 1/4 size, 4 doz. in case..... | 75   |
| 1/2 " 3 ".....                | 1 25 |
| 1 " 2 ".....                  | 2 25 |

## BLACKING.

### SHOE POLISH.

| Jonas'                 | Per gross. |
|------------------------|------------|
| Froments.....          | \$9 00     |
| Military dressing..... | 7 50       |
|                        | 24 00      |

## BLUE.

|                                        |        |
|----------------------------------------|--------|
| Keen's Oxford, per lb.....             | \$0 17 |
| In 10 box lots or case.....            | 0 16   |
| Reckitt's Square Blue 12-lb. box.....  | 0 17   |
| Reckitt's Square Blue, 5 box lots..... | 0 16   |

## BLACK LEAD.

|                                                                            |      |
|----------------------------------------------------------------------------|------|
| Reckitt's per box.....                                                     | 1 15 |
| Box contains either 1 gro., 1 oz. size; 1/2 gro., 2 oz. or 1/4 gro., 4 oz. |      |

## CORN BROOMS

| BROCKH BROS & COMPANY             | doz. net |
|-----------------------------------|----------|
| Bamboo Handles, A, 4 strings..... | 4 35     |
| " " B, 4 strings.....             | 4 10     |
| " " C, 3 strings.....             | 3 85     |
| " " D, 3 strings.....             | 3 60     |
| " " F, 3 strings.....             | 3 35     |
| " " G, 3 strings.....             | 3 10     |
| " " I, 3 strings.....             | 2 85     |

## BISCUITS.

| GARR & CO., LIMITED.                                                           |          |
|--------------------------------------------------------------------------------|----------|
| Frank Magor & Co., Agents.                                                     |          |
| Cafe Nohr.....                                                                 | 0 15     |
| Ensign.....                                                                    | 0 12 1/2 |
| Metropolitan mixed.....                                                        | 0 09     |
| Special price list of Fancy Tins for Xmas trade and other lines on application |          |

## CANNED GOODS.

### MUSHROOMS.

| HENRI JONAS & Co.         |         |
|---------------------------|---------|
| Mushrooms, Rionel.....    | \$15 50 |
| " 1st choice Duthell..... | 18 50   |
| " 1st choice Lenoir.....  | 19 50   |
| " extra Lenoir.....       | 24 00   |
| Per case, 100 tins.       |         |

### FRENCH PEAS—DELOREY'S

| HENRI JONAS & Co.   |        |
|---------------------|--------|
| Moyen's No. 2.....  | \$9 00 |
| " No. 1.....        | 10 50  |
| 1/2 Fins.....       | 12 50  |
| Fins.....           | 14 00  |
| Tres fins.....      | 15 00  |
| Extra fins.....     | 16 50  |
| Sur extra fins..... | 18 00  |

### FRENCH SARDINES.

| HENRI JONAS & Co.    |        |
|----------------------|--------|
| 1/2 Trefayennes..... | \$9 50 |
| 1/2 Rolland.....     | 9 50   |
| 1/2 Delory.....      | 10 00  |
| 1/2 Club Alpine..... | 12 50  |

### CHOCOLATES & COCOAS.

|                                            |          |
|--------------------------------------------|----------|
| Epps's cocoa, case of 14 lbs., per lb..... | 0 35     |
| Smaller quantities.....                    | 0 37 1/2 |

### CADBURY'S.

| Frank Magor & Co., Agents                    |          |
|----------------------------------------------|----------|
| Cocoa essence, 3 oz. packages.....           | \$1 65   |
| Mexican chocolate, 1/4 and 1/2 lb. pkgs..... | 0 40     |
| Rock Chocolate, loose.....                   | 0 40     |
| " 1-lb. tins.....                            | 0 42     |
| Nibs, 11-lb. tins.....                       | 0 35 1/2 |

| FRY'S.                                    |         |
|-------------------------------------------|---------|
| Chocolate—                                | per lb. |
| Caracas, 1/4's, 5-lb. boxes.....          | 0 42    |
| Vanilla, 1/4's.....                       | 0 42    |
| "Gold Medal" Sweet, 1/4's, 6 lb. bxs..... | 0 29    |
| Pure, unsweetened, 1/4's, 6 lb. bxs.....  | 0 42    |
| Fry's "Diamond," 1/4's, 14 lb. bxs.....   | 0 24    |
| Fry's "Monogram," 1/4's, 14 lb. bxs.....  | 0 24    |

| Cocoa—                                 |       |
|----------------------------------------|-------|
| Concentrated, 1/4's 1 doz. in box..... | 2 40  |
| " 1/4's.....                           | 4 50  |
| " 1 lb. ....                           | 8 25  |
| Homoeopathic, 1/4's 14 lb. boxes.....  | ..... |
| " 1/2 lbs. 12 lb. boxes.....           | ..... |

### JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.

| Mott's Broma.....                        |      |
|------------------------------------------|------|
| per lb.....                              | 0 30 |
| Mott's Prepared Cocoa.....               | 0 28 |
| Mott's Homoeopathic Cocoa (1/4's).....   | 0 32 |
| Mott's Breakfast Cocoa (in lbs).....     | 0 40 |
| Mott's No. 1 Chocolate.....              | 0 30 |
| Mott's Breakfast Chocolate.....          | 0 28 |
| Mott's Caracas Chocolate.....            | 0 40 |
| Mott's Diamond Chocolate.....            | 0 23 |
| Mott's French-Can. Chocolate.....        | 0 18 |
| Mott's Navy or Cooking Chocolate.....    | 0 28 |
| Mott's Cocoa Nibs.....                   | 0 35 |
| Mott's Cocoa Shells.....                 | 0 05 |
| Vanilla Sticks, per gross.....           | 0 90 |
| Mott's Confectionery Chocolate 0 21..... | 0 43 |
| Mott's Sweet Chocolate Liquors 0 19..... | 0 30 |

### THE COWAN CO., LIMITED.

| Cocoa—                                                                       |        |
|------------------------------------------------------------------------------|--------|
| Hygienic, 1-lb. tins, per doz.....                                           | \$7 25 |
| " 1/2-lb. tins.....                                                          | 3 75   |
| " 1/4-lb. tins.....                                                          | 2 25   |
| " fancy tins.....                                                            | 1 90   |
| Hygienic, 5-lb. tins, for soda water fountains, restaurants etc. per lb..... | 0 55   |
| Perfection, 1/2-lb. tins, per doz.....                                       | 3 00   |
| Cocoa Essence, sweet, 1/2-lb. tins, per doz.....                             | 2 25   |
| Chocolate—                                                                   |        |
| Queen's Dessert, 1/4's and 1/2's.....                                        | \$9 40 |
| " 6's.....                                                                   | 0 42   |
| Mexican Vanilla, 1/4's and 1/2's.....                                        | 0 35   |
| Royal Navy Rock.....                                                         | 0 30   |
| Diamond.....                                                                 | 0 25   |
| " 8's.....                                                                   | 0 23   |

## WALTER BAKER & CO., LIMITED.

| Premium No. 1 chocolate, 2-lb. boxes.....           |       |
|-----------------------------------------------------|-------|
| per lb.....                                         | \$ 38 |
| Vanilla chocolate 6-lb. boxes.....                  | 47    |
| German sweet, 8-lb. boxes.....                      | 27    |
| B'fast cocoa, 1/2-lb. tins, plain; 6-lb. boxes..... | ..... |
| Cracked cocoa, 1/2-lb. pkgs., 12-lb. bxs.....       | 35    |
| Caracas sweet chocolate, 8-lb. boxes.....           | 37    |
| Soluble chocolate (hot or cold soda) 1-lb. can..... | 45    |
| Vanilla chocolate wafers, 48 to box, per box.....   | 1 56  |

## CHEESE.

| Imperial—Large size jars, per doz..... |       |
|----------------------------------------|-------|
| \$8 25                                 |       |
| Medium size jars.....                  | 4 50  |
| Small size jars.....                   | 2 40  |
| Individual size jars.....              | 1 00  |
| Imperial Holder—Large size.....        |       |
| 18 00                                  |       |
| Medium size.....                       | 15 00 |
| Small size.....                        | 12 00 |
| Roquefort—Large size, per doz.....     | 2 40  |
| Small size.....                        | 1 40  |
| Paragon—Large size, per doz.....       | 8 25  |
| Medium size.....                       | 4 50  |
| Small size.....                        | 2 40  |
| Individual size.....                   | 1 00  |

## COFFEE.

| JAMES TURNER & CO. |          |
|--------------------|----------|
| per lb             |          |
| Mexico.....        | 0 32     |
| Damascus.....      | 0 28     |
| Oairo.....         | 0 20     |
| Sirdar.....        | 0 17     |
| Old Dutch Rio..... | 0 12 1/2 |

## CLOTHES PINS.

| BROCKH BROS. & CO.                                        |      |
|-----------------------------------------------------------|------|
| Clothes Pins (full count), 5 gross in case, per case..... |      |
| 0 55                                                      |      |
| 4 doz. packages (12 to a case).....                       | 0 70 |
| 6 doz. packages (12 to a case).....                       | 0 90 |

## COUPON BOOK—ALLISON'S.

For sale in Canada by—The Eby, Blain Co., Limited, Toronto. C. O. Beauchemin &amp; Co., Montreal.

\$1, \$2, \$3, \$5, \$10 and \$20 books.

Un- Covers and num- Coupons tered. numbered.

|                                                      |        |        |
|------------------------------------------------------|--------|--------|
| In lots of less than 100 books, 1 kind assorted..... | 4c     | 4 1/2c |
| 100 to 500 books.....                                | 3 1/2c | 4c     |
| 500 to 1,000 books.....                              | 3c     | 3 1/2c |

### Allison's Coupon Pass Book.

|                   |                  |
|-------------------|------------------|
| \$1 00 books..... | 3 cents each     |
| 2 00 books.....   | 3 cents each     |
| 3 00 books.....   | 3 cents each     |
| 4 00 books.....   | 4 cents each     |
| 5 00 books.....   | 4 cents each     |
| 10 00 books.....  | 5 1/2 cents each |
| 15 00 books.....  | 6 1/2 cents each |
| 20 00 books.....  | 7 1/2 cents each |
| 25 00 books.....  | 8 cents each     |
| 50 00 books.....  | 12 cents each    |

## EXTRACTS.

| HENRI JONAS & Co.                |        |
|----------------------------------|--------|
| Per gross.                       |        |
| 8 oz. London Extracts.....       | \$6 00 |
| 2 oz. " (no corkscrews).....     | 5 50   |
| 2 oz. " ".....                   | 9 00   |
| 2 oz. Spruce essence.....        | 6 00   |
| 2 oz. " ".....                   | 9 00   |
| 4 oz. Anchor extracts.....       | 12 00  |
| 1 oz. " ".....                   | 21 00  |
| 1 oz. " ".....                   | 36 00  |
| 1 lb. " ".....                   | 70 00  |
| 1 oz. Flat.....                  | 9 00   |
| 1 oz. Flat, bottle extracts..... | 18 00  |
| 2 oz. Square.....                | 21 00  |
| 4 oz. " (corked).....            | 36 00  |
| 8 oz. " ".....                   | 72 00  |

| Per doz.                                   |      |
|--------------------------------------------|------|
| 8 oz. " glass stop extracts.....           | 3 50 |
| 8 oz. " ".....                             | 7 00 |
| Per doz.                                   |      |
| 2 1/2 oz. Round quintessence extracts..... | 2 00 |
| 4 oz. Jockey decanters.....                | 3 50 |

## FOOD.

| Robinson's Patent Barley 1/2 lb. tins..... |      |
|--------------------------------------------|------|
| Per doz.....                               | 1 25 |
| " " " 1 lb. tins.....                      | 2 25 |
| " " " 1 lb. tins.....                      | 1 25 |
| " " " 1 lb. tins.....                      | 2 25 |

### GILLET'S POWDERED LYE.

|                     |        |
|---------------------|--------|
| 4 doz. in case..... | \$3 60 |
|---------------------|--------|

### JAMS AND JELLIES.

| SOUTHWELL'S GOODS.         |      |
|----------------------------|------|
| per doz.                   |      |
| Frank Magor & Co., Agents. |      |
| Orange Marmalade.....      | 1 50 |
| Clear Jelly Marmalade..... | 1 80 |
| Strawberry W. F. Jam.....  | 2 00 |
| Raspberry ".....           | 2 00 |
| Apricot ".....             | 1 75 |
| Black Currant ".....       | 1 85 |
| Other Jams, W. F.....      | 1 55 |
| Red Currant Jelly.....     | 2 75 |

| Jams—                                          |          |
|------------------------------------------------|----------|
| T. UPTON & CO.                                 |          |
| 1-lb. glass jars 2 doz. in case, per doz.....  | \$1 00   |
| 5-lb. tin pails, 8 pails in crate, per lb..... | 0 07     |
| 7-lb. wood pails, 6 ".....                     | 0 07     |
| 14-lb. wood pails, per lb.....                 | 0 07     |
| 30-lb. ".....                                  | 0 06 1/2 |
| Jellies—                                       |          |
| 1-lb. glass jars, per doz.....                 | \$1 00   |
| 7-lb. wood pails, per lb.....                  | 0 06 1/2 |
| 14-lb. ".....                                  | 0 06 1/2 |
| 30-lb. ".....                                  | 0 06 1/2 |

## LICORICE.

| YOUNG & SMYTH'S LIST.                                   |        |
|---------------------------------------------------------|--------|
| 5-lb. boxes, wood or paper, per lb.....                 | \$0 40 |
| Fancy boxes (36 or 50 sticks) per box.....              | 1 25   |
| " Ringed " 5-lb. boxes, per lb.....                     | 0 40   |
| " Acme " Pellets, 5 lb. cans, per can.....              | 2 00   |
| " Acme " Pellets, fancy boxes (40) per box.....         | 1 50   |
| Tar, Licorice and Tolu Wafers, 5 lb. cans, per can..... | 2 00   |
| Licorice Lozenges, 5 lb. glass jars.....                | 1 75   |
| " " 20 5 lb. cans.....                                  | 1 50   |
| " " 100 sticks.....                                     | 1 45   |
| " " 100 sticks.....                                     | 0 73   |

| Dulce, large cent sticks, 100 in box |      |
|--------------------------------------|------|
| per case of doz., net.....           | 3 00 |

## MUSTARD.

| COOLMAN'S OR KEEN'S.                 |        |
|--------------------------------------|--------|
| D. S. F., 1/2 lb. tins, per doz..... | \$1 40 |
| " 1/2 lb. tins.....                  | 2 50   |
| " 1 lb. tins.....                    | 5 00   |
| Durham, 4 lb. jars, per jar.....     | 0 75   |
| " 1 lb. ....                         | 0 25   |
| F. D., 1/2 lb. tins, per doz.....    | 0 85   |
| " 1/2 lb. tins.....                  | 1 45   |

### JONAS' FRENCH MUSTARDS

| HENRI JONAS & Co.     |        |
|-----------------------|--------|
| Per gross.            |        |
| Pony size.....        | \$7 50 |
| Imperial, medium..... | 9 00   |
| Imperial, large.....  | 12 00  |
| Tumblers.....         | 12 00  |

| Mugs.....       |       |
|-----------------|-------|
| Per gross.....  | 15 20 |
| Pint jars.....  | 18 00 |
| Quart jars..... | 24 00 |

## MATCHES.

|                                        |        |
|----------------------------------------|--------|
| Eddy's Telegraph, 5-case lots.....     | \$4 00 |
| " single cases.....                    | 4 20   |
| Telephone, 5-case lots.....            | 3 90   |
| " single cases.....                    | 4 10   |
| Eagle Parlors, 200's, 5-case lots..... | 1 60   |
| " single cases.....                    | 1 70   |
| " 100's, 5-case lots.....              | 1 80   |
| " single cases.....                    | 1 90   |
| Victoria Parlors, 5-case lots.....     | 2 90   |
| " single cases.....                    | 3 00   |

### ORANGE MARMALADE.

| T. UPTON & CO.                        |        |
|---------------------------------------|--------|
| 1-lb. glass 2 doz. case, per doz..... | \$1 00 |
| 7-lb. pails and 5 and 7 lb. tins..... | 0 07   |

## PICKLES.

| STEPHENS.                             |      |
|---------------------------------------|------|
| A. P. Tippet & Co., Agents.           |      |
| Patent stoppers (pints), per doz..... | 2 30 |
| Corked (pints), ".....                | 1 90 |

# DUNN'S PURE MUSTARDS

GIVE UNBOUNDED SATISFACTION.

The reason is—They are profitable to dealers and satisfying to consumers.

# RECKITT'S Blue and Black Lead {ALWAYS GIVE YOUR CUSTOMERS SATISFACTION







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Exceed  
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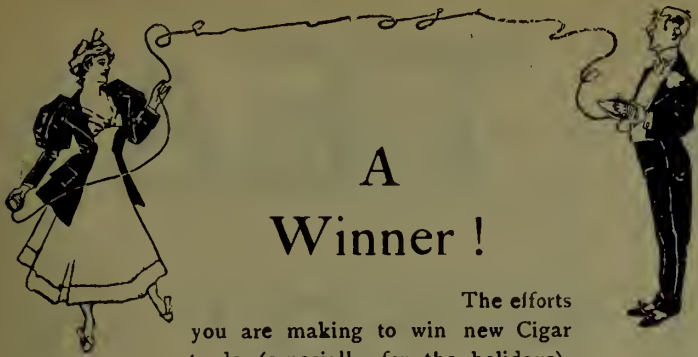
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—In 5-lb. fibre pails.

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## PAN-DRIED OATS.

Every week shows an increase over the corresponding week of last year. Good proof that people are more and more using the reliable kind, and a large number of grocers are appreciating the wisdom of selling only "TILLSON'S."

No matter how far away you may be, we will be pleased to hear from you—no order too large for our capacity—none too small for our attention.

THE TILLSON CO., Limited, Tilsonburg, Ont.

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—IS—

TEA THAT IS TEA  
AND EVERY POUND OF IT IS PURE.

## TEA

being an article about which Canadian people are most particular, it becomes a matter of much importance to every grocer that this department of his business be given extra careful attention, and to see that all his teas are free from mixture or deleterious ingredients.

## JAPAN TEA

being the purest, cleanest, most wholesome and invigorating tea imported into Canada, it is perfectly natural that Canadians prefer it above all other kinds, and, therefore, the grocer who is desirous of giving his tea department one steady push forward, will find **JAPAN TEA** a powerful factor towards helping him in this respect. Every element necessary to the production of high class, healthy tea is found in the beautiful loamy soil of **JAPAN**.

# JAPAN TEA

*Is Tea that is Tea, and Every Pound  
of it is Pure.*

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While you are WELL, STRONG and INSURABLE.

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ASSOCIATION issues policies on all approved plans of insurance, and is a prosperous and progressive Canadian Company.

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to meet the requirements of the starch user by handling and commending the celebrated and well-known

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It can be depended upon to give good results.

It contains no injurious ingredients.

It sells at a price that pleases the consumer and yet nets a good profit to the retailer.

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buy a good reliable line of Extracts. You cannot do better than sell

**"R. F." FOR 10c. AND "GOLDEN QUINTESSENCES" FOR 25c.**

The goods are always right and the profits also. We please the grocer and his most particular customers.

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A good profitable line for the grocer to sell. Be particular and get the best.

# "Neilson's" Home-Made Mince Meat

Put up in 2-lb., 5-lb. tins; 12-lb., 27-lb. pails; 65-lb. tubs. Made from the choicest materials—will please your trade—it's guaranteed. Write for prices.

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**PARADISE BRAND**  
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 HAMILTON, ONT. FOR CANADA.



**HAY CASTLE BRAND**  
**(CHOICEST SELECTED CURRANTS)**

CAREFULLY SELECTED BY THE GROWERS. BY APPOINTMENT - **W. H. GILLARD & Co., - SOLE AGENTS.**  
 HAMILTON, ONT. FOR CANADA.

Now in stock in cases and half-cases.  
**W. H. GILLARD & CO., Wholesale Grocers, HAMILTON**

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## PATERSON'S SAUCE.



**Rose & Laflamme**

Agents

MONTREAL.

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OLIVES  
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OLIVE  
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CURRIES  
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CHUTNIES.

Makers of High-class

**PICKLES**  
OF  
ALL KINDS.



**SAUCES**  
OF  
ALL KINDS.



# Trade between Canada and the West Indies.

CHATS WITH MEN FROM DEMERARA AND TRINIDAD.

## TALK WITH A MAN FROM DEMERARA.

**M**R. CHARLES GUY A. WYATT, of the firm of Sandbach, Parker & Co., Demerara, British Guiana, was a visitor in Toronto the other day. When Mr. Wyatt left Demerara a few months ago for Great Britain, it was not his purpose to make Canada a stage in his journey. Some business matters, however, which developed during his sojourn in the Mother Country caused him to turn aside to the Dominion on his homeward journey. It may be selfishness on my part, but I for one was not sorry that there was a digression in Mr. Wyatt's original itinerary, for he was a most engaging conversationalist and talked in an interesting manner about British Guiana and her trade.

Mr. Wyatt is very desirous of seeing trade between Canada and his country developed beyond its present limited character.

### DEMERARA SUGAR EXPORTS.

"We export," he said in reply to a question about 100,000 tons of raw sugar annually. On an average, practically 80 per cent. of it goes to the United States and nearly 20 per cent. to England. All that goes to Canada is the small fraction that is left. A little more came to Canada last year, it is true, but even with the increase the total meant but very little.

"Not only is the United States taking our sugar, but we are taking their products and in larger quantities than before. The machinery for our sugar mills we used to get from England, but we are now getting it from the United States. People are going to buy where they can sell. We cannot send steamers one way with full cargoes and bring them back empty. The countervailing duty on European bounty-fed sugar imposed by the United States is practically a discriminating duty in favor of West Indian cane sugars. This countervailing duty allows us to get our sugar into the United States on the same level as the bounty-fed sugars of Europe."

"What about the Canadian preferential tariff?" I asked.

### U. S. COUNTERVAILING TARIFF.

"The Canadian preferential tariff does not meet the case. It still leaves the United States tariff more favorable to us. If Canada would put on a countervailing duty, the

same as the United States has done, sugar would come this way. Trade between Canada and the West Indies hinges on sugar."

"Are you in favor of reciprocity with the United States?"

"The United States is the only nation on the earth that has done anything for us. We have a market there, and we are ready to do anything within reason to keep it."

"British Guiana," continued Mr. Wyatt, is larger than the United Kingdom, but the country has never been opened up. The population, which is nearly all the result of immigration, is about 300,000, of whom 50,000 are in Georgetown, the capital. The population is nearly altogether confined to the coast line. We have a gold mining industry, but I suppose that up to the present time every dollar's worth of gold got out has cost two dollars. Diamonds of the first water are found, but they are very small. They tell me in England, however, that wherever there are small diamonds large ones must be."

"What products do you think British Guiana could take from Canada?"

"Everything that comes from the United States. And what applies to British Guiana practically applies to the whole of the West Indies."

"How about the sugar-making methods employed in British Guiana?"

"They are more up to date than those employed in any other part of the British West Indies. Nearly every cent the proprietors of the mills have made has been put into new and improved machinery and plant."

## CHAT WITH A MAN FROM TRINIDAD.

**O**N Monday last I had an interesting chat with Mr. Robert S. Reid, of Gordon Grant & Co., Trinidad, British West Indies. Mr. Reid, like Mr. Wyatt, was on his way home from a visit to Great Britain. His visit to Great Britain extended over a period of six months, during which he evidently grasped every opportunity of drawing the attention of the people there with whom he came into contact to the necessities of the West Indies.

"Canadian trade with Trinidad," said Mr. Reid in reply to a question, "is growing all the time. A good deal of what we formerly bought in New York now comes from Canada direct."

"Of what lines do you speak particularly?"

### TRADE GROWING WITH CANADA.

"Particularly of flour, cheese and butter. In these articles trade is growing, and I think it will continue to grow. Potatoes is another Canadian product in which our trade is increasing. These increases are due largely to the direct line of steamers that are now run between Canada and Trinidad and other parts of the West Indies by the Pickford & Black Co. Before these direct steamers were put on, the little we imported from Canada came in small sailing vessels whose chief cargo was fish and lumber."

"Do you consider the Canadian preferential tariff of any benefit to Trinidad?"

"I think it is going to help trade a great deal. The one-third reduction in the tariff, although not quite, is nearly as favorable to our sugars as the United States countervailing duty. A countervailing duty in Canada on European bounty sugar would be better for us than the present preferential tariff, for it would necessitate the Canadian refineries using more cane sugars. It is having this effect in the United States at any rate. The more sugar you bought from us the more goods would we buy from you. We go to New York to buy because they buy from us."

"Cocoa is one of your chief industries, is it not?"

"Yes; and our trade with Canada is increasing, and with the United States it is increasing very much."

### CANADIAN FLOUR.

"How is Canadian flour taking in Trinidad?"

"It is taking all right. There was some dissatisfaction at one time, when the flour was shipped to us by middlemen, who would buy flours of different quality but ship it to us under one brand. In this way, of course, the quality was not uniform, and dissatisfaction was naturally the result. Now the millers are shipping direct, and they are shipping the right stuff."

The question of reciprocity naturally came in for some consideration during our conversation.

### THE RECIPROCITY QUESTION.

"As far as reciprocity between Trinidad and the United States is concerned," explained Mr. Reid, "opinions in our country





**RISING SUN**  
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**CAKES**  
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**SUN PASTE**  
STOVE POLISH  
IN TINS  
GUARANTEED TO THE TRADE

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3000 TONS SOLD YEARLY

DUSTLESS, LABOR SAVING,  
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Our packages are larger and more attractive in style than any others.

The quality of our goods is superior to anything else on the market.

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For sale by all Wholesale Grocers; also the McClary Mfg. Co., London, Montreal, Winnipeg, Vancouver and Toronto.

are strongly divided. There are a good many who are against it and want a treaty with Canada. And there are a good many who favor the United States and not Canada. Sugar and cocoa are practically the dividing lines. The sugar interests would like a treaty with Canada, but in order to get our sugar into Canada under a lower tariff, we would, of course, be compelled to lower our tariff on flour and other articles from the Dominion. This might, some fear, offend the United States. As the United States takes the greater part of our cocoa, those engaged in the latter industry fear retaliation upon their product. The difficulty lies in satisfying both interests. Both industries are about of equal importance, although sugar employs relatively more labor. We export, roughly speaking, about 60,000 tons of sugar, and, as it is estimated that one man is employed to every ton of sugar produced, it means that 60,000 men find employment in the industry."

#### PREFERENTIAL TARIFF WITHIN THE EMPIRE.

Mr. Reid is in favor of a preferential tariff within the British Empire. "But," said he, "I do not think we shall see it, at any rate for 10 years. During the four months I was in England I could find no one who would give me any encouragement. However, I have some hope that Mr. Chamberlain will do something for the West Indies after the Boer war is settled."

In reply to a question, Mr. Reid said that the chief articles on which Customs revenue was raised in Trinidad were flour and rice, the duty on flour being 80c. per bbl. and on rice 52c. per 100 lb.

Gordon Grant & Co., of which Mr. Reid is a member, are large commission merchants and bankers, and, in their latter capacity, sell drafts on Canada. In fact, they are the only ones in Trinidad—either bankers or merchants—who do so.

#### CANADA'S TRADE WITH BERMUDA.

From The Maritime Merchant.

WHILE Canadian exports to the British West Indies have not shown a very encouraging increase in volume during the past decade, it is pleasing to note that we are each year selling more and more goods to the little island of Bermuda. Mr. W. T. James, who is one of the leading importers at Hamilton, the capital of the Island, was in Halifax last week, and in an interview with The Merchant stated that the increase in Bermuda's imports from Canada from year to year has far exceeded the expectations of those who first attempted to develop the trade. In contrasting the old and new conditions he said:

"I think it was in the month of September 1888 that the first boat of Pickford & Black's line made her initial trip on the Jamaica route calling at Bermuda, and I think the trade returns of that year will show total imports from Canada of about 5,000 barrels and perhaps not as much as that. From October to February of last year, five months only, steamers of the same line landed no less than 55,000 barrels, an average of 11,000 barrels a month, or 132,000 barrels a year. I remember quite distinctly when the misunderstanding arose between the Cunard steamers and the Imperial Government with regard to a subsidy and the old boats were withdrawn.

"My esteemed friend, the late Captain Crowell, and I, discussed the advisability of putting on a steamer. He favored a small boat and no accommodation for passengers, the idea being to minimize expenses as much as possible. I said to him: 'No, Captain Crowell, I believe that this business is bound to expand and that the better the boat and the more accommodation it can give, providing it does not cost us too much, the greater are our chances for success.' The speculative discussion ended there, but I can now see that even my most sanguine

expectations were far short of what the business has, in course of time, grown to be. I dare say you know that I am the agent for the Canadian boats at Bermuda and of course am much interested in the success of the line. I do all that I can to put business in the way of Canadian houses and except in a very few cases, I have every reason to feel satisfied with the values obtained and the treatment received. I buy all my flour in Canada and am slowly but steadily increasing my purchases. I buy canned fruits and vegetables from the Simcoe Canning Co., and have found their goods to be better quality than the American. Some few years ago I began importing creamery butter from Nova Scotia and found it so satisfactory that I purchased an interest in a creamery at Lawrencetown and arranged to take its whole output. In addition to this I get a large quantity of a similar article from Smith & Proctor, of Halifax, and I must say that both in quality and price they have given me entire satisfaction."

Asked as to why so much trade in the line of provisions is sent to New York, Mr. James said that throughout the group of Islands there are many small merchants, and each one wishes to do his own importing. Orders are sent to such firms as Austin Nichols & Co., of New York, for as small amounts as two boxes of cheese, a few boxes of soap and five or six cases of canned goods. As a result, it is no uncommon thing for the New York steamer to have no less than 200 complete sets of B.L. on one trip. Mr. James thought that perhaps New York prices were a little finer than the jobbing prices at Halifax, but, with the Island in a prosperous condition and the standing of the trade substantial, he sees no reason why business might not be developed from Canadian ports to advantage. Mr. James imports the bulk of his tea direct from Ceylon, which he finds a better market than London. He is agent for one of the best tea companies at Colombo.



# AN ENQUIRY

If you have one for **First-Class Japan Tea** buy our

## “R.T.S.”

We also have the celebrated “**KIJI**” and “**L.S.**” brands.

**LUCAS, STEELE & BRISTOL, Wholesale Grocers, Hamilton, Ontario**

### IN A MOMENT OF WEAKNESS

in prices of Canned Goods we hit upon something good, consequently this is what we are doing now :

F.O.B. Trenton, we offer :

300 Cases “Lakeport” Tomatoes, 77½c. Net.  
300 “ “ Corn, 72½ “  
200 “ “ Peas, 75 “

In Toronto :

375 Cases “Delhi” Tomatoes, 82½c.  
355 “ “Thistle” Peas, 77½  
450 “ “Delhi” Corn 75

Tap Figs on spot, 3c. 90/100 Prunes, 50-lb., 5½c. Canned Plums, 90c., and many other interesting items.

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Representative for British Columbia and Alberta.

C. H. ROSS, “Leland,” Winnipeg,  
“Kaministiquia,” Fort William,  
Representative for New Ontario and Manitoba.

Controllers and Wholesale Agents for the Celebrated Brands of

### Package Teas:

“Ram Lal’s,” “Golden Age,” “Khaki,” “Mascot,”  
and “Bobs,” Bulk Blend “Rangnugger” Tea.

### Coffees:

“Mecca,” “Damascus,” “Cairo,” “Sirdar,” “Zacapa.”

Wholesale agents  
in Canada for...

**TADDY’S** justly-famed Old English Tobacco.

# NEW GOODS NOW IN STORE

**Sockeye Salmon.** "Clover Leaf" and "Horse Shoe." (Talls.)

**Currants.** Cases and half-cases Fine Filiatras and Amalias.

**Figs.** Eleme—4 Row, in 10-lb. Boxes.

**Raisins.** Arguimbau, Trenor, and Whiting—Selected and Fine Off-Stalk.

**Sultanas.** Brands Good and Fine.

**THOS. KINNEAR & CO., Wholesale Grocers,**  
49 Front Street East, TORONTO.

## HINTS TO BUYERS.

Contributors are requested to send news only not puffs of goods they handle, or the arrival of standard goods that everyone has in stock, or that they are offering goods at close figures, or that they have had an unusually large sale this season.

**T.** KINNEAR & CO. are in receipt of a shipment of evaporated apples in 50-lb. boxes.

New Hallowee dates arrived this week for the different wholesale houses.

A line of Sultana raisins is being offered at a low figure by John Sloan & Co.

H. P. Eckardt & Co. are offering Batger's mixed peel, cut, in 1-lb. pkgs.

John Sloan & Co. have a car of new prunes and apricots just in.

T. Kinnear & Co., have received a shipment of "Tea Rose" drips, in qts., ½-gal., gal. and 5-gal. tins and also ½-bbls.

The Eby, Blain Co., Limited, have just received another car lot of "Tea Rose" drips and "Imperial" maple syrup in tins and half-bbls.

A. F. MacLaren, Imperial Cheese Co., Limited, are in receipt of a shipment of 80 baskets of Gorgonzola cheese. This stock is of prime quality.

One of the talked-about advertisements

in the Special Number of THE CANADIAN GROCER was Mayell & Co.'s, on inside front cover. It was bright and "spicey" in more ways than one, and orders for the assortment are beginning to come in rapidly.

The Eby, Blain Co., Limited, have just passed into store a carload of New Orleans molasses, in barrels and half barrels.

Buyers of Porto Rico, Barbadoes and New Orleans molasses should communicate with H. P. Eckardt & Co.

Victorine, Montreal, are offering free samples of their "Victorine" to any members of the trade who have not yet tried the article, and are willing to take the trouble to ask for a sample.

R. W. Hannah, Board of Trade building, Toronto, is open to buy a few carloads of good yellow Danver onions, in barrels preferred. If you have any to offer, write him.

Canned fruits in 2, 3 lb. and gallon tins are being sold by H. P. Eckardt & Co. at low prices.

N. Rioux & Cie, wholesale grocers, Quebec, are calling the attention of the trade to their assortment of canned goods, wines and liquors, as well as the other lines that go to make up the grocery trade. They are

among the most extensive handlers of creamery butter in the Dominion.

E. D. Marceau is just receiving a line of Moyune Imperial gunpowder, which shows extra fine value in cup quality. He has also a nice little order of genuine Formosa Oolong and some fine scented Orange Pekoe—all new and fresh.

"Eureka" brand maple syrup in 5-gal., 1 gal., ½-gal., and quotations may be had from H. P. Eckardt & Co.

Potatoes are coming forward more freely now, and from some sections the stock is remarkably fine, though in others the crop is a failure. R. W. Hannah, Board of Trade building, Toronto, makes a specialty of filling orders for carlots. If you want a car, wire him for quotations on same delivered at your station.

## INQUIRIES AND ANSWERS.

Fred L. Kimball, Waterloo, Iowa, writes:

If you are able to supply us with the information we would thank you for a list of good people who handle eggs and poultry in England.

[REMARKS: Possibly some of our readers may supply Mr. Kimball with the desired information?—THE EDITOR]



Did some person say that

# MacLaren's Imperial Cheese

in white opal jars was not the first to be introduced?

It's possible, but,

He that was first is now last and

We who were last are now first with all grocers.

**A. F. MacLAREN IMPERIAL CHEESE CO., Limited, 51 Colborne St., Toronto**



# THE DAVIDSON & HAY, LIMITED

**IMPORTERS  
AND  
WHOLESALE GROCERS**

**TORONTO - ONT.**

## TRADE CHAT.

**I**N Hamilton, on October 28, the city council passed, without opposition, a by-law prohibiting the use of trading stamps after January 1, 1901.

Among the exports to the United States this week there were 28,750 lb. of "Salada" tea.

Jos. Baltzer, who has purchased the grocery stock of Mrs. Jell, Preston, is carrying on business in the same premises, and will dispose of the entire stock.

The new soap factory of Werlich & Pritchard, Preston, is expected to be soon under roof, as the work is being pushed ahead rapidly, so that it will soon be in operation.

John Lindsey and John H. Meir, formerly in business in Owen Sound, have returned from Walkerton to that place where they intend opening a general store on Union street next week.

Louis de Forest, grocer, McAdam Junction, N.B., was brought to St. John, on October 23, with brain fever. Dr. Holden is attending him at the home of C. W. de Forest, his brother.

On October 23 the arbitrators appointed to settle the amount due the Maritime Mill-

ing Co. from the National, Phoenix of London, Guardian, and Union insurance companies filed their award at Halifax. The award is understood to be unanimously in favor of the milling company for the full amount of its claim.

The official returns show that the gold shipments from Dawson for September amounted to \$3,000,000. This brings up the total for the last four months to \$21,640,000.

In Petrolea, a meeting of those interested in the establishing of The Pampton Creamery Co. was held in the packing company's office there, and preliminary arrangements were made for organizing the company. The capital is to be \$5,000, divided into 250 shares of \$20 each. They are now circulating the papers for stock subscriptions, and doubtless the company will be soon thoroughly organized and placed on a firm financial basis.

## PERSONAL MENTION.

Ernie Hustwitt, the popular traveller of The A. F. MacLaren Imperial Cheese Co., Limited, boarded the train Monday morning for the West. "His grip contains samples of the world's finest products," remarked a member of the firm.

## A NEW CHEWING GUM FACTORY.

Mr. S. T. Britten, founder of S. T. Britten & Co., and originator and manufacturer of the "Red Jacket" chewing gum, is now in the city of New Orleans putting up a factory to make that brand of gum.

Two years ago Mr. Britten amalgamated his business with that of The American Chicle Co., and now takes a practical interest in the company. He has just finished a large factory at San Francisco, erected for the interests of the company, where they make the "Red Jacket," "Tutti-Frutti" and Beeman's "Pepsin" gum brands.

The company has a capitalization of \$9,000,000 and has in all nine factories manufacturing nothing but chewing gum. It is gratifying to see a Canadian taking such a high position in so large a concern.

## EGYPTIAN MUMMY CORN.

A friend of Samuel Wilson, a Sandwich West Ontario farmer, gave him a small quantity of corn which had been procured from the covering of an Egyptian mummy, thought to have been interred over 20 centuries ago.

The seed was planted and in due course of time cornstalks developed, and the ears ripened. The corn is bright red in color and bears no similarity to the native Canadian cereal.

This was a case of corn that was cast on a mummy being seen after many years.



**UPTON'S**

**MARMALADE**

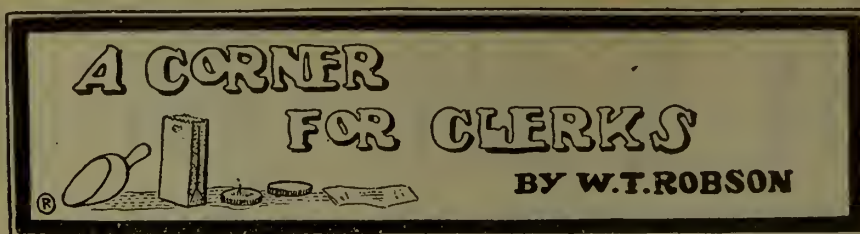
**UPTON'S  
MARMALADE**

is quite the equal of any imported goods, and  
although superior to any Canadian Product, the price is as  
low as any on the market.

**A. F. MACLAREN IMPERIAL CHEESE CO.,**  
51 Colborne St., Limited,  
Toronto,  
Agents

**JAMS and**

**JELLIES**



#### SECRETARIES PLEASE REPORT.

**W**ILL the secretaries of every grocery clerks' association in the Dominion kindly send to me a report of each meeting? There are thousands of grocery clerks not members of any organization for clerks, but they are deeply interested in every movement pertaining to clerks, and desire to keep posted in what is being done in the associations. Others are asking for rules and regulations with the object of forming other branches. This winter promises to be one of the best in the history of organizations for clerks, judging from the reports I have heard from members.

#### STORE HOURS.

"Clerk" asks: "How long should a grocery store remain open?"

Merchants have told me it never paid them to keep open after 7 p.m., but they continued to keep their clerks at work simply because their competitors remained open. From 7 a.m. until 7 p.m. is long enough hours for any ordinary grocery store to be doing business. If a man works faithfully that long he has done his duty, according to my way of thinking. Saturday night close at 10, that is late enough, for all can easily do their buying before that hour. There are some customers, if you remained open until 11.30 p.m., who would come in five minutes before closing time. Village stores generally remain open longest, and yet their people retire earlier than those of larger towns. In the large towns and cities stores generally close at a sensible time. If the business could be done from 8 a.m. to 6 p.m., as in some grocery stores in the cities, what a boon it would be to the clerks.

There has been a great improvement in shorter hours for grocery stores during the last few years, and I think the public and the merchants are both becoming more educated on this matter and better hours are coming.

#### CANNED GOODS FROM THE DEEP.

"F.G." tells of a sale of a large quantity of canned fruits or vegetables which had been sunk in a wreck for so long a time that the labels were completely destroyed, though the contents were unaffected. This seemed a hopeless lot of goods for any grocer to buy, yet they were sold to a mer-

chant, who varnished all the cans, making the outside look clean; then he put the following card up:

I am a can of something good,  
I'd tell my name if I but could,  
For I was sunk upon a boat  
And lost my name and pretty coat;  
But still I'm sound and very sweet—  
Fit food for kings and queens to eat.

The price was placed on them and the public snapped at them, not knowing if they were buying peaches, tomatoes or pumpkins. And the lot was disposed of at a good margin of profit. The man who conducted this sale has a brilliant future before him.

#### A FIRST POETIC OFFENCE.

"C.W." pokes fun at my verse of Oct. 18. This is my first offence. I promise to reform. It might not have happened had I not been celebrating the visit of the "Dook."

#### TEA AND COFFEE.

"R.F.D."—The cost of tea to a family is very much cheaper than coffee. One pound of tea is said to make 250 cups. One pound of coffee will make 35 cups. Thus, it requires nearly 8 lb. of coffee to produce as much beverage as 1 lb. of tea. Don't push your cheap teas and coffees. Have a good price for reliable goods.

#### STORE-CLEANING TIME.

"B.J."—This is the time for making your store look well for the winter. The season of dust and flies is now over. This is store-cleaning time. Just as the women folk have their house-cleaning time, so should the grocery clerks have a time to rearrange the store, clean up and generally go through the stock. It pays well for the time invested. In fact, it is absolutely necessary in most grocery stores, and should be done thoroughly from cellar to ceiling, under the counter and in every nook and corner. If you have not the time to do this, see that it is done by others.

#### DON'T BE JEALOUS.

"E.W."—It never pays to be jealous in business. Every person understands why a man speaks mean of his competitor, and it rebounds on the man himself. Don't do it. If you can't say something good don't say anything bad. One should always re-

member this, if possible; yet we so often forget.

#### COOKED MEATS.

This is a department of the grocery business which has made wonderful strides during the last few years. The growth of this business has been remarkable, and it is permanent also, because of its practicability, obviating the time and necessity of cooking in the family, especially when the good wife wants a hurried meal. This is a department which can be developed with grocers. All that is required is to keep the trays, knives and utensils scrupulously clean and have the best goods obtainable. Place them prominently before your trade and you will be surprised at their sale.

The sale of cooked meats is not confined to the summer months, although a much larger quantity is then sold. The number of customers is increasing who use these meats for Sunday dinners where no servant is employed. The housekeeper can go out to service in the morning, and, on her return, can have a nice dinner ready in a few minutes' time with very little labor and no danger of soiling hands or clothes. Stores which have no facilities for the handling of fresh meats can do a cooked meat business with very little room, with no danger of waste and small amount of investment, as the stock must be renewed frequently.

#### FIRST IMPRESSION.

"P. McB." The first impression customers have of a store often determines their trade. If they are promptly and pleasantly served they will come back again. Should they, on the other hand, be indifferently treated, having to wait some time before they are spoken to, it is very probable they will not return. You should always look after the strangers. If possible give them a little extra attention. It is possible to size up the success of an establishment just by the manner they treat their customers. The people who value your trade generally get it. Those who are indifferent to your interests will lose it. Look after your customers at all times.

#### MACHINERY DISPLACING CHINAMEN.

New automatic machinery is being introduced in the British Columbian canneries, which threatens to largely displace Chinese labor. One of these machines was placed in Boutelier's cannery near Vancouver to finish the tail end of the pack. When the Chinese found that the machine was doing much of the work formerly done by hand they struck. It is said that the Chinamen in the Northern factories have refused to contract for next year's pack because of the introduction of this machine.



Grocers should remember that Royal Baking Powder is never peddled. Consumers are supplied only through retail dealers.

It is the honest advertising which the Royal Baking Powder Company does that aids and protects grocers more than they sometimes remember. It trains the housewife to buy standard goods at reliable stores and to not patronize peddlers. Peddlers are the bane of honest grocers.

Grocers should keep a full, live stock of Royal Baking Powder, remembering that every sale of it is a blow at the peddler and a strike for honest dealing in high-class goods.

## TRADE IN COUNTRIES OTHER THAN OUR OWN.

## THE APPLE TRADE.

**A** CABLEGRAM was received this week by Eben James from Woodall & Co., saying that only odd lots of apples were selling and that the market is active for both Canadians and Nova Scotians; at Ribstons, 23s. to 28s., Blenheims, 18 to 21s. 6d., Kings, 20 to 25s. The shipments of apples last week to Liverpool, London and Glasgow reported were 4,311 bbls. from Boston; 15,361 bbls. from Montreal, and 21,719 bbls. from Halifax, as compared with 40,341 bbls. from Boston; 34,381 bbls. from Montreal, and 16,261 bbls. from Halifax to the same points last year.

## CEYLON TEA STATISTICS.

Odell & Co., Colombo, Ceylon, under date of September 21, report as follows, regarding the tea market:

"About 23,639 packages have been offered since our last of which 19,389 passed the hammer at an average of 37 cents. Prices generally, are firm, although a little irregular. There has been a good demand for all good tipple brokens. Common to medium sorts we may quote a trifle easier. The quality continues good. Shipments to the United Kingdom for first half of September were  $4\frac{1}{2}$  million lb., and we estimate shipments for the whole month at 6 million lb. The Chamber of Commerce quote shipments from January 1 to September 16, 1901:

|                             | lb. in 1901 | lb. in 1900 |
|-----------------------------|-------------|-------------|
| London.....                 | 74,739,177  | 81,965,258  |
| Germany.....                | 318,102     | 252,638     |
| Russia.....                 | 6,618,193   | 6,283,661   |
| Other Countries in Europe.. | 581,145     | 542,762     |
| Australia.....              | 14,686,764  | 11,433,186  |
| America.....                | 1,847,667   | 3,435,046   |
| China.....                  | 2,061,349   | 931,371     |
| Africa.....                 | 222,904     | 145,246     |
| Other Countries.....        | 1,059,848   | 648,339     |

102,135,149 105,637,507

## THE SUGAR CANE CROPS.

Willet & Gray say: "The total increase in the new beet and cane sugar crops of the world is estimated at 817,311 tons. It will be noted that the total increase in the world's production in two years is nearly 2,000,000 tons, cane showing rather more increase than beet, against which, probably 1,000,000 tons will be required for increase of consumption and for the filling of depleted stocks. The million tons excess production is the cause of the present depression in the sugar markets and of the low prices ruling."

## CURRENANTS IN LONDON.

With the arrival of the Zringi, bringing an assorted cargo of desirable fruit, market business has shown a considerable improvement. Prices for all qualities are maintained at a firm level, quite as much by the eagerness of buyers as by the stronger attitude of holders, who, however, seem daily less inclined to make any reductions in the price of their fruit. Several further cargoes are now afloat for London, but the volume of shipments from Greece up to the present has been too small to allow of the accumulation of stocks which generally takes place at this time of year. Nor is there any prob-

ability of any early change in these conditions, Greek holders showing a determined inclination not to make heavy consignments of unsold fruit to English markets. In this position they are supported by an excellent demand from all other consuming countries, which, it must be remembered, were, like England, practically cleared of stocks before the new season commenced. The quality of the present crop continues to be a matter for general congratulation.—Produce Markets' Review.

## CANNED GOODS IN LONDON.

There has been a much better market inquiry for salmon during the past week, and prices are slightly firmer in consequence. Stocks on the spot, especially in the better grades, are now being considerably reduced, and, as the new arrivals by sailing vessel cannot reach here before February or March next, it would not be surprising to see a further improvement in valuations take place at no distant date. Owing to the failure of the sardine fishing on the French Coast the market is very firm, particularly for 15-oz. tins, which, at the moment, are in very poor supply, and valuations are gradually advancing. Californian fruits are still comparatively slow of sale, which is surprising considering the low and attractive prices at which these goods can be bought. The large crop of English-grown fruit has undoubtedly interfered with the demand, but, now that these supplies are practically over, a better inquiry may be looked for.—Produce Markets' Review.

## COAST PRUNES EASIER.

The lower offerings from responsible packers on the Coast are taken to indicate a weakness among holders and a pressure to sell. The prices quoted show a decline from the last previous offering of 1c., and it is stated in some quarters that bids on round lots are being solicited from the Coast at a shade under these figures. The tendency of the market is also somewhat lower on Oregon prunes. A private letter touching on the Coast situation, says: "The market here is easy and there is considerable anxiety noted among holders in all quarters to sell. The trade in the section east of the Mississippi river is buying slowly, and it looks like a slow business for the fall. The old crop is a drag on the new and amounts to about 30,000,000 lb."

## CALIFORNIAN ORANGE OUTLOOK.

In connection with the new crop of Californian oranges, shipments of which are expected to begin within the next two weeks, Mr. E. S. Moulton, of Moulton & Greene, Riverside, Cal., who is in New York, says: "Estimates on the crop made early in the season have been revised, and now instead of showing a probable output in excess of that of last year the prospects favor a crop about 20 per cent. short of the early estimates. Last year's output figured up to about 25,000 carloads, including lemons. I do not look for any large movement in the crop before the latter end of the month. The crop looks well and shows up finely. The outlook for transportation facilities is better than last year. It is expected that the short apple crop of the country will improve the demand for oranges and

a good, healthy market is looked for. The percentage of Washington navel oranges is increasing every year, and this season the output promises to be at least 60 per cent. of the whole."

## MR. MUNRO AS PRESIDENT.

**T**HERE was quite a good attendance of members at the meeting of the Montreal branch of The Canadian Manufacturers' Association, held on Tuesday afternoon, in the Board of Trade rooms, under the presidency of Hon. J. D. Rolland, at which were nominated a president of the Canadian association, a Quebec vice-president, and three members of the executive.

It was announced that Mr. William McMaster absolutely refused to be nominated for the presidency of the Canadian association, whereupon Mr. George E. Drummond moved, and Mr. C. C. Ballantyne seconded, that Mr. Robert Munro be nominated for the office, and this was unanimously concurred in, Mr. Munro suitably acknowledging the honor.

On motion of Mr. R. R. Stevenson, seconded by Mr. George E. Drummond, Mr. J. J. McGill was nominated as the Quebec vice-president, and Messrs. Ritchie, Quebec; S. S. Willett, Chambly, and E. Goyette, Marieville, were nominated as the Province of Quebec members on the executive.

It was decided that a circular be sent out to manufacturers in this Province inviting them to attend the annual meeting of The Canadian Manufacturers' Association, to be held in Montreal, November 5-6, and so become familiar with the objects and work of the organization.

The committee on the banquet reported that everything was in good shape for making the affair a success. Besides the after-dinner speakers, there will be three first-class male voices and an orchestra to add pleasure and variety to the proceedings.

## TEA DUTIES IN THE OLDEN DAYS.

[From Planting Opinion.]

**I**T may interest the planting community, who are anxious to see the British tax on tea reduced if not abolished altogether, to know that proposals were made over a century ago with the same object. In those days the tax was very heavy, and, in consequence, there was a great deal of smuggling. The London Chronicle of May, 1784, published the "Third Report from the committee appointed to inquire into the illicit practices used in defrauding the revenue." The committee considered whether the entire abolition of the tax would not be compensated by resulting advantages. "Such a measure," they reported, "would undoubtedly

## DEPRIVE THE SMUGGLER

of the chief inducement to his practices, so injurious to fair trade and regular commerce, so pernicious to the manners and morals of the people, and so destructive to all good government in its consequences; it would also prove an effective relief to the



# COFFEE IS OUR SPECIALTY.

IT SHOULD BE YOURS, THAT IS, IF YOU WANT TO "MAKE MONEY." THERE'S MORE MONEY IN IT FOR YOU THAN IN SELLING CANNED GOODS. WE CAN INCREASE YOUR COFFEE TRADE, AND WE GUARANTEE SATISFACTION. TRY A TIN OF OUR "EMPRESS" BLEND.

THE **EBY, BLAIN CO.,** LIMITED

WHOLESALE GROCERS AND IMPORTERS.

**TORONTO.**

SOLE OWNERS IN CANADA OF THE CELEBRATED "KIN-HEE" COFFEE AND QUICK COFFEE POTS.

East India Company, and would be particularly well-timed as no less than 20 ships are expected to arrive within a short time from China; and as it is estimated that above 20,000,000 of lb. of tea may be in the company's warehouses, unsold, previous to the next September sale. The future and

#### PERMANENT ADVANTAGES

accruing from such a measure both to that company and to the general navigation of these Kingdoms, and also by retaining a very considerable sum which is now annually remitted to the continent of Europe, are too obvious to be described. It seems reasonable to presume," the committee continued, "that under such a plan the tea legally consumed in Great Britain would not be less than 13,000,000 lb. annually; at present it is rather less than 6,000,000 lb. The legal import of tea, upon such an alteration, would employ 38 large ships, and about

4 800 seamen constantly in the China trade, instead of 18 smaller ships and about 2,000 seamen." The way in which the committee propose to raise an

#### ALTERNATIVE TO THE TEA TAX

is very curious. "It has been suggested to your committee that if an account were taken of all the houses in the Kingdom liable to the window tax, which consume tea (and there are few of that description in which tea is not consumed), the present produce of the tea duties might be assessed and rated upon the windows of such houses." It was pointed out that this could be done with little extra trouble and expense, and the result would be that "the whole family within such houses would purchase their tea at about one-half the present legal price; and even those who smuggle it at present would, in that event, have it much cheaper and without fraud; servants and the lower class of people would have tea free of duty."

#### HOUSES UNDER SEVEN WINDOWS

each would be assessed at 10s. 6d.; seven to ten windows, 16s., and so on up to houses of 20 windows and upwards, which might be assessed at 70s. It is curious to notice that the taste for different kinds of tea was assumed to be regulated by the number of windows in the tea-drinker's house. Persons having houses containing from seven to ten windows were supposed to drink Bohea; 11 to 13 windows, Congou, Singlo and Hyson; while those with 14 windows and upwards could drink nothing but Hyson. It was also pointed out that a mere reduction of the tea duty might reduce the profits of smuggling and lead to increased consumption of tea, which would more than make up for the revenue lost by the reduced duty. It is, perhaps, unfortunate for modern tea growers that they cannot plead extensive smuggling as justifying their demand for reduction of the duty.

Any Shape, all Processes, for any purpose, from 1 to 17 Colors.

## LABELS

STOCK LABELS for Maple Syrup, Preserves, Liquor, etc.

LEVY & CO., 19 Leader Lane. TORONTO.

## BUSINESS

becomes a pleasure with an Extension Desk Set in your office;

It brings business; saves many steps and valuable time.

THE BELL TELEPHONE CO.  
OF CANADA.

## THE MISTRESS

# B. S.

Every lady who has had her attention drawn to it by her laundress, or who has tried it herself, prefers **BEE STARCH** to all others.

The finish it gives is unexcelled by that of the most expensive imported starches and is obtained in much less time.

Costs less, saves time, gives fine results—the reasons ladies want it.

Retailers can sell **BEE STARCH** at good profit.

**BEE STARCH CO.,** 449 St. Paul St., **Montreal**

# "Good Enough."

The day of "good enough" has gone by in the production of Salt. Modern methods have relegated the old-fashioned Salt of commerce to a back seat. Only **the best** will satisfy the particular cook to-day, and Windsor Salt anticipates her desire.

No woman is content with cooking that is simply "good enough" and no more is she willing to use Salt of inferior quality to produce the best results. "Good enough" won't do for her any more than for you---**Windsor Salt is the best by test.** Facts prove it, sales prove it. If you are not selling it, won't you prove it yourself by ordering it?---**prove it to-day!**

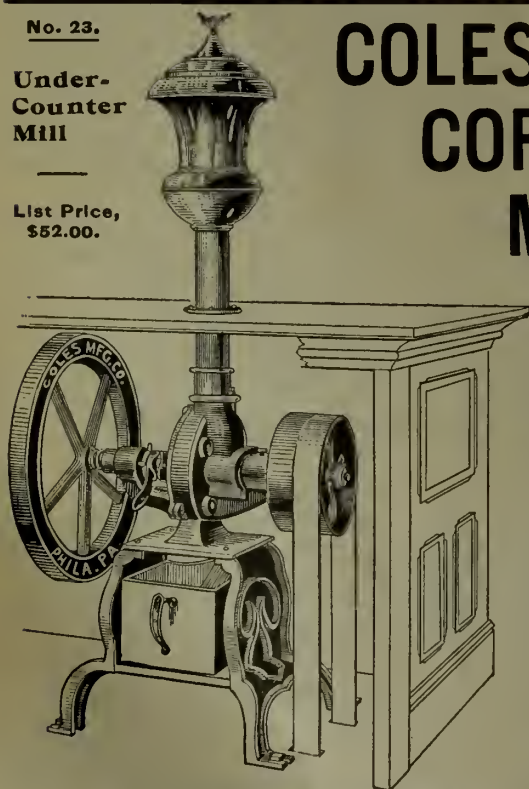
*Windsor  
Salt.*

*The Canadian Salt Co., Limited, Windsor, Ont.*

No. 23.

Under-  
Counter  
Mill

List Price,  
\$52.00.



## COLES COFFEE MILLS

None better for  
Granulating or  
Pulverizing.

Our mills will  
Pulverize with-  
out heating Coffee.

Every Coles  
Coffee Mill has a  
Breaker that  
breaks the Coffee  
before it enters the  
grinders, thus re-  
ducing wear of  
grinders.

A GREAT  
LABOR-SAVER.

Our Grinders  
wear longest.

Agents { TODHUNTER, MITCHELL & CO., Toronto.  
DEARBORN & CO., St. John, N.B.  
FORBES BROS., Montreal.  
GORMAN, ECKERT & CO., London, Ont.

COLES MANUFACTURING CO., PHILADELPHIA, PENN'A.

40 years' experience ought to count, and every barrel of vinegar we send out carries the benefit of that experience in its

## Strength, Brilliancy, Flavor.

Wilson, Lytle, Badgerow  
Co., Limited  
TORONTO





President,  
JOHN BAYNE MacLEAN,  
Montreal.

## THE MacLEAN PUBLISHING CO. Limited.

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, North-West Territories, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

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PLEASE MENTION THAT YOU SAW  
THEIR ADVERTISEMENT IN THIS PAPER

## CANADA AND THE AUSTRALIAN TARIFF.

It is understood that the Dominion Government is not disposed to act with haste in regard to the preferential tariff and Australia. As we pointed out in a recent issue, New South Wales has for three or four years been accorded the privileges of the preferential tariff. With the Australian Commonwealth adopting a protective tariff, New South Wales is legally no longer entitled to these privileges. At the same time, it is well that Canada should wait at least a while before taking these privileges away. There has been a strong desire among a good many business men in Canada for some time for a reciprocal arrangement with Australia. Under the circumstances, therefore, it would be best for the Federal Government to allow things to remain as they are for the time being.

The Australian tariff, unlike the McKinley tariff of the United States, was not designed in any particular to injure Canada. It was a concomitant of the confederation.

The amount of duty collected on imports from Australia under the preferential tariff

is not large, being \$70,672 in 1900, and the one-third of the tariff added would not bring the total up to \$95,000. Even, therefore, from a financial standpoint, there is not much to be gained from denying to Australia the continuance of the one third reduction in the tariff.

But, while we can afford to go slow in removing Australia from the list of countries enjoying the preferential tariff, it does not follow that we should delay in trying to bring about a reciprocal trade arrangement between that country and our own.

When Hon. Wm. Mulock went to Australia to attend the opening of the new Commonwealth's first Parliament it was understood that reciprocity was to be one of the subjects he was to bring before the Barton Government. But whatever opportunity his visit may have afforded for the discussion of the question was dissipated by his unfortunate illness.

It is to be hoped the Trade and Commerce Department will take the matter up and push it vigorously.

## COMMERCIAL EDUCATION.

THE New York University School of Commerce, Accounts and Finance, which began its second year of active work recently is a striking evidence of the tendency towards advanced commercial education.

During the first year of this school's existence it was conducted as a fully-equipped training school for certified public accountants. This year its scope will be enlarged. A chair of political economy and banking and lecturer on law will be provided, and the theory, history and geography of commerce and other special subjects will be studied. Among the lecturers will be some of the most prominent bankers, editors and business men of New York.

Thanks to the leading boards of trade and to the Canadian Manufacturers' Association, Canada is awakening to the necessity of establishing a commercial curriculum in the universities of this country. But we have yet a great deal to do before we can claim to be up-to-date in this particular.

Opportunities like dew drops do not stay forever.

## VALENCIA RAISINS 2S. HIGHER.

CABLE advices to hand this week announce an advance of 2s. per cwt., about equal to ½c. per lb. in the price of Valencia raisins.

The Valencia raisin market has ruled steady for some time, but in spite of that importers have bought sparingly, hoping for the advent of lower figures before it was absolutely necessary for them to place their orders for the Christmas trade. The unsatisfactory character of last season's trade naturally greatly influenced them in arriving at that decision. The market having gone in a direction directly to the opposite of their wishes, they naturally repent that they had not bought before, especially when the figures ruling were moderate.

A couple of weeks ago prices declined 2 to 5s. in England, according to quality, but this was followed by a heavy demand from all distributing centres and an improvement in prices. Shipments afloat to the United Kingdom were then 4,347 tons behind the average of the past two seasons.

Higher, rather than lower, prices are what therefore might have been expected.

## SWELLED CANS AND "BOILING OVER."

In an interview published in last week's issue of THE CANADIAN GROCER, Mr. Henry Swan, of Swan Bros., King street east, Toronto, was made to say: "We have found that by 'boiling over' canned fruits they can be made fit to use. These might be taken home and used, but they should never be given to customers, even at a reduced price."

This hardly conveys the exact meaning Mr. Swan intended. His statement was: "I know of cases where canned fruits have been 'boiled over' successfully, but I look upon doing this as an extremely dangerous experiment, and could not recommend it to anyone."

## SULTANA RAISINS ADVANCING.

Sultana raisins, like Valencia raisins, have taken an upward turn.

On Monday a cable was received in Toronto announcing an advance of 1s. per cwt. on the higher grades. On Wednesday this was followed by another cable advising "a booming market and heavy advances in prices."

Although a couple of weeks ago the market was easy it must be remembered that the crop is no larger than that of last year, while prices were something like 20s. per cwt. lower.



## DEPARTMENTS OF TRADE AND COMMERCE IN OTHER COUNTRIES.

THERE is undoubtedly a great deal of dissatisfaction in Canada in regard to the do-nothing policy of the Trade and Commerce Department, over the destinies of which Sir Richard Cartwright presides. But those who are for doing away with the Department, instead of reforming it, should first stop and think. We have already endeavored in previous issues to point out to them the unbusiness-like character of such a policy, and it is our purpose here to draw the attention of our readers to what other countries are doing or have done in regard to such department.

We think it will be generally conceded that among the nations none are more progressive in commercial matters than the United States. Whatever has utility that country endeavors to take advantage of, and whatever is obsolete to reject. Now, what is the tendency of opinion over there among commercial men in regard to a Department of Trade and Commerce? Simply that it should be created. And, at the next session of Congress, a determined effort is to be made to have it created. It is true that such an effort has been made before, but its failure was due, not to the absence of a desire for it, but to the want of the claim for it being persistently pushed. Now, it is so generally recognized as a necessity that the prospect of its creation has much improved, particularly as it has the approval of President Roosevelt. Mercantile associations are taking the matter up, and a few weeks ago that important and influential body, the Merchants' Association, unanimously adopted the following resolution :

Whereas, the great increase in the manufacturing industries of the United States and the development of our natural resources have already rendered the question of markets and of commercial relations between this country and such markets of vital increasing importance to the future prosperity of the nation ; and,

Whereas, Such markets must, in the very nature of things, be sought largely in foreign countries, which fact renders the subject one of international importance, now, therefore, be it

Resolved, that we, the Board of Directors of The Merchants' Association of New York, do hereby declare for the immediate establishment, as a part of the Federal Government, of a Department of Commerce, the Secretary of which shall be appointed by the President, and shall be a member

of his Cabinet, and the duties and scope of which shall be along lines similar to the duties and scope of the other Departments in relation to their respective subjects ; and the executive officers of the Association are hereby empowered and instructed to cooperate, in every way consistent, for the establishment of such Department.

Then the scheme has an advocate in the person of Mr. John A. Kasson, the well-known expert on reciprocal trade matters.

In Great Britain there is the Board of Trade, whose duties are partly ministerial and partly judicial, the president being a member of the Cabinet. France has her Minister of Commerce who superintends matters appertaining to foreign commercial relations and cognate subjects. Prussia has a similar official, although his duties appertain more to the chambers of commerce within the Kingdom than to matters without. The Australian Commonwealth, when launched on its career a few months ago, thought it wise to have a Minister of Trade and Commerce as a part of the Government machinery.

In Canada there are some who would have us take a backward step because, forsooth, the head of our own Department has, by his persistent inertness, given currency to the idea that such a portfolio was a sinecure and not a necessity.

It is to be hoped that at the annual meeting of the Canadian Manufacturers' Association, which is to be held next week in Montreal, attention will be given to the subject, and another effort made to impress upon the Government the necessity of removing Sir Richard Cartwright, and replacing him by someone who is in sympathy with the objects of the Department, and who has the energy and ambition to advance those objects.

### ILLEGAL WEIGHING MACHINES.

Complaints have been received at the Inland Revenue Department, Ottawa, that improper weighing machines are being used in certain sections of the country for weighing articles mentioned in section 16 of the Weights and Measures Act, such as cereals, seeds, lime, bituminous coal, potatoes, turnips, onions, etc.

As no weighing machine that is of less certified capacity than one bushel can be

used under the law to weigh any of these articles, inspectors of weights and measures have been notified to confiscate all weighing machines so illegally used.

### A BETTER DEMAND FOR LUXURIES.

A POSITIVE indication of the prosperous condition of the country and its people is the brisk demand that grocers, wholesale and retail, are experiencing for the better class of articles and also for goods that are ordinarily considered luxuries. Dealers say that this feature of the trade is remarkably noticeable from one end of the country to the other.

An instance of it is found in the demand for corn syrup, as compared with that for molasses, in the Province of Quebec. This Province has the reputation of consuming a large quantity of Barbadoes molasses, and, indeed, previous to last year, its people preferred Barbadoes to any other molasses or syrup. Even fancy-priced molasses offered at the same price as Barbadoes could not be sold in many instances in competition with the latter article. Last year, however, when Barbadoes was high in price and corn syrup was low, the people took to tasting corn syrup, and a great many grew to like it. But it was expected that the demand would again revert to Barbadoes this fall, as it is now selling at 12c. per gal. less than last year, while corn syrup is  $\frac{3}{4}$ c. per lb. higher. But, although the syrup is costing about 15 to 16c. per gal. more than the molasses, there is still the volume of demand for the clear syrup that there was last year. This means that the people can afford to tickle their palates.

It seems reasonably certain, too, that the importation of liquors will be larger this fall than for many years. In September, some of our large wholesale firms ordered their fall supply, but since that time such an extraordinary demand has sprung up, that several of our houses have been compelled to cable repeats.

In canned goods of the fancy description, in chocolates and cocoas, in bottled goods, in such things as table raisins; in fact, in all lines that are generally considered luxuries, there has been a decided increase in business this fall. And it is not unreasonable that it should be so, for crops have seldom been so uniformly bountiful or the country, on the whole, so prosperous.



## THE SUDDEN DEATH OF W. H. GILLARD.

NOT for many years has such a shock came to the grocery trade of Canada as the announcement on Saturday morning last that Mr. W. H. Gillard, of Hamilton, had passed suddenly away near the midnight hour of the previous night. As head of the firm of W. H. Gillard & Co., wholesale grocers, he was known from one end of the Dominion to the other. His warm heart, his genial manner, and his kindly face made him friends everywhere. Among his confreres in the wholesale grocery trade his popularity was striking, and one of the evidences of it was the fact that for 10 years he was the president of the Wholesale Grocers' Guild for the Dominion, an office which he occupied up to the time of his death.

In his own city of Hamilton he was one of the strong men, for exacting as were the demands of his own business, he was a moving spirit in all that appertained to the welfare of the "Ambitious City." He was at once a prince among merchants, and a man of large public spirit among his fellow citizens. The 64 years of his life that had been passed were all too short. But it was a busy one, something over 40 years of it being spent in the wholesale grocery trade.

He was born in Devonshire, England, on July 22, 1837. His father, who was a tea merchant, came to Canada with his family in 1858, settling in Hamilton. The deceased, who had previously received a first-class commercial education in Lynton and Barnstaple, entered the office of John and James Turner, the wholesale grocery firm, of which the late Senator Turner was the principal partner.

He remained in this position until April, 1867, when he was admitted as a partner. He remained thus until June, 1878, when he associated himself with his brother John, and established the present firm of W. H. Gillard & Co., whose trade connection now spread far and wide over a large part of the Dominion. Only a few months ago the

firm established a branch of its business at Sault Ste. Marie.

Deceased was vice-president of the Hamilton Board of Trade in 1884 and 1885 and president in 1886 and 1887, and a member of the council continuously for 18 years. At a special meeting of the board on Monday morning the following resolution of condolence, moved by A. Turner and seconded by W. A. Robinson, was unanimously adopted:

The members of the Hamilton Board of Trade are again called on to record the untimely death of one of their most valued members, W. H. Gillard,



THE LATE W. H. GILLARD.

whose demise occurred on Friday, October 25. The members desire to express their deep sorrow at the loss of their colleague, who throughout the long period of his career had earned, by his probity, abilities and energy, the success to which he was entitled, and the respect of the entire community.

As a member of the board for more than a quarter of a century, during which period he occupied the position of vice-president in 1884 and 1885, and president in 1886 and 1887, and member of the council continuously for 18 years, his services to the board were always freely given, and were marked by ability and thoroughness in everything he took in hand. His devotedness to the interests of the city and the country of his adoption was exceptionally great, and the com-

munity at large have suffered a great loss by his decease.

The board desires to convey to the members of the family of Mr. Gillard its sympathy in the loss which they have sustained.

The wholesale grocers of Toronto and Montreal showed their appreciation by placing floral tributes on the coffin of the deceased.

Deceased was actively connected with other commercial enterprises besides that which bore his own name, among the most important of which was the Aylmer Canning Co., of which he was president.

Up to within a few hours of his death, deceased was apparently in the best of health. He left the office for his home about 5.30 p.m. on Saturday, and two hours later, shortly after having partaken of dinner, he was stricken with paralysis. Four hours later, in spite of all that medical science could do, he breathed his last.

The funeral on Monday afternoon was one of the largest Hamilton has seen for a long time. At Undercliffe, the late home of the deceased, a family service was held at noon, conducted by Canon Bland. On and around the casket that enclosed the form of the beloved father and citizen were many beautiful floral tokens of affection and regard.

At 2.30 the remains were taken to Christ Church Cathedral, where a service was conducted by Rev. Canon Bland. There were present, besides many citizens, members of the board of trade, the past presidents and board of management of St. George's Society, members of Strict Observance Lodge, A.F. and A.M., and the travellers and the office

and warehouse staffs of Gillard & Co.

The honorary pall-bearers were: F. C. Bruce, M.P.; John A. Bruce, president of the Board of Trade; A. Turner, George E. Bristol, H. N. Kittson, William Marshall, George Roach and Samuel Barker, M.P. The active pall-bearers were the following travellers and members of the office staff of the firm: George A. Turner, George H. Carley, M. P. Malone, W. J. Turner, John Hazey, M. Hazey, R. Bedlington and G. C. Bingham.

At the close of the service the cortege reformed and proceeded to Hamilton cemetery, where all that was mortal of the late W. H. Gillard was laid to rest,

**"Never Mind The Past"--It's gone forever.**

And there are but few of us would want to recall it.

It's the present we are vitally interested in.

Ceylon Green Tea is an early day 20th Century luxury, and is on the market in direct competition to Japans.

**"SALADA"**

**It's a Better Article**

**Therefore, down must go Japans. Nothing can save them.**

**Ye Pessimists' and Unbelievers' claims to the contrary notwithstanding**

**EVIDENCE  
CONCLUSIVE**



Our sales of Ceylon Greens for the past three months show an increase of 500 % over corresponding period of last year.

FREE SAMPLES ON APPLICATION.

Sealed Lead Packets Only.  
Retails at 25c., 30c., 40c.

**"Salada"--Toronto or Montreal.**



## LILY WHITE GLOSS STARCH

—o IS PACKED IN o—

Handsome 1-lb. Packets.

Beautiful 6-lb. Tins or Trunks.

100-lb. Kegs—Extra Large Crystals.

**Strongest, Whitest and Purest.**

The Brantford Starch Works, Limited,

BRANTFORD, ONT.

# GREAT SCOTT!!

We make it. A blend of Pop Corn, Peanuts, and  
Cocoanut. A nice package to retail at 5c.

PUT UP IN CASES OF 50 AND 100.

**THE CANADA BISCUIT COMPANY, *Limited***

Office Phone: Main 3624.  
Warehouse Phone: Main 3676.

King and Bathurst Streets, TORONTO



# MARKETS AND MARKET NOTES

## INFORMATION FOR BUYERS.

If any reader wishes to know where any article can be purchased in Canada or abroad, a letter to the Editor will probably place him in communication with the seller.

## ONTARIO MARKETS.

TORONTO, October 31, 1901.

### GROCERIES.

THE wholesale grocery trade this week is fairly brisk. The orders individually are no larger, but as there is a good hand-to-mouth demand, the aggregate is fairly satisfactory. Besides the orders that are being taken, quite a large quantity of seasonable goods, such as fruits and canned goods, are being taken into stock. There is, in consequence, not much leisure around the wholesale grocery warehouses these days. As far as prices are concerned, the feature is a reduction of 10c. in the quotation on Acadia granulated, which is now 15c. lower than that put on the market by the Montreal refiners. The demand for sugar is light. There is just a moderate demand for canned vegetables at steady prices, but in canned salmon there is still a brisk trade being done. Canned meats, fruits and lobster are all quiet, with prices unchanged. The activity noted in the coffee market has been well maintained and further advances are chronicled in prices, both locally and outside. The tea market generally is firm for all descriptions and in some lines there have been actual advances in quotations. In spices, the feature is the firmness in cloves, ginger and pepper. Syrups are meeting a good demand and the same can be said of molasses. There has been a sharp advance in Valencia raisins at Denia, and sultana raisins are also quite a little higher. Currants are steady and unchanged. Californian prunes are a little easier in the primary market, while evaporated peaches and apricots are rather firmer.

### CANNED GOODS.

Nothing particularly new has taken place in the canned goods trade during the past week. The demand for canned vegetables, such as tomatoes, peas and corn, is fairly good for small quantities and prices rule steady. The ruling quotations are 85 to 87½c. for tomatoes, 82½ to 85c. for peas,

and 80c. up for corn. There is very little being done in canned fruits, but jams, jellies and marmalades are going out well. The demand for canned salmon keeps active and prices are fairly steady. Northern sockeye we quote \$1.25 to \$1.30 and Fraser River sockeye at \$1.42½ for 5-case lots and over and \$1.45 for less quantities. Cohoes run from \$1.05 to \$1.15, according to quality. Pink salmon, 95 to \$1 a doz.

### COFFEE.

The coffee market, particularly for Rios, has been active with prices higher during the past week. The unfavorable crop news is the chief factor in the advance in the market. Out of sympathy with the conditions ruling in the primary markets, local quotations are again higher. We quote Green Rios as follows: No. 7, 8c. per lb.; No. 6, 8¼c.; No. 5, 8½c.; No. 4, 8¾c.; No. 3, 9 to 10c. The local demand during the past week has been active.

### NUTS.

The weather for Grenoble walnuts, according to recent despatches, looks a little

See pages 35 and 36 for  
Toronto, Montreal, and St.  
John prices current.

more favorable. The sales of Grenoble walnuts on importation account seem to be rather better than usual.

### SYRUPS AND MOLASSES.

There is a good demand on the local market for syrups, particularly for the good-tasting sugar descriptions, at from 40 to 45c. per Imperial gallon. Corn syrup is also in fair demand. In molasses, a fairly good trade is to be noted. Advices from New Orleans state that the market for the new crop is fairly steady, and that receipts are so far light, the market having scarcely opened up. The ruling prices here for New Orleans molasses are 25 to 28c., and for Barbadoes 36 to 39c.

### SPICES.

Advices to hand report that the price of Cochin and Jamaica ginger has advanced about 4s. per cwt., and the prospects are that there will be a further appreciation in values. Cloves are also firm. The statistical position of pepper is improving all the time, and prices rule firm. Locally, there

is a fair trade being done in spices on retail account.

### RICE AND TAPIOCA.

Business is fairly good in both these lines, and prices are unchanged. We quote: B rice, 3¼ to 3½c.; Japan, 5½ to 6c.; tapioca, 4¼ to 4½c. per lb.

### SUGAR.

The feature of the grocery trade this week is a decline of 10c. per 100 lb. in the price of granulated, by the Acadia Refinery. As this reduction has not been followed by the Montreal refineries, the difference in the quotations of the former and the latter is now 15c. per 100 lb., instead of the usual 5c. The demand for sugar is still light, and the market is unsettled. In New York on Saturday last, two of the refineries made an advance of 5c. in the price of certain grades of yellow sugar, but this was not general, as the Arbuckles continue to fill orders at the old figures. The raw sugar markets during the past week have been weak and irregular, and beet sugar is now down to 7s. 3¼d., the lowest point on record. In New York, raw cane sugars are quoted 1-16c. per lb. lower. The margin between centrifugals and granulated is now \$1.04 in the United States, although it is thought that this margin is more apparent than real, as some, at least, of the sugars which the refineries are now melting cost them rather more than the prices ruling to-day. The receipts of raw sugar in the United States are increasing, being 53,442 tons, while the meltings last week were only 28,000 tons. The total stocks of raw sugar in Europe and America at the end of last week were 676,305 tons, against 313,874 tons at the same time a year ago.

### TEAS.

The tea market generally is now in a fairly strong position. Both Indian and Ceylon teas are firm. There is not a very active demand locally for teas of Indian and Ceylon growth except for fine flavor descriptions which are scarce. Low-grade teas while in better supply than the finer descriptions are not as plentiful as they were a short time ago. The quality of both Indian and Ceylon teas arriving on the market is on the whole excellent and showing good value. In Japan teas there has been a further slight hardening in prices. The demand here, however, is only moderate. The firmness in China green teas is still maintained while there is



a good inquiry and supplies are difficult to get. Mail advices from London, Eng., under date of Oct. 18, say that with a material diminution in the offerings of Indian tea, which fell from 57,598 packages to 39,573, buyers purchased with more confidence and there was a recovery from the weakness of the previous week. The official wire gives the exports of Indian tea to the United Kingdom for the first half of October as 11,010,000 lb. against 14,120,000 lb. in 1900, making the total quantity from April 1 to October 15, 84,001,800 against 90,150,000 lb. In Ceylon teas, there was also a marked decrease in the quantity offered, only 16,735, being catalogued against 21,254 packages the previous week. This smaller supply together with the reduced offerings of Indian tea was sufficient to steady the market and cause good general competition at the lower rates of the previous week.

#### FOREIGN DRIED FRUITS.

**CURRENTS**—The market in Patras remains firm, and efforts that have been made to buy at lower than regular quotations have proved abortive. There is moderate demand on the local market of a sorting-up nature. The ruling prices for good fruit from stock are as follows: Filiatras, 6 to 6½c.; Patras, 7 to 7½c.; Vostizza, 7½ to 8½c. per lb. For later November shipments, Filiatras and Patras currants are quoted ¾ to 1c. per lb. lower than the above figures.

**VALENCIA RAISINS**—A cable which came to hand this week has caused a great deal of surprise in the grocery trade, announcing as it did an advance of 2s. per cwt. in prices. As importers have been looking for a decline, and have in consequence purchased but lightly, they are, of course, anything but satisfied with the turn the market has taken. Some orders for importation were, however, placed a few days before the advance took place. The sales on retail account have not been large except for late November shipment. Quotations from stock are as follows: Fine off stock, 5¾ to 6¼c., selected, 6½ to 7. For the fruit due two or three weeks hence ex Bellona, 5 to 5¼c. is quoted for fine off stock and 5¾ to 6¼c. for selected.

**SULTANA RAISINS**—This market has also attracted a little more than usual interest during the past week. On Monday, a cable despatch announced an advance of 1s. per cwt. on the higher grades, and that the market was firm and active. On Tuesday, another cable stated that the market was booming, and that there had been a heavy advance in prices. There is not a great deal of business being done in this line, and prices to the retail trade range from 9 to 12c. per lb.

**PRUNES**—Advices from California report the market a little easier. Local business keeps light, with prices unchanged. We quote new Californian prunes: 100 110's, 5c.; 90-100's, 5½ to 6¼c.; 80-90's, 6½ to 7c.; 70-80's, 6¾ to 7¼c.; 60-70's, 7½ to 8c.; 50-60's, 8 to 8½c.; 40-50's, 8¾ to 10c. French, 100's, 3½ to 4c.

**CALIFORNIA EVAPORATED FRUITS**—As choice apricots suitable for this market are costing 9c. on the Coast, very few of them are likely to be brought to this market unless there is a marked reduction, as, freight and duty added to that figure, the price would

be altogether too high for anything but a small trade. With evaporated peaches, however, the conditions are not exactly the same, and relatively more business may be done in them. For the few evaporated fruits that are on this market we quote in 25-lb. boxes as follows: Peaches, 10½ to 14c.; apricots, 13 to 17c.

**FIGS**—There is a fairly-good demand for figs, particularly for November shipment. Tapnet figs from stock are quoted at 3¼c., and for November shipment at 3 to 3½c. Smyrna naturals are quoted in 50-lb. bags at 3½ to 3¾c. per lb. We quote Eleme figs as follows, according to quality: 10-lb. boxes, 9 to 10½c.; 12 lb. boxes, 9½ to 11½c.; 16 lb. boxes, 10½ to 14c.; 20 lb. boxes, 11 to 15c., and 28-lb. boxes, 12½ to 17c.

**DATES**—The first shipment of new season's dates arrived in Toronto this week. Very few orders appear to have been taken to arrive. We quote: Hallowees, 4½ to 5c. per lb.; Sairs, 4 to 4½c. per lb.

#### GREEN FRUITS.

This week the most notable feature of the green fruit market is the advance in prices of Cape Cod cranberries, which are \$1 per barrel higher, and apples, which are firmer. There is a good demand for apples, but the demand for pears is not quite so brisk. The price of Cape Cod cranberries is raised out of sympathy with other markets and not so much on account of the demand here. We quote pears, 30 to 40c. per basket. Tomatoes are scarce, but the demand is falling off. We quote 25 to 35c. per basket; peppers, 25 to 50c.; grapes in 10-lb. baskets, 20 to 30c.; quinces, 30 to 40c. per basket. Apples are all the way from \$2.50 to \$4.50 per bbl., according to quality; bananas, \$1.75 for firsts, and 80c. to \$1 for eight hands. Malaga grapes are scarce, at \$6 to \$7. Malaga lemons are selling at \$4 per box, and Californian lemons at \$5 per box. Jamaica oranges are \$5 per bbl., or \$3.50 to \$4 per box. Cape Cod cranberries, \$8 to \$9 per bbl.; Ontario cranberries \$6 per bbl. Pineapples are scarce. Price, however, is about the same as last week, \$3.50 per case.

#### COUNTRY PRODUCE.

**EGGS**—The continued warm weather has made the receipts of eggs good. There is a good demand for all kinds, and prices are a little firmer in some lines. Good new-laid eggs bring as high as 18c. per doz. Fresh-gathered bring from 16 to 17c. Cold-stored are worth from 15 to 16c.

**BEANS**—There is a fair trade in beans, but prices are unchanged. Choice hand-picked pea beans are worth \$1.70 to \$1.75, and unpicked, \$1.50 to \$1.60.

**HONEY**—There is a fair supply of honey, and the demand is equal to the supply. We quote: Buckwheat honey, 5½ to 6c.; clover, 9½ to 10c.; in combs, \$1.75 to \$2.50 per doz.

**DRIED APPLES**—Dried apples are very quiet. Evaporated apples bring about the same prices as last week, selling at about 9½c. for carlots and 10c. for cases. Dried apples are offered at about 6c. Jobbers would probably get about 6½ to 7c.

**POTATOES**—Good stock potatoes are scarce this week, but there are lots of inferior stock on the market. Good potatoes bring about 60 to 70c. per bag. Some were sold as low as 55c., however.

**GAME**—The receipts of game this week have been exceedingly large. Prices are same as last week, however, but owing to the warm weather sales are being pushed at the lowest prices. We quote: Teal and butterballs, 25 to 30c.; bluebills, 40 to 50c.; pintails and redheads, 50 to 60c.; black ducks, 75 to 85c. per brace; canvas-back and mallards, \$1.

#### POULTRY AND GAME.

**DRESSED POULTRY**—The season is nicely opening and the receipts are heavy. The weather, however, is against the market and in consequence sales are being pushed at the lowest figures. Geese and turkeys are lower, turkeys being 1½ to 2c. lower than last week. We quote: Chickens, 30 to 50c. per pair; ducks, 40 to 75c. per pair; geese, 5 to 6c. per lb.; turkeys, 8 to 8½c.

**LIVE POULTRY**—There is a good demand for live poultry and the supply so far has been good. The Canadian Produce Co., 36 and 38 Esplanade east, Toronto, will pay for spring chickens, not less than two lb. in weight, 6½ to 7¼c. per lb. For ducklings, 5c. per lb. For fowl they will pay 5 to 6c. per lb.

#### BUTTER AND CHEESE.

**BUTTER**—The supply of butter is good, and it is in brisk demand. The large proportion of the tubs that are coming in sell at about 13c. per lb. and are suitable for bakers only. Choice prints of dairy butter bring 18c., choice rolls, from 16 to 18c. per lb., choice butter in tubs, 16 to 17c.; medium tubs vary from 13 to 14c. Creamery prints are in good demand, and sell at 20 to 21c.; creamery solids, 19 to 20c. per lb.

**CHEESE**—Cheese is steady and prices are unchanged. The market is firm, and the supply on hand is sufficient to meet local demands. Quotations are 9½ to 10c.

#### FISH.

The demand for prepared and smoked fish is improving. There is no change in prices, however, excepting in ciscoes, which are lower, and in finnan haddie, which have advanced. We quote as follows: Fresh fish—Codfish, 6 to 8c.; whitefish, 7 to 7½c.; trout, 7c.; halibut, 14c.; sea salmon, 13 to 15c.; haddock, 6c.; herring, 5c.; perch, 4c.; British Columbian salmon, 20c. Smoked fish—Ciscoes, 80c. to \$1; finnan haddie, 7 to 7½c.; Digby herring, 75 to 80c. per bundle. Prepared fish—Dried cod, in 112-lb. bundles, \$4.75 per cwt.; flitched cod, \$5 to \$5.25; boneless cod, in bricks, 4½ to 5½c. per lb.; steak cod, 6½c. per lb.; shredded cod (2 doz. in box), \$1.80 per box; boneless fish, loose, in 25-lb. boxes, 4 to 4½c., and in 5-lb. boxes, 5c. per lb. Oysters—No change in prices. Standards, \$3.75 per small pail or \$1.50 per Imperial gallon; selects, \$2 per Imperial gallon.

#### VEGETABLES.

Cauliflowers are scarcer. Tomatoes are very scarce and will soon be out of the market. Citrons are about the same. Lettuce is higher. We now quote as follows: Carrots, parsnips and beets, 20c. per peck; turnips, 15 to 20c. per peck; lettuce, 20 to 30c. per doz.; radishes, 30 to 40c.; watercress, mint and parsley, 20c.; cauliflower, 75 to \$1.50 per doz.; celery, 40 to 60c.; red cabbage, No. 1, 5 to 10c.



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**DAWSON Commission Co., Limited**FRUIT, PRODUCE AND  
COMMISSION MERCHANTS.Cor. Market and  
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cabbage, 25 to 40c.; tomatoes, 30 to 35c. per basket; pickling onions, 35 to 40c. per peck; dry onions, \$1 per bush.; potatoes, 55 to 70c. per bag; egg plant, 30 to 35c. per basket; Hubbard squash, 15 to 30c. each; vegetable marrow, 5 to 15c. each; pumpkins, 10 to 25c. each; citrons, 5 to 10c. each.

**GRAIN, FLOUR AND BREAKFAST FOODS.**

GRAIN—Manitoba hard is quoted at 81c. grinding in transit, or 79c. Toronto and West. The receipts at the local market were large during the past week. Millers are paying 66c. for red and white Ontario wheat. White and red is a little lower. Barley and peas are a little higher. We quote: White and red wheat, 62 to 70c. goose, 64½ to 65c.; oats, new, 39 to 41c.; rye, 54c.; barley, 50 to 59c.; peas, 68 to 71½c.

FLOUR—Manitoba bakers' is slightly lower, dropping 25c per bag; Ontario patents, in bags, \$3.50 to \$3.60; Hungarian patents, \$4; Manitoba bakers', \$3.75; straight roller, \$3 per bag here in Toronto.

BREAKFAST FOODS—There is a good demand. Market is slightly lower. We quote: Oatmeal, standard, and rolled oats, in carlots on track here, \$4.20 in bags, and \$4.35 in bbls.; broken lots are 25c. per bbl. extra; rolled wheat, \$2.30 in 100-lb. bbls.; cornmeal, \$3.60; split peas, \$4.30; pot barley, \$4.50.

**SEEDS.**

There has been a large offering of red clover during the past week. Prices are about the same, however. We quote \$4.25 to \$4.75. Alsike is scarcer at 6 to 7c. Owing to their scarcity, little more than the above prices are paid for extra fine lots. On the other hand, there are a good many samples of inferior and low-grade clover, which have to be bought considerably below the lowest of the above prices. Timothy ranges in value from \$2 to \$2.25 for choice machinery-threshed seed.

**HIDES, SKINS AND WOOL.**

HIDES—We quote: No. 1, green, 8c.; No. 2 green, 7c.; No. 1 green, steers, 8½c.; No. 2 green, steers, 7½c.; cured, 8¼ to 8¾c.

SKINS—We quote: No. 1 calfskins, 9c.; and No. 2, 7c.; deacons (dairies) 55 to 60c. each; sheepskins, 50 to 55c.

WOOL—We quote: Fleece, 13c., and unwashed, 8c.

**MARKET NOTES.**

Sultana raisins are active and higher in Smyrna.

Valencia raisins are cabled 2s. higher from Denia.

The tomato season is nearly over and they are very scarce.

Acadia granulated sugar is 10c. lower. No changes have so far been made by the other refineries.

Notwithstanding the high price of apples, pears are remarkably cheap, the price per basket of pears being lower than the price of the same quantity of apples.

Cape cod cranberries are \$1 per bbl. higher than last week. Their advance is in sympathy with the rise in other markets, and not so much on account of the demand here.

The following Brands manufactured by

**The AMERICAN TOBACCO CO.**

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**CUT TOBACCO****OLD CHUM.****SEAL OF NORTH CAROLINA****OLD GOLD****CIGARETTES****RICHMOND STRAIGHT CUT.****SWEET CAPORAL.****ATHLETE.****DERBY****COX'S GELATINE** Always Trustworthy  
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LIMITED.IMPORTERS OF FOREIGN AND DOMESTIC  
GREEN AND DRIED FRUITS, NUTS, Etc.151 Bannatyne St.,  
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BRANDON, MAN

## QUEBEC MARKETS.

Montreal, October 31, 1901.

## GROCERIES.

THE regular fall business seems well up to the mark and all signs indicate a healthy feeling in the country. Orders are probably lighter than they were a year ago, but this is only a proof of the tendency of things. In articles of luxury, especially, is the demand good. Bottled goods of all kinds as well as liquors are being bought in unexpected quantities, indicative of the prosperous condition of the country from ocean to ocean. This week wholesalers are busy delivering this season's goods that arrived within the past 10 days, including dried fruits and canned salmon. The demand for canned goods just now is rather light as retailers are well stocked. Canned goods prices show no change. The market for teas is strong and a better business is being done both on wholesale and retail account. The feature in the sugar market is a drop of 10c. in the price of granulated by The Halifax Sugar Refinery, coming just at the time when the local trade looked for a steady market at least. Refiners here show no inclination to follow suit. The demand for corn syrup is strong and a little jobbing trade has sprung up in molasses. In spices the feature is the strength of the market. Coffees are also very firm. American pork is 50c. lower and lard is a trifle easier. No Canadian pork is obtainable.

## SUGAR.

Again there is a new record in the price of raw beet sugar. Tuesday cable reported the London market at 7s. 4½d. or 1d. below the lowest point ever touched before. The chief cause of this depression was Licht's estimate of a 6,400,000-ton crop, against 5,700,000 tons last year. This increase coupled with the heavy crop of cane sugar has had a strong bearish influence. At the present moment further declines are not expected, and, indeed, there are those who look for advances two months hence. The existing depression in Germany and the eagerness to realize on the new crop may be largely accountable for the depressed condition of the market at the present moment. On Monday the Halifax refinery reduced granulated sugar 10c. per 100 lb. The Montreal refiners have as yet made no change in their quotations, and although they may follow in the near future, no tendency in that direction is evinced at the present moment. The demand for sugars has been very good lately and the refiners are pretty well sold up. Another unfavorable circumstance is the fact that American refiners have weakened 5c. on yellow sugars during the past week. Local prices are \$4.30 for granulated and \$3.45 to \$4.20 for yellows, as to grade, per 100 lb. City 5c. extra.

## TEAS.

A cable received from Yokohama last Saturday, reads: "Market up very high on low grades. Buyers eager to transact. No exporters seem to have stock. High and middle grades actually scarce." This describes the Japan tea market as we find it to-day. Since about the middle of August mail advices have said the price of tea has been below the cost of production, and but little tea has been

picked up since that time. The available stock has dwindled to a small supply, and will soon be worth more for home consumption than for export. The total tea export of Japan will this year not reach more than 36,000,000 lb., the smallest export in 15 years. The reason seems to be that the selling price is not keeping far enough above the cost of production, and the Japanese are naturally turning to more profitable lines.

The strong market for Indian and Ceylon teas is having its effect upon the China black-tea market. Congou teas are quite firm and grades that some time ago would not sell at 10c. are somewhat above that figure.

China greens are very firm, not only pea leaf and pin head gunpowders, but even country teas are from 15 to 30 per cent. higher than they were two months ago. The demand from Canadian retailers is very good.

## SYRUPS.

The demand for syrups is exceptionally good, much better than was anticipated. We quote: 3½c. in bbls.; 3½c. in ½ bbls.; 3½c. in ¼ bbls.; \$1.50 in 38½-lb., and \$1.10 in 25-lb. pails.

## MOLASSES.

At present there is but little molasses moving as dealers have not yet disposed of those stocks they bought off the wharf. Jobbers still quote 2s and 29c.

## CANNED GOODS.

The canned goods market is without any feature. Tomatoes are in rather light supply but the fact that stocks of old goods are being cleared out at 80c. keeps the value of the new pack down to 82½ to 85c. There seems to be but a few cases more obtainable at the lower figure. Corn is worth 77½ to 80c. and peas, 80c. The retail demand continues to be rather slow.

Salmon is also quiet so far as new business is concerned. New goods are now being delivered into retail hands. Fraser river brands are now being sold at \$5 to \$5.60 per case, and Rivers Inlet, \$4.80 to \$5. Lobsters in 1 lb. flats are selling at \$9.50 to \$10 and in 2 lb. flats, \$10 to \$10.50.

Gallon apples will not be used much this year. Some canners are quoting \$2.65, for new goods, a high price that will limit consumption.

## SPICES.

The entire spice market is firm, with advances accorded in cloves and ginger. The demand is good. We now quote as follows: Nutmegs, 35 to 65c. per lb., as to size; Penang mace, 45 to 50c. per lb., as to quality; pimento, ground, 12½ to 15c.; cloves, 15 to 25c.; pepper, ground, black, 17 to 20c., according to grade; white, 25 to 27c.; ginger, whole, Cochin, 14 to 16c.; Japan, 10c.; Jamaica, 20c.; ground, Japan, 15c.; Cochin, 16c.; Jamaica, 25c.

## COFFEE.

The coffee market is very firm, New York showing several advances. Mochas advanced 2s. in London. Asked if these foreign changes would have any effect on retail prices, one dealer answered: "Oh, some time next year, perhaps." Roasted coffees are worth: Mocha, 27 to 32c.; Javas, 25 to 32½c.; Rios, 13 to 18c.; Santos, 15 to 22½c.; Maracibos, 15 to 22c.

## RICE AND TAPIOCA.

The tapioca market continues strong and steady and wholesale prices must advance when present stocks give out. The demand for both rice and tapioca is good. We quote in combine district: B rice in bags, \$3.10; in half bags, \$3.15; in ¼ bags, \$3.20; in pockets, \$3.25. In 10-bag lots, an allowance of 10c. is made. CC rice, \$3 in bags; \$3.05 in ¼ bags; \$3.10 in ½ bags; and \$3.15 in pockets. In the open territory prices are about 10c. less. Patna rice is worth 4½c. per lb., and tapioca, 3½ to 3¾c.

## FOREIGN DRIED FRUITS.

VALENCIA RAISINS — The local raisin market is without change. Prices are very irregular on account of the many brands and qualities on the market. Some off-stalk raisins sell as low as 1½c., while reputable goods are worth 5½c. per lb. Selected are worth 6 to 6½c. and layers, 6½ to 6¾c.

CURRENTS — There is nothing new to report in currants, the demand being fair and prices steady. Fine Filiatras, in barrels, are worth 5½c; uncleaned, in cases, 6c.; cleaned in 1-lb. cartons, 8c., and finest Vostizza currants, 7½ to 8c. Amalias are quoted at 6½ to 6¾c.

PEELS — Peels are selling fairly well out of stock at 9½ to 10c. for lemon; 10 to 10½c. for orange, and 11c. for citron.

PRUNES — Prunes are selling very freely to arrive. They are worth 8½c. for 40-50's, 8c. for 50-60's, 7½c. for 60-70's, 7c. for 70-80's, 6c. for 80-90's, 6c. for 90-100's.

MALAGA RAISINS — The sales of Malaga raisins are quite large; larger, indeed, than for years. The price is low and quality excellent. For immediate delivery we now quote as follows: London layers, \$1.60 to \$1.65; "Connoisseur Clusters," \$2.20 to \$2.25; ¼'s, 70 to 75c.; "Royal Buckingham Clusters," \$3.35 to \$3.40; ¼'s, \$1.10 to \$1.15; "Excelsior Windsor Clusters," \$1.65 to \$1.75; ¼'s, \$1.10 to \$1.50. For future delivery by Bellona, dealers quote, "Royal Buckingham Clusters" at \$3.10.

SULTANA RAISINS — Good, sound fruit now in stock is worth 9½ to 11c. Some goods are coming and will be here by the end of November to sell at 8½c., while very light stock will sell at 10½c.

## NUTS.

The nut market is without any change. Grenobles are worth 10½ to 11c. to arrive; Sicily filberts, 8 to 8½c.; Tarragona almonds, 10½ to 11c., and shelled almonds, 25 to 26c. Last year's shelled walnuts are worth 16 to 17c.

## GREEN FRUITS.

The market is very quiet, apples and bananas being the principal moveables. Spanish onions are very scarce and it is now difficult to obtain supplies. We quote as follows: Jamaica oranges, \$5.50 per bbl.; Verdill lemons, 300's, \$5.50; 360's, \$2.50 to \$2.75 per box; pineapples, 20 to 30c.; Canadian apples, \$3 to \$4 per bbl.; Californian plums, \$2 per box; peaches, \$1.25 to \$1.50; limes, \$1.50 per box; cocoanuts, \$3.50 per bag of 100; bananas, No. 1, \$1.75 to \$2.25, and eight hands, \$1 to \$1.50; Canadian pears (baskets), 40 to 50c.; Spanish onions, 90 to 95c.; sweet potatoes, \$2.50 to \$3.50; Malaga grapes, \$5.50 to \$7 per keg; Canadian grapes, 20c. for blues, 25c. for green and red; cranberries, \$7.25 to \$7.50 per bbl.; barrel onions, \$2.50.



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If our traveller is not around when you want **Paper, Paper Bags, Butter Plates** or anything in our line, send in your order to us by mail. You can rely on our prices being right, and we are prompt shippers.

**DOUGLAS & RATCLIFF**

34 Church Street,

TORONTO.

**Sixty Years on Trial**

A long time to stand the test of a critical public. This is what

**JAMES' "DOME" BLACK LEAD**

has gone through and still stands the highest grade of lead on the market.

**Fresh Chewing Gum**

BRINGS FRESH CUSTOM.

**ADAMS'  
TUTTI FRUTTI**

is always fresh.

Price, \$1.00 per box, containing 36 five-cent bars.

**D**ID you ever figure the profit on the premium system of buying Chewing Gum? Take, for instance, the rocking chair that costs \$6.75 with gum which sells for \$8.00. Your cash profit is \$1.25, without figuring the freight you pay on the chair. Now, figure 800 pieces of Britten's Havana Fruit Gum at 80c. per box, which contains one dollar and eighty cents worth of gum, and you will find the 800 pieces would cost you \$3.55 5-9. Consequently, you pay \$3.19 4-9 for your premium chair. This seems an easy way of getting the chair, but, if you'll watch some of the advertisements of the departmental stores, you'll see some of the same chairs sold for \$1.98. Don't forget that the jobbing house, the railway company, the chewing gum company, all have to make a profit on this chair, and, as you are the purchaser, you must pay the piper.

**American Chicle Co., - Toronto.**

## FISH.

The fish market has shown considerable activity this week, herring and cod being sought particularly. We quote: Haddies, 15 and 30-lb. boxes, 6c. per lb.; Yarmouth bloaters, 60 in a box, \$1 per box; Yarmouth bloaters, 100 in a box, \$1 per box; smoked herrings, medium, 13c. per box; single haddock, 4½c. per lb.; Marshall's canned, kippered and with tomato sauce, \$1.45 per doz.; also Canadian kippered, etc., 95c. per doz.; No. 1 green haddock, \$4.25 per bbl.; No. 1 green codfish, \$5.25 per bbl.; No. 2 green codfish, \$4.25 per bbl.; No. 1 dressed or skinless cod, 100-lb. case, \$1.50; dried codfish, per 112 lb., \$5; Ivory brand boneless codfish in 1 and 2-lb. blocks, 20-lb. boxes, 5½c. per lb.; loose boneless cod, 40-lb. boxes, 4½c. per lb.; No. 2 mackerel, \$12 per bbl.; No. 1 pickled sardines, \$5.50 per bbl.; No. 1 Labrador salmon, \$11.50 per bbl.; No. 1 Labrador salmon, \$6.25 per ½ bbl.; No. 1 B. C. salmon, \$11 per bbl.; No. 1 B. C. salmon, \$6 per ½ bbl.; No. 1 Nova Scotia choice herrings, \$5.50 per bbl.; No. 1 Nova Scotia choice herrings, \$3 per ½ bbl.; Scotch or Loch Fyne herrings, \$6.75 per ½ bbl.; Scotch or Loch Fyne herrings, \$1 per keg; Holland or Dutch herrings, 75c. per keg; large salted eels, \$12 per bbl.; standard bulk oysters, \$1.30 per gal.; select bulk oysters, \$1.50 per gal.; canned Canadian sardines, per 100, \$3.75; canned U. S. little neck clams, \$1.50 per doz.; canned U. S. Kensetts Cove oysters, \$1.25 per doz.; Malpeque, Blue Point and other shelled oysters, \$1, \$1.50, \$5, \$5.50; little neck clams, \$4; 1-lb. lobsters, flat cans, \$9.50 to \$10; ½-lb. lobsters, flat cans, \$10 to \$10.50.

## LIQUORS.

## SCOTCH WHISKIES.

|                                                   | Per case of quarts.        |  |
|---------------------------------------------------|----------------------------|--|
| Roderick Dhu .....                                | \$9 50 less 3 p.c. 30 days |  |
| Usher's O.V.G. Special Reserve .....              | 10 50 " " "                |  |
| Usher's G.O.H. ....                               | 13 00 " " "                |  |
| Gaelic, Old Smuggler .....                        | 9 75 " " "                 |  |
| Greer's O.V.H. ....                               | 9 50 " " "                 |  |
| Old Mull .....                                    | 9 75 " " "                 |  |
| Sheriff's One Star .....                          | 10 25 " " "                |  |
| " V.O. ....                                       | 10 50 " " "                |  |
| Kilmarnock .....                                  | 9 75 " " "                 |  |
| Doctor's Special .....                            | 10 00 " " "                |  |
| House of Lords .....                              | 10 75 " " "                |  |
| Bulloch, Lade & Co. ....                          |                            |  |
| Special blend .....                               | 9 25                       |  |
| Extra special .....                               | 11 00                      |  |
| John Dewar & Sons—                                |                            |  |
| Extra special .....                               | 9 50                       |  |
| Special liqueur .....                             | 12 25                      |  |
| Extra .....                                       | 16 50                      |  |
| James Ainslie & Co.—                              |                            |  |
| Highland Dew .....                                | 6 75                       |  |
| Glen Lion, extra special .....                    | 12 50                      |  |
| J. Brown & Co.—                                   |                            |  |
| Duke of Cambridge .....                           | 12 00                      |  |
| Mitchell's—                                       |                            |  |
| Heather Dew .....                                 | 7 00                       |  |
| Special Reserve .....                             | 9 00                       |  |
| Mullmore .....                                    | 6 50                       |  |
| W. Teaches & Sons—                                |                            |  |
| Highland Cream, qts., \$9.50 less 3 p.c. 30 days. |                            |  |

## CANADIAN WHISKIES.

|                                    | In barrel per gal. |  |
|------------------------------------|--------------------|--|
| Gooderham & Worts, 65 O. P. ....   | \$4 50             |  |
| Hiram Walker & Sons .....          | 4 50               |  |
| J. P. Wiser & Son .....            | 4 49               |  |
| J. E. Seagram .....                | 4 49               |  |
| H. Corby .....                     | 4 49               |  |
| Gooderham & Worts, 50 O. P. ....   | 4 10               |  |
| Hiram Walker & Sons .....          | 4 10               |  |
| J. P. Wiser & Son .....            | 4 09               |  |
| J. E. Seagram .....                | 4 09               |  |
| H. Corby .....                     | 4 09               |  |
| Rye, Gooderham & Worts .....       | 2 20               |  |
| " Hiram Walker & Sons .....        | 2 20               |  |
| " J. P. Wiser & Son .....          | 2 19               |  |
| " J. E. Seagram .....              | 2 19               |  |
| " H. Corby .....                   | 2 19               |  |
| Imperial, Walker & Sons .....      | 2 00               |  |
| Canadian Club, Walker & Sons ..... | 3 60               |  |
| Less than one bbl. per gallon.     |                    |  |
| 65 O. P. ....                      | \$4 55             |  |
| 50 O. P. ....                      | 4 15               |  |
| Rye .....                          | 2 25               |  |

## CHAMPAGNE.

The prices below are subject to the trade discount of 5 and 3 per cent.:

|                                              |         |           |
|----------------------------------------------|---------|-----------|
| Comte de Castellane—                         |         | Per Case. |
| Cuvee Reservee... { Quarts.....              |         | \$12 50   |
| { Pints.....                                 |         | 13 50     |
| Carte d'Or.....                              |         | 15 00     |
| Champagne Ve Amiot—                          |         |           |
| Carte d'Or.....                              |         | 16 00     |
| " Blanche.....                               |         | 13 00     |
| " d'Argent.....                              |         | 10 50     |
| Pommery—                                     | Quarts. | Pint.     |
| Sec and Extra Sec.....                       | \$28 00 | \$30 00   |
| Mumm's—                                      |         |           |
| Extra Sec.....                               | 28 00   | 30 00     |
| Moet & Chandon—                              |         |           |
| White Seal.....                              | 28 00   | 30 00     |
| Brut Imperial .....                          | 31 00   | 33 00     |
| Perrier-Jouet—                               |         |           |
| Brut .....                                   | 28 00   | 30 00     |
| Reserve Dry .....                            | 28 00   | 30 00     |
| GIN.                                         |         |           |
| Pollen Zoon—                                 |         | Per Case. |
| Red, cases of 15 bottles.....                |         | \$9 75    |
| Green, " 12 " .....                          |         | 4 75      |
| Violette, " 12 " .....                       |         | 2 45      |
| P. Hoppe "Night Cap" Brand—                  |         |           |
| Red, cases of 15 bottles.....                |         | 10 50     |
| Green, " 12 " .....                          |         | 5 25      |
| Yellow, " 12 " .....                         |         | 10 75     |
| Blue, " 15 " .....                           |         | 5 40      |
| Poney, " 12 " .....                          |         | 2 50      |
| Draught—                                     |         | Per Gal.  |
| Hogsheds .....                               |         | \$2 95    |
| Quarter casks .....                          |         | 3 00      |
| Octaves .....                                |         | 3 00      |
| De Kuyper—                                   |         |           |
| Violet, 2 doz. cases .....                   |         | 5 30      |
| Green, " " .....                             |         | 6 00      |
| Red, " " .....                               |         | 11 50     |
| White, " " .....                             |         | 4 00      |
| Terms, net 30 days, 1 per cent. off 10 days. |         |           |
| In five-case lots, freight may be prepaid.   |         |           |
| Key Brand—                                   |         |           |
| Red cases.....                               | 10 25   |           |
| Green " .....                                | 4 85    |           |
| Poney" .....                                 | 2 60    |           |
| Melcher's—                                   |         |           |
| Infantes (4 doz) .....                       | 4 75    |           |
| Picnic .....                                 | 7 75    |           |
| Poney .....                                  | 2 60    |           |
| Blue cases .....                             | 4 75    |           |
| Green " .....                                | 5 50    |           |
| Red " .....                                  | 10 25   |           |
| Honeysuckle, small .....                     | 7 90    |           |
| large .....                                  | 15 25   |           |

## FLOUR AND GRAIN.

**FLOUR**—The market remains steady. Western millers are asking 5c. per bbl. more money, and in cases are said to be getting it, but on the whole there is not much change. Spring patents are worth \$3.95 to \$4.10; winter patents, \$3.55 to \$3.75; straight roller, \$3.30 to \$3.40; strong bakers', \$3.50 to \$3.80.

**GRAIN**—We quote: Manitoba, No. 1 hard, 77 to 78c. afloat October; peas, 52c.; rye, 56½ to 57½c.; No. 2 barley, 52½ to 53c.; oats, 12½ to 13c.; buckwheat, 56½ to 57c.; corn, 61½ to 62c.

**OATMEAL**—The market is firm at \$1.10 to \$1.50 in wood in carload lots, and \$1.75 to \$1.85 from wholesale hands. In bags the wholesale price is \$2.35 to \$2.37½.

**FEED**—The market for bran remains very firm under a good local and export demand. Ontario bran is worth \$16 to \$17 in carlots. Shorts are scarce at \$18 to \$19.

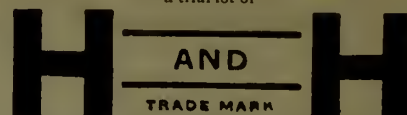
**BALED HAY**—The market continues firm for spot stuff and prompt delivery. The supply is hardly equal to the demand. No. 1 timothy is worth \$9.50 to \$10; No. 2, \$8.50 to \$9; clover mixture, \$7.50 to \$8.

## COUNTRY PRODUCE.

**EGGS**—The market is firm at an advance of fully 1c. on the week, large sales of fresh selected stock having been made at 18 to 19c. Straight lots of western are selling at 15c. To the retail trade 21 and 16c. are the ruling figures. The market is strong, showing a rise of 1c. on the week.

**HONEY**—The demand is only fair and prices remain steady. White clover honey

Include with first order from wholesale grocer a trial lot of



the unequalled cleaner. Steady growth **seasonable**, well advertised and have letters daily from consumers  
34 Yonge Street, Toronto.

## POULTRY

In big demand. Choice dry picked bring good prices.

## APPLES

BUTTER, EGGS and CHEESE WANTED.

A. A. SIMONSKI, 250 Spadina Ave., Toronto.  
Wholesale Produce and Commission Merchant.

## APPLES

Export or  
Local  
Shipment

Representing

Woodall & Co., Liverpool;  
Boyd, Barrow & Co., Glasgow;  
M. Isaacs & Sons, Limited, London.

Eben James, Board of Trade Bldg., TORONTO.

## NEW SMYRNA FIGS

In stock, all sized boxes. Prices very low this season; also glove boxes.

Cooking Figs—100 mats, fine Comadres.

Almeria Grapes—Pink-blended varieties in stock.

WRITE FOR PRICE LIST.

WHITE & CO.  
TORONTO.

Toronto Fruit Merchants.

## New California Prunes

## New Figs, Dates, Nuts

## Oranges, Lemons

We have everything carried by an up-to-date fruit house. Send us your orders.

Local and Long Distance Telephones.

## HUSBAND Bros. &amp; Co.

82 Colborne St., Toronto

## NEW GOODS.

JUST WHAT YOU WANT.

MAIORI LEMONS,  
JAMAICA ORANGES,  
JERSEY SWEETS,  
SPANISH ONIONS.

We have all four lines.

ORDER AT ONCE

CLEMES BROS.,  
TORONTO.



in comb is worth \$1.50 to \$1.60 per dozen, and strained honey, 9½c.

**POTATOES** — The market continues to stiffen carlots having been sold at 65 to 67½c. per 90 lb., and a No. 1 car western at 70c. to arrive. Good potatoes are getting scarce and are wanted, as very few retailers have laid in their winter stock yet.

**Beans** — Sales of carlots have been made at \$1.50 and \$1.52½. Some people are waiting for lower prices still. Wholesalers are selling prime white beans at 3c. per lb.

**ASHES** — The market remains quiet. First pots at \$4.25 and seconds at \$3.75.

#### CHEESE AND BUTTER.

**CHEESE** — Although prices have not changed much there is an easier feeling. Quebec Septembers are changing hands at 8½c. per lb. and western goods do not bring more than 9c. per lb. The English market is weak and dealers there are not buying.

**BUTTER** — The butter market is strong, wholesalers selling fancy creamery in tubs at 21½c. Export choice creamery is worth 22c. Dairy is selling to the retail trade at 14 to 18c.

#### MONTREAL NOTES.

All teas are firm.

Bran is 75c. higher.

Eggs are up 1c. per dozen.

Chicago pork is 50c. per bbl. lower.

Acadian sugar is down 10c. per 100 lb.

Packers want \$2.65 for new gallon apples.

Potatoes are strong and wanted in this market.

Flaxseed is now on the market after a continued scarcity. It is worth 4¼ to 5½c.

There are but few Spanish onions on the market and the price is now 90 to 95c. per crate.

#### NEW BRUNSWICK MARKETS.

##### OFFICE OF THE CANADIAN GROCER.

St. John, N.B., October 31, 1901.

**T**HE Special Fall Number of "The Grocer" is again to hand. The opinion of the trade is that it is not only a credit to the grocery trade and to the publishers but to Canadian journalism. Its display "ads." in particular, call for attention. In business circles the week has been active. Markets are quite generally firm, though there are a few changes to note. There has been considerable interest during the week in onions. The present high prices are very firm and the prospect is to higher figures. Fish are quite scarce and prices are rather higher. The winter-port steamers are now very shortly expected. There is every prospect for a large business.

**OIL** — In burning oil prices are unchanged; prices are low, but are quite firmly held. In paint oils, stocks are light. Linseed oil is 3c. lower than our previous quotation. In turpentine the tendency has been upward and prices show an advance of 2c. Lubricating oil has a slow sale, and while prices are unchanged they are quite firm. In cod oil there have been fair receipts, but prices are still high, although they are hardly as firm. In prices, wax and candles are

## Clark's English Mincemeat

is packed in Tins—1s, 2s, 3s, 4s and 5s,  
in Pails, Kegs, Bbls. and Tierces.

If you are looking for Quality

Try a sample order.

You'll not regret it!

# EPPS'S

GRATEFUL.  
COMFORTING.

IN ½-LB. LABELLED TINS.

14-LB. BOXES.

Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal.

In Nova Scotia, E. D. ADAMS, Halifax.

In Manitoba, BUCHANAN & GORDON, Winnipeg.

THE MOST  
NUTRITIOUS.

# COCOA

W. A. CARSON

J. ERLE CALDWELL

## Belleville Pottery Co.

SUCCESSORS  
TO...



KINDLY WRITE US FOR CATALOGUE AND PRICE LIST.

# "Sarnia" OIL

LAMP

Equal to best American Oil.

GROGERS ALL SELL IT.

THE QUEEN CITY OIL COMPANY, Limited, - TORONTO, ONT.

SAMUEL ROGERS, President.

#### BRITISH BUSINESS CHANCES.

Firms desirous of getting into communication with British manufacturers or merchants, or who wish to buy British goods on the best possible terms, or who are willing to become agents for British manufacturers, are invited to send particulars of their requirements for

#### FREE INSERTION

in "Commercial Intelligence," to the Editor

'SELL'S COMMERCIAL INTELLIGENCE,'  
168 Fleet Street, London, England.

"Commercial Intelligence" circulates all over the United Kingdom amongst the best firms. Firms communicating should give reference as to bona fides.

N.B.—A free specimen copy will be sent on receipt of a post card.

#### GIBSON & HILTON,

Manufacturers' Agents and  
Wholesale Commission Merchants.  
Correspondence and agencies solicited.

WINNIPEG, CANADA.

P. O. BOX 382

## "IMPERIAL" BRAND APPLES

Couldn't easily be better than they are. Sound and good. Are sure to open up just right in any kitchen.

IMPERIAL CANNING CO.,  
KINGSVILLE.

unchanged. The latter show an improved sale.

**SALT** — In Liverpool coarse salt the market continues to be lightly supplied. Demands are met by stock received via Boston. Prices are quite high; lower figures are expected during November. In fine salt sales are light, chiefly Canadian. We quote: Liverpool coarse, 58 to 60c.; English factory-filled, 95c. to \$1; Canadian fine, \$1 per bag; cheese and butter salt bulk, \$2.40 per bbl.; 5-lb. bags, \$2.85 to \$2.90 per bbl.; 10-lb. bags, \$2.70 to \$2.75 per bbl.; 20-lb. wood boxes, 22c. each; 10-lb. wood boxes, 14c. each; cartons, \$2 per case of 2 doz.; English bottled salt, \$1.25 to \$1.30 per doz.; mineral rock salt, 60c. per 100 lb. (Selected lumps.)

**CANNED GOODS** — New goods have come to hand, but shipments have been very slow. Shippers complain of difficulty in getting cars. In baked beans the market is quite bare, though goods have been ordered a long time. In vegetables, prices tend firmer. Many are not pushing sales at the prices now ruling. In fruits there is little sale at this season, and stocks are fair. There are western inquiries for blueberries and gallon apples. There is a fair local stock. In salmon the market is now quite well supplied, though no cohoe fish have yet been received. Prices are unchanged. Meats are more quiet. Domestic sardines are freely received. In kippered herrings and haddies the demand is greater than the supply. Clams have a good sale.

**GREEN FRUITS** — Trade is very active. Apples are rather easier owing to much cheap fruit being sent here from Nova Scotia, which is not fit for export. A considerable quantity of this is sold at auction. In oranges, Jamaicas have the market; price is unchanged. A few Jamaica pineapples are offered; they are splendid fruit, but quite high. Lemons have a fair sale. Malagas have the market. During the past week stock was very scarce. Canadian grapes are still freely offered, though season is late. Some very good Canadian pears and quince have been received. The former is good keeping stock. Cape Cod cranberries are quite low and have a steady sale.

**DRIED FRUITS** — New Malaga fruit is now offered. Prices this season are quite low, and quality very good. Malaga loose muscatels are being quoted much earlier than Californias and at quite low figures. They were quite freely bought and effect the sale of Californias. In seeded raisins the latter have sold quite freely. Prices are much lower than last year. In Californian prunes, some shippers are refusing orders for 90-100's and 80-90's. In currants prices are easier, and are very much lower than last year. New York cleaned stock continues to be largely sold. In figs there is just a fair business. New peels are daily expected. Evaporated apples are very high and dealers buy in small quantities. Onions are rather higher and stocks are fair.

**DAIRY PRODUCE** — In eggs higher prices are quoted. While stock is light and receipts come in slowly, there is but a fair demand. Buyers' ideas work up slowly. Butter is rather easier and more stock is coming in from nearby points. Western stock is not liked, and packages are rather large. Cheese shows no change and the sale is but fair.

**SUGAR** — The Acadia refinery has reduced the price of granulated 10c. per

100 lb. In granulated some very nice domestic samples are seen; in yellows there is still room for improvement. In both lines some foreign sugars are still offering.

**MOLASSES** — Porto Rico is still the chief seller. Fair stocks are held; prices are unchanged. Besides Barbados and some little St. Croix, there has been some New Orleans offered this week. The price is quite low, and quality of stock very good.

**FISH** — This is the busy season. Owing to the lower prices of smoked herring, large shipments have been made west. Receipts are quite free. Pickled herring are still in very light supply, and high prices rule. There are very few outside fish, such as Shelburne and Canso, offering. In dry cod, prices are rather higher. Large fish are not coming here, going direct to United States points. Pollock keeps low and the sale is limited. In finnan haddies, western trade has commenced. Prices are firm. A large quantity of these goods come from Nova Scotia. We quote: Large and medium dry cod, \$3.60 to \$3.65; small, \$2.50 to \$2.60; haddies, 5 to 5½c.; smoked herring, 7 to 8c.; fresh haddock and cod, 2½c.; boneless fish, 4 to 5c.; pollock, \$1.50 to \$1.60 per 100 lb.; pickled herring, \$2.15 to \$2.25 per ¼ bbl.; Canso herring, \$5.50 per bbl.; kippered herring, \$1 per box; Shelburne, \$2.50 per ¼ bbl.

**FLOUR, FEED AND MEAL** — In flour, a fair business is doing. While prices are unchanged they are firm, particularly Ontarios. Feed is scarce and high. In oatmeal prices have been again advanced, and oats are very high. There is quite a demand for oats at this season. Stocks of oatmeal are very light. Cornmeal holds firm at the high figures. Local prices for beans are lower and with new goods there will be still lower quotations. Barley and peas are high. We now quote as follows: Manitoba flour, \$1.60 to \$1.70; best Ontario, \$3.90 to \$4; medium, \$3.60 to \$3.70; oatmeal, \$1.75 to \$1.90; cornmeal, \$2.85 to \$2.90; middlings, \$22 to \$23; oats, 49 to 50c.; handpicked beans, \$1.80 to \$2; prime, \$1.70 to \$1.85; yellow eye beans, \$2.80 to \$3; split peas, \$4.50 to \$4.55; barley, \$4.10 to \$4.25; hay, \$12 to \$14.

#### ST JOHN NOTES

Dearborn & Co. have new Malaga raisins to hand, both layers and loose muscatels.

Geo. E. Barbour reports a particularly large sale of Fairbank's lard during the past week.

A. E. Smith has been appointed representative here for McMeekin & Co., tea merchants, London, Eng.

C. E. Macmichael, representing The A. F. MacLaren Imperial Cheese Co., distributed some handsome advertising matter to the trade during the week.

Mr. Wethey, of St. Catharines, was in the city during the week and called on the trade in the interests of his well-known Condensed Mince Meat.

W. T. Merriek, representing Rose & Laflamme, has been here placing some of Goodwillie's fruits in glass with the retail trade. He was particularly pleased with his sales, and these goods, so popular west, are likely to be in equal demand here.

## WRAPPING PAPERS

The season when business is bright and many parcels going out—wrapping paper in large quantities is sure to be used.

When quality, quantity and weight count right, you economize in this important item in store-keeping.

—Our wrapping papers, whether —Manillas, or brown wrapping papers, are always full weight; —count 480 sheets to the ream and —our standard of quality that —marks all papers that go from —this mill holds good with every —sheet of wrapping paper.

You know our reputation for care and promptness in the shipping of all orders.

CANADA PAPER CO., Limited,  
Toronto and Montreal.

GOLD MEDAL, PARIS, 1900.

**Walter Baker & Co.'s**  
PURE, HIGH GRADE  
**Cocoas and Chocolates.**



TRADE-MARK.

**Breakfast Cocoa.** — Absolutely pure, delicious, nutritious, and costs less than one cent a cup.

**Premium No. 1 Chocolate.** — The best plain chocolate in the market for drinking and also for making cake, icing, ice-cream, etc.

**German Sweet Chocolate.** — Good to eat and good to drink; palatable, nutritious, and healthful.

**WALTER BAKER & CO. Ltd.**

ESTABLISHED 1780.

**DORCHESTER, MASS.**

BRANCH HOUSE, 12 and 14 St. John St., MONTREAL.

TRADE-MARK ON EVERY PACKAGE.

# BASKETS

We make them in all shapes and sizes. We have

**Grain and Root Baskets,  
Satchel Lunch Baskets  
Clothes Baskets,  
Butcher Baskets,**

In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

THE . . .

**Oakville Basket Co.**  
Oakville, Ont.



## John MacKay, Bowmanville, Ont.

Manufacturer of

Established 1854.

**POT and PEARL  
BARLEY, SPLIT PEAS,  
and CHOP FEED  
IN CAR LOTS.**

Send for Prices or Samples.  
Prompt Business.

**SOMETHING BETTER  
THAN THE REST**

THAT IS

# VICTORINE

A washing compound that does  
not injure clothes.

**NO ALKALI.**

Write for sample.

**VICTORINE** (Incorporated)  
**MONTREAL.**

Your attention is called to the **CRANSTON** Aluminum, Brass and Cardboard

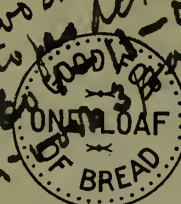
## Trade Due Bills

**Bread and Milk Tickets and  
Advertising Coins.**

Made in six sizes and six  
different shapes — Round,  
Octagon, Scolloped Edges,  
Oblong, Square, Round  
Cornered.



1c Size.



5c. Size.



10c. Size.



25c. Size.



50c. Size.



\$1.00 Size.

### WHAT USERS SAY OF CRANSTON TRADE DUE BILLS.

"We could not be induced to go back to the written due bill or credit system again now that we have the coin style. They have become popular with our customers. They are like cash and can be used by the farmers as such in making deals, and they thus advertise our business and help us to get many new customers. It means that we practically issue our own money for the local goods we buy. They are up to date. All loss and bickering about accounts are avoided by their use."

"BRICKER & DIEBEL, Waterloo, Ont."

Send for Samples and Price Lists to

Also send for Samples and Prices of  
ADVERTISING NOVELTIES and  
COUNTER CHECK BOOKS.

**J. K. CRANSTON**

Coin Merchant

GALT, ONT.



## The THISTLE Brand

ARE

**HIGH-GRADE**

### TOMATOES - CORN - PEAS - Etc.

GUARANTEED  
SECOND TO NONE.

**BRIGHTON CANNING CO.**



## Equal to Home-Made

"KENT" BAKED BEANS have the appetizing flavor of the genuine home-made article and are prepared with the utmost care and cleanliness. You can recommend them to your most particular customers. Put up in large, flat cans to retail at 10c.—they are ready for immediate use.

**THE KENT CANNING CO., LIMITED,**

Chatham, Ont.

# WE WANT TO ARREST

YOUR attention for a moment to remind you that if you require any of the following lines we feel confident that better values or better prices cannot be secured elsewhere. Get our quotations.

## COFFEES.

Mocha, Java, Ceylon, Costa Rica, Maracaibo, Rio, Santos, etc.

## DRIED AND EVAPORATED FRUITS.

Valencia Raisins, Seedless Raisins, Currants, Figs, etc.

ALSO

## CORKS, SPICES, CREAM OF TARTAR, BAKING POWDERS.

# S. H. EWING & SONS, 96 King St., MONTREAL

### MANITOBA MARKETS.

Winnipeg, October 28, 1901.

THE weather has been simply glorious throughout the week, and every threshing outfit has been running for which men could be found. It is estimated that the daily average threshed has been about 1,500,000 bush. Although there are many thousands of bushels of wheat fallen below the original grade, there is no question that the harvest has recovered to a very considerable extent from the effect of the heavy rains. This is having a very decided effect on business, and the volume for the week shows a well marked increase. Collections also are somewhat easier, but a very decided improvement in this direction is looked for next week.

WHEAT—The market has been firm in tone all week, and, though the advance in price has not been large, it has been a steady advance. At the close of the market on Saturday, No. 1 hard October in store Fort William was worth 70½c. per bush., and No. 1 Northern, 67¾c. At country points, prices have ruled higher, and No. 1 hard, on a standard rate of freight, sold at from 59 to 60c., while lower grades brought 50c.

FLOUR—This market is firm with a good volume of business. Prices remain without change. We quote: Lake of the Woods, Five Roses, \$2; Red Patent, \$1.85; Medora, \$1.45; XXXX, \$1.15; Ogilvie's Hungarian patent, \$2; Glenora patent, \$1.85; Al-

berta, \$1.65; Manitoba, \$1.45; XXXX, \$1.15.

CEREALS—This market presents no new features—business is fair and prices unchanged. Rolled oats in 80 lb. sacks, \$2.20; 40 lb. sacks, \$1.12½; 20 lb. sacks, 57½c; granulated and standard oatmeal, \$2.70; split peas, \$2.50; cornmeal, firm, \$1.70 to \$1.75; white beans, \$2.25 to \$2.30.

CANNED GOODS — Nothing new to report in this market except the fact that some canneries are prophesying an advance in tomatoes. Trade in canned goods is fair but not excessive.

COFFEE—This market is very much excited, owing to the reported short crop and the rapid advances on primary markets. The advances amount to from 1½ to 2c. per lb., so that No. 5 green Rio could not now be laid down here under 10 to 10½c. The local price has so far only advanced to 9½ to 9¾c., but a further advance is anticipated.

DRIED FRUITS — New currants have arrived and are of very fine quality. The price is 7½ to 7¾c. per lb., with 1c. addition for cleaned in bulk. Raisins show a fair demand, and prices are unchanged. Fine off stalk, \$2.10 per box; and layers, \$2.25 to \$2.30, according to quality. It is of interest to note the increasing demand for both currants and raisins in the 1-lb. cartons. It would seem that in time the demand of the housewife would be entirely

for cleaned fruit. New figs are due to arrive in about 10 days.

EVAPORATED FRUITS—All Californian fruits have advanced from ¾ to ½c. Apricots are now 13½ to 14c.; peaches (unpeeled) 10 to 10½c.; nectarines, 10½ to 11c. Evaporated apples remain firm at last week's price of 11 to 11½c. Dried apples have advanced and are quoted at 8 to 8½c.

SALMON—There has been some considerable talk of a drop in salmon, owing to the very large catch just at the last of the season, but it is not likely that this market will be much affected thereby. All the houses here had purchased their stock before any drop came, and some of the standard brands are sold, with a contract that they shall not be resold under a certain price, so that although there may be some shading, there will be no actual lowering of prices, at least for the present, on such brands. We quote: Red sockeye, \$5.75; spring catch, \$5; flats, \$6; Cohoes, talls, \$4.50 to \$4.75.

NUTS—New Grenoble walnuts are expected to arrive the first week in December. The quality is reported excellent. Opening price for the best will be about 12c. Brazil nuts, according to latest reports, show a tendency to advance in the east. Fancy are worth 13½c. to 14c.; smaller sizes, 11½ to 12c.

SUGAR—The market shows no change in price for the week. It would seem rather as though Canadians are paying too high a

*The best selling tea in Canada today is*  
*Blue Ribbon Ceylon*  
*packed and sold by*  
*Blue Ribbon Tea Co.*  
*12 Front St. East - Toronto*



price in proportion to the sugar that can be imported; but whether Canadian refiners can afford to reduce the price is a matter that concerns themselves. In the meantime, a good trade is being done at the old prices. We quote: Extra standard granulated, \$5.05; extra ground, \$6.50; lumps, \$6.50 to \$6.75; bright yellow, \$4.30.

SYRUP—We quote: Extra bright, per lb., 3 to 3½c.; medium, 2½ to 3c.; glucose, 3¼c.

MOLASSES—We quote: Common, per gal., 35 to 38c.; Porto Rico, 45 to 46c., and Barbadoes, 55 to 57½c.

box; Californian do., \$3.50; British Columbian do., \$2.50; oranges, \$5 to \$5.50; lemons, \$6; cranberries, \$9 per bbl., and Malaga grapes, \$8 per keg.

#### MARKET NOTES.

Lake of the Woods Milling Co. have received the contract for supplying 6,000 sacks of flour for the Indian agencies of the West.

Among the visitors in the city this week was Mr. Baker, representing Huntley & Palmer, Limited, the biscuit manufacturers. He presented many of the trade with handsome wall showcases, with all their leading lines displayed therein.

#### COLD STORAGE FOR APPLES.

"For three years," says The Green Fruit Grocer, "we have placed Baldwin apples in cold-storage houses worked by ammonia and machinery, such as are built in large cities on scientific principles. We pick our apples as soon as they have matured, place them immediately in barrels and draw at once to the cold storage house. The sooner they are put into cold storage after being taken from the tree the better; when the apples have lain in the barn in barrels for a week or two they have not kept as well as those



LEVER'S SOAPS DISPLAYED.

HONEY—Both strained and section honey show good demand, when the present high price is considered. We quote: Comb, 22 to 23c. per section, and strained, 15c. per lb.

GREEN FRUITS—The market has settled down to winter fruits, and prices and everything are moving along steadily. Winter apples this week are fine stock, and, as all fall stock is cleared up, the winter apples will begin to move out next week. We quote: Snow apples, \$6 per bbl.; winter apples, \$4.75 to \$5.25, according to variety; pears, Washington, winter varieties, \$3 per

#### VISIT FROM A HALIFAX MERCHANT.

Mr. G. A. Cook, of G. A. Cook & Co., general provision merchants and grocers, Halifax, N.S., was in Montreal during the past week on a purchasing trip. Mr. Cook is one of Halifax's most enterprising merchants and, like all the "Bluenoses," is most courteous and broad-minded, characteristics which stand out boldly enough to challenge notice.

The creamery building at Whitechurch is progressing rapidly, and this week will be ready for the machinery.

moved at once to cold-storage houses. We find that the apples shrink some and have to be run over before shipment if held until the latter part of March. Sometimes it has taken one barrel to fill out the shrinkage of 10 barrels. We often find five or 10 decayed apples in a barrel of Baldwins opened about April 1. If the apples were held in barns a few weeks before putting in cold storage we might find a peck or more of bad apples. Baldwins which we put in cold storage and which we could have sold for \$1.20 per barrel last fall, we find no difficulty in selling in large quantities at \$3 per barrel March 15."



## BUSINESS CHANGES.

## DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

**A**T a meeting of the creditors of G. A. Labelle, general merchant, Masham Mills, Que., on October 25 it was decided that the assets were to be sold.

Edward Boucque, grocer, Three Rivers, Que., has assigned.

Patrick Mason, grocer, Renfrew, Ont., has offered to compromise.

J. G. Langlois, general merchant, Magog, Que., is offering 25c. on the dollar.

Alex. McLean, merchant, Kamloops, B.C., has assigned to John T. Robinson.

G. Fournier, general merchant, Herbertville, Que., is offering 25c. on the dollar.

The creditors of Burnham & Holdsworth, grocers, Digby, N.S., met on October 31.

La Forest & Hogarth, general merchants, Victoria Mines, Que., are asking for an extension.

F. G. Morin, general merchant, Montmagny, Que., has compromised at 60c. on the dollar.

Bilodeau & Chalifoux have been appointed curators of the assets of Ernest Landy, butcher.

R. F. Meredith, late general merchant, Burford, Ont., has offered to compromise at 60c. on the dollar.

J. L. Dozois has been appointed curator of the assets of Alfred Pare, general merchant, Granby, Que.

W. H. Brown, Pugwash, N.S., general merchant, has offered to compromise at 25c. on the dollar.

A meeting of the creditors of Wm. F. Wilson, general merchant, Waterford, Ont., was held on October 31.

Stewart Boyd, flour and feed merchant, Winnipeg, Man., has assigned to The Winnipeg General Trusts Co.

Gagnon & Caron have been appointed curators of the assets of Theophile Genest, grocer, St. Louis de Mile End, Que.

Samuel Lane, confectioner, Hespeler, Ont., has assigned to Winfield Brewster. and a meeting of creditors is to be held on November 4.

F. A. Labell has been appointed curator of the assets of M. D. Clairoux, general merchant, Duclos, Que., and a meeting of the creditors has been called for November 1.

## PARTNERSHIPS FORMED AND DISSOLVED.

E. & F. Gilroy, butchers, Springhill, N.S., have dissolved partnership.

Poirier, Levesque & Co., flour millers, Roxton Falls, Que., have dissolved partnership.

Henry Short & Son, sporting goods

dealers, Victoria, B.C., have dissolved partnership.

Simpson & Hacker, general merchants, Walkerville, Ont., have dissolved partnership. D. A. Simpson is continuing the business.

## SALES MADE AND PENDING.

E. Medd, grocer, Toronto, has sold out to J. E. Secon.

Geo. H. Haslem, butcher, Shelburne, Ont., has sold out.

S. Flaxman & Co. have registered as butchers in Montreal.

Mary Beavely, grocer, London, has sold out to William Kidner.

George Evans, grocer, Hamilton, is to sell his stock by auction.

Kushner Bros. have registered as general merchants in Granby, Que.

T. W. Dutton, grocer, Toronto, has sold out to F. G. Martin & Co.

The assets of Theo. Lavelle, grocer, Montreal, have been sold.

The Central Ontario Poultry Co., Madoc, Ont., has obtained a charter.

The assets of Oscar Ducharme, grocer, Magog, Que., have been sold.

J. F. Smith, Belmont, Man., has sold his general store to T. Brinkworth.

Z. Picotte & Co., general merchants, Victoriaville, Que., have registered.

J. P. Ross, general merchant, Exeter, Ont., is offering his business for sale.

W. L. Drinkwater succeeds W. C. Kennedy, confectioner, Georgetown, Ont.

Current & Co. have purchased the grocery business of V. F. Wiber, Berlin.

A. M. Tyson, grocer, Vancouver, B.C., is succeeded by Anderson Littlehales.

F. Lemieux & Fils have registered as butchers in St. David de Loubre, Que.

Loree & Wilson, butchers, Shelburne, Ont., are selling out to Wm. Sanderson.

R. F. Meredith, general merchant, Burford, Ont., has sold out to A. G. Ludlow.

The assets of Albert Plante, grocer, Valleyfield, Que., were sold on October 30.

Miss Jeremie Dion has registered in Montreal under the name of J. J. Dion & Co.

The assets of M. Derbyshire, general merchant, Smith's Falls, Ont., have been sold.

Horace J. Horton, grocer and dry goods, has removed from Goderich to Sault Ste. Marie.

H. Brooke, soda water manufacturer, Harriston, Ont., is advertising his business for sale.

M. Williams, general merchant and undertaker, Dublin, Ont., has sold his general store to James Canning.

H. I. Matthews, general merchant, Lake-

port, Ont., has sold out to Caleb Southon, who took possession on November 1.

J. Lovering, butcher, Letellier, N.W.T., has sold out to S. Graveline.

Joseph Jarrett, confectioner, Winnipeg, Man. has sold out to McKinnon & Smith.

The stock of J. C. Innis & Co., general merchants, Liverpool, N.S., is being sold by the assignee.

## FIRES.

Clawson & Pennell, wall paper dealers, Kamloops, B.C., were burned out. The stock was insured for \$1,550.

The premises of The London Tobacco Co., Limited, were destroyed by fire. The loss is only partially covered by insurance.

R. A. McDonald, general merchant, Westville, N.S., was burned out, the loss being about \$8,500. The buildings and stock were insured.

## DEATHS.

Joseph Bergeron, Quebec, has passed away.

Alphonse Mallette, butcher, Montreal, is dead.

W. H. Gillard, of W. H. Gillard & Co., grocers, Hamilton, is dead.

## FRA ELBERTUS ON WORK.

**E**VERY employe pays for superintendence and inspection. Some pay more and some less. That is to say, a dollar-a-day man would receive two dollars a day were it not for the fact that some one has to think for him, look after him, and supply the will that holds him to his task. The result is that he contributes to the support of those who superintend him. Make no mistake about this: Incompetence and disinclination require supervision, and they pay for it, and no one else does.

The less you require looking after, the more able you are to stand alone and complete your tasks, the greater your reward. Then if you cannot only do your own work, but direct intelligently and effectively the efforts of others, your reward is in exact ratio, and the more people you can direct, and the higher the intelligence you can rightly lend, the more valuable is your life.

The Law of Wages is as sure and exact in its workings as the Law of the Standard of Life. You can go to the very top, and take Edison for instance, who sets a vast army at work—and wins not only deathless fame, but a fortune, great beyond the dreams of avarice. And going down the scale you can find men who will not work of themselves and no one can make them work, and so their lives are worth nothing, and they are a tax and a burden on the community. Do your work so well it will require no supervision, and by doing your own thinking you will save the expense of hiring someone to think for you.—The Philistine.



**Good Tea** helps increase **Any Grocer's Business.**

# Red Rose Tea

where it is best known has the reputation of being "**Good Tea.**"

If you are not already selling it, I believe you will not be sorry if you add it to your stock.

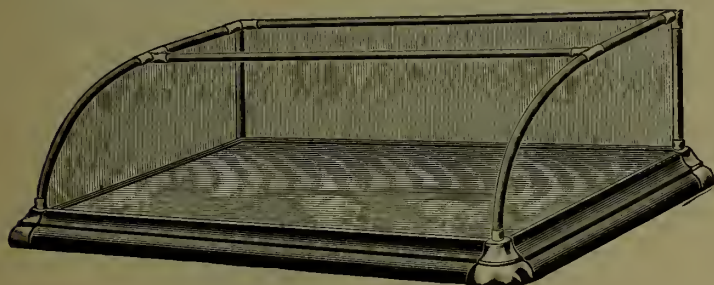
In lead packets, either Black, Mixed or Ceylon Green.

## T. H. Estabrooks

Tea Importer and Blender,

ST. JOHN, N.B.

## SPECIAL HOLIDAY OFFER



Length, 3 ft.; Height, 13 in.; Depth, 2 ft.

**An Oval Front Show Case**, in Polished Oak or Cherry, three feet long, with solid nickel joints, sliding mirror doors and extra quality diamond glass throughout. This magnificent case, and an assortment of quick-selling Toilet Soaps for

**\$25.00.**

**This offer means 56 per cent. profit for you.**

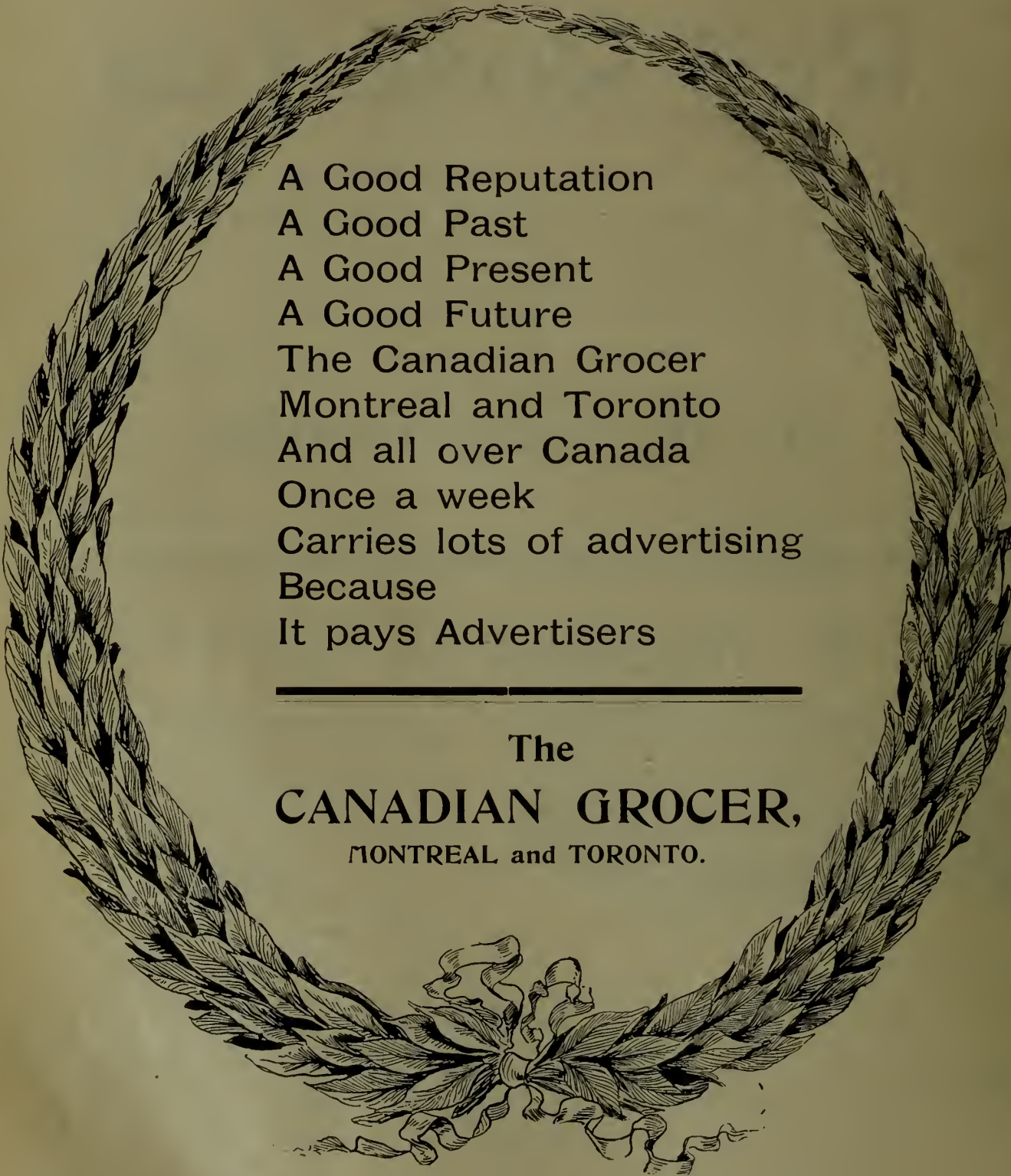
To further advertise our popular lines of Toilet Soaps, we have made arrangements with a large show case manufacturer, whereby we are in position to make this astonishing offer. The assortment of toilets has been carefully made from our regular advertised lines, which are quick sellers and sure to please customers. The Show Case displays your goods to the best advantage, and creates a profitable trade in Toilet Soaps. This offer is for a limited time only, so, if interested, write to-day. Note that there are no lines over 10 cents—they are all quick sellers.

|                                          |   |   |         |
|------------------------------------------|---|---|---------|
| Proceeds from selling Toilet Soaps       | - | - | \$27.20 |
| Value of Show Case                       | - | - | \$12 00 |
|                                          |   |   | \$39.20 |
| Our Special Net Price for a Limited Time | - |   | \$25 00 |
| Your Net Profit                          |   |   | \$14.20 |

WRITE US TO-DAY FOR FURTHER PARTICULARS.

**JOHN TAYLOR & CO.,**

77 Front Street East, **TORONTO**



A Good Reputation  
A Good Past  
A Good Present  
A Good Future  
The Canadian Grocer  
Montreal and Toronto  
And all over Canada  
Once a week  
Carries lots of advertising  
Because  
It pays Advertisers

---

The  
**CANADIAN GROCER,**  
MONTREAL and TORONTO.



October 31, 1901.

Goods in large lots and for prompt pay are generally obtainable at lower prices. All quotations for staple products are under the direct control of the Editors, who call daily upon all the leading houses in the principal centres.

## CANNED GOODS

## CANDIED PEELS

## GREEN FRUITS

## SUGAR

## HARDWARE PAINTS AND OILS

## SYRUPS AND MOLASSES

|                   |                    |
|-------------------|--------------------|
| Molasses—         | 38-40. Paris ..... |
| New Orleans ..... |                    |
| Barbadoes .....   |                    |
| Porto Rico .....  |                    |
| Antigua .....     |                    |
| St. Croix .....   |                    |

## CANNED MEATS

## FRUITS

## PROVISIONS

**Barrel Pork—**  
Canadian heavy mess .....

|                            |                 |
|----------------------------|-----------------|
| "                          | short cut ..... |
| Plate beef.....            |                 |
| Lard, tierces, per lb..... |                 |
| Tubs .....                 |                 |
| Pails .....                |                 |

| Montreal.    | Toronto.     | St. John<br>Halifax. |
|--------------|--------------|----------------------|
| ..... \$2 85 | ..... \$2 85 | ..... \$3 20         |
| ..... 2 55   | ..... 2 55   | ..... 2 85           |
| ..... 3 05   | ..... 3 05   | 3 50 3 75            |
| ..... 2 80   | ..... 2 80   | .....                |
| ..... 6 10   | ..... 6 12½  | ..... 6 80           |
| ..... 77     | ..... 77     | ..... 87             |
| ..... 80     | ..... 80     | ..... 89             |
| ..... 55     | ..... 56     | ..... 59             |
| .....        | ..... 16½    | ..... 60             |

|       |       |       |      |       |       |
|-------|-------|-------|------|-------|-------|
| ..... | 1%    | ..... | 32   | ..... | ..... |
| ..... | 2%    | 30    | 37   | ..... | ..... |
| ..... | 2%    | 35    | 34   | ..... | ..... |
| ..... | 3%    | ..... | 3%   | ..... | ..... |
| ..... | 3%    | ..... | 3%   | 86    | 36    |
| ..... | 3%    | ..... | 3%   | ..... | ..... |
| ..... | 3%    | ..... | 3%   | ..... | ..... |
| ..... | 1 40  | ..... | 150  | ..... | ..... |
| ..... | 1 05  | ..... | 1 10 | ..... | ..... |
| ..... | ..... | ..... | 40   | ..... | ..... |
| ..... | 1 5   | ..... | 100  | ..... | ..... |
| ..... | 1 40  | ..... | 1 40 | ..... | ..... |

|       |       |       |       |       |       |
|-------|-------|-------|-------|-------|-------|
| ..... | 1 40  | ..... | 1 40  | ..... | ..... |
| 22    | 30    | 23    | 60    | 25    | 80    |
| ..... | 29    | ..... | ..... | 24    | 28    |
| ..... | ..... | 38    | 42    | 30    | 34    |
| ..... | ..... | ..... | ..... | ..... | ..... |

|       |       |       |       |
|-------|-------|-------|-------|
| 1 45  | 1 60  | 1 65  | 1 70  |
| 2 70  | 2 85  | 3 00  | 2 90  |
| 7 90  | 9 60  | 8 25  | 8 75  |
| 6 50  | 23 00 | 19 50 | 21 00 |
| ..... | 2 75  | 2 60  | 2 80  |
| ..... | 3 90  | 3 00  | 3 25  |
| ..... | 7 90  | 7 00  | 6 00  |
| 2 40  | 2 75  | 2 45  | 2 75  |
| ..... | ..... | 2 50  | 2 80  |
| ..... | ..... | 4 00  | 4 00  |
| 1 15  | 1 50  | 1 50  | 1 40  |
| 2 40  | 2 45  | 2 20  | 2 25  |
| 1 75  | 2 50  | 1 80  | 1 75  |
| 3 50  | 5 85  | 4 50  | 4 25  |
| 1 65  | 1 70  | 1 65  | 1 70  |
| 2 75  | 3 10  | 2 80  | 2 25  |
| ..... | ..... | 2 95  | 3 25  |

[illegible]



WE WANT TO REMIND YOU LEST YOU FORGET THAT

# The Delhi Canning Co.

STILL LEADS IN QUALITY, AND MEETS THE PRICE.

YOU SHOULD SEE SAMPLE OF OUR 1901 PACK.

Our **CORN** is a trade-winner. **PEAS**—the best we ever packed.Competitors admit that our **TOMATOES** are superior.**"EPIGURE" CATSUP** has no rival.**PEACHES**—Choice yellow, XX syrup, tell their own story.

All other lines the best that can be produced.

Packed under the **"MAPLE LEAF"**—our Trade Mark and consumers' guarantee.

Always in stock with Leading Wholesale Grocers.

Factories: **DELHI** and **NIAGARA**.Head Office: **DELHI**.

TRADE MARK



## THE DOMINION BREWERY CO., LIMITED

Brewers and Maltsters

TORONTO

Manufacturers of the Celebrated

# WHITE LABEL ALE

ASK FOR IT AND SEE THAT OUR  
BRAND IS ON EVERY CORK.

Our Ales and Porters have been examined by the best Analysts, and they have declared them Pure and Free from any Deleterious Ingredients.

WM. ROSS, Manager.



| COFFEE                         |        | Montreal. | Toronto. | St. John, Halifax. | PETROLEUM                       |        | Montreal. | Toronto. | St. John, Halifax. |
|--------------------------------|--------|-----------|----------|--------------------|---------------------------------|--------|-----------|----------|--------------------|
| Green—                         |        |           |          |                    | Canadian water white.....       | 14 1/2 | 15 1/2    | 16       | 16 1/2             |
| Mocha.....                     |        | 24        | 23       | 26                 | Sarnia water white.....         | 16     | 17        | 16       | 16 1/2             |
| Old Government Java.....       |        | 27        | 22       | 30                 | Sarnia prime white.....         | 16     | 16        | 15       | 15 1/2             |
| Rio.....                       |        | 10        | 7 1/2    | 9 1/4              | American water white.....       | 19     | 17 1/2    | 17       | 17 1/2             |
| Santos.....                    |        |           | 9 1/2    | 10 1/2             | Pratt's Astral (barrels extra)  | 16 1/2 | 19        | 17       | 18 1/2             |
| Plantation Ceylon.....         |        | 29        | 26       | 30                 |                                 |        |           |          |                    |
| Porto Rico.....                |        |           | 22       | 25                 |                                 |        |           |          |                    |
| Gatemala.....                  |        |           | 22       | 25                 |                                 |        |           |          |                    |
| Jamaica.....                   |        | 18        | 15       | 20                 |                                 |        |           |          |                    |
| Maracaibo.....                 |        | 13        | 13       | 18                 |                                 |        |           |          |                    |
| NUTS                           |        |           |          |                    | Black—                          |        |           |          |                    |
| Brazil.....                    |        |           | 15       | 16                 | TSAS                            |        |           |          |                    |
| Valencia shelled almonds.....  | 61     | 32        | 30       | 35                 | Congou—Half-chests Kalsow,      | 13     | 60        | 12       | 60                 |
| Tarragona almonds.....         | 11 1/2 | 12 1/2    | 13       | 14                 | Moning, Paking.....             | 17     | 40        | 16       | 50                 |
| Formegetta almonds.....        |        |           |          | 14 1/2             | Caddies Paking, Kalsow...       | 65     | 55        | 65       | 55                 |
| Jordan shelled almonds.....    |        | 40        | 40       | 43                 | Indian—Darjeellings.....        | 20     | 40        | 20       | 40                 |
| Peanuts (roasted).....         | 7 1/2  | 6         | 6        | 10                 | Assam Pekoes.....               | 16     | 25        | 16       | 25                 |
| " (green).....                 | 6 1/2  | 7         | 7        | 9                  | Pekoe Sonchong.....             | 35     | 42        | 35       | 42                 |
| Cocanuts, per sack.....        | 6 00   |           | 6 75     |                    | Pekoes—Broken Pekoes.....       | 20     | 60        | 20       | 60                 |
| " per doz.....                 |        |           | 60       | 3 50               | Pekoe Sonchong.....             | 17 1/2 | 40        | 17       | 65                 |
| Grenoble walnuts.....          | 9 1/2  | 10        |          | 9                  | China Greens—                   |        |           |          |                    |
| Marbot walnuts.....            |        | 9 1/2     |          | 12 1/2             | Gunpowder—Cases, extra first    | 42     | 50        | 42       | 50                 |
| Bordeaux walnuts.....          | 7      | 6         |          | 9                  | Half-chests, ordinary firsts    | 22     | 28        | 22       | 26                 |
| Sicily filberts.....           | 9      | 10        |          | 11 1/2             | Young Hyson—Cases, sifted       |        |           |          |                    |
| Naples filberts.....           |        |           | 10       | 11                 | extra firsts.....               | 42     | 50        | 42       | 50                 |
| Pecans.....                    | 10     | 12        | 13       | 15                 | Cases, small leaf, firsts.....  | 65     | 40        | 35       | 40                 |
| Shelled Walnuts.....           | 19     | 20        | 20       | 25                 | Half-chests, ordinary firsts    | 22     | 66        | 22       | 66                 |
| SODA                           |        |           |          |                    | Half-chests, seconds.....       | 17     | 19        | 17       | 19                 |
| Bi-carb, standard, 112-lb. keg | 1 65   | 1 60      | 2 00     | 2 25               | " thirds.....                   | 15     | 17        | 15       | 17                 |
| Sal soda, per bbl.....         | 70     | 75        | 60       | 90                 | " common.....                   | 13     | 14        | 13       | 14                 |
| Sal Soda, per keg.....         | 95     | 1 00      | 1 00     | 95                 | Pingsneys—                      |        |           |          |                    |
| Granulated Sal Soda, per lb... |        |           | 1        |                    | Young Hyson, 1/2-chests, firsts | 26     | 32        | 26       | 32                 |
| SPICES                         |        |           |          |                    | " " seconds.....                | 16     | 19        | 16       | 19                 |
| Pepper, black, ground, in kegs |        |           |          |                    | " Half-boxes, firsts ..         | 26     | 32        | 26       | 32                 |
| palls, boxes.....              | 16     | 16        |          | 16                 | " " seconds.....                | 16     | 19        | 16       | 19                 |
| " In 5-lb. cans.....           | 14     | 17        |          | 19                 | Japans—                         |        |           |          |                    |
| " whole.....                   | 15     | 17        |          | 19                 | 1/2-chests, finest May pickings | 68     | 40        | 66       | 40                 |
| Pepper, white, ground, in kegs |        |           |          |                    | Choice.....                     | 32     | 36        | 33       | 37                 |
| palls, boxes.....              | 26     | 27        | 26       | 27                 | Finest.....                     | 26     | 30        | 30       | 32                 |
| " 5-lb. cans.....              | 25     | 26        | 25       | 26                 | Fine.....                       | 25     | 27        | 27       | 30                 |
| " whole.....                   | 23     | 25        | 23       | 25                 | Good medlm.....                 | 22     | 24        | 25       | 28                 |
| Ginger, Jamaica.....           | 19     | 25        | 22       | 25                 | Medium.....                     | 19     | 20        | 21       | 23                 |
| Cloves, whole.....             | 12     | 30        | 14       | 35                 | Good common.....                | 16     | 16        | 16       | 20                 |
| Pure mixed spice.....          | 25     | 30        | 25       | 30                 | Common.....                     | 13     | 15        | 15       | 17                 |
| Cassia.....                    | 13     | 18        | 20       | 40                 | Nagasaki, 1/2-chests, Pekoe...  | 16     | 22        |          |                    |
| Cream tartar, French.....      |        | 25        | 24       | 25                 | " Oolong.....                   | 14     | 15        |          |                    |
| " best.....                    |        | 26        | 25       | 30                 | " Gunpowder.....                | 16     | 19        |          |                    |
| Allspice.....                  | 10     | 15        | 13       | 16                 | " Siftings.....                 | 7 1/2  | 11        |          |                    |
| WOODENWARE                     |        |           |          |                    | RICE, MACARONI, SAGO, TAPIOCA.  |        |           |          |                    |
| Palls, No. 1, 2-boop.....      | 1 90   |           | 1 60     |                    | Rice—Standard B.....            | 3 00   | 3 10      |          | 3 1/2              |
| " 3-boop.....                  | 2 05   |           | 1 75     |                    | Patna, per lb.....              | 4 25   | 4 50      | 4 1/2    | 6 25               |
| " half, and covers.....        | 1 75   |           | 1 70     |                    | Japan.....                      | 4 40   | 4 90      | 5 1/2    | 5                  |
| " quarter, jam and covers      | 1 45   |           | 1 20     |                    | Imperial Seta.....              | 4 60   | 4 90      | 4 1/2    | 5 6                |
| " candy, and covers.....       | 2 70   | 6 20      | 1 75     | 2 70               | Extra Burmah.....               |        |           | 4 1/2    | 4 5                |
| Tubs No. 0.....                | 11 00  |           | 6 50     | 11 00              | Java, extra.....                |        | 5 1/2     | 6        | 6 7                |
| " 1.....                       | 9 00   |           | 7 00     | 9 00               | Macaroni, dom'ic, per lb, bulk  | 5      | 6         | 7 1/2    |                    |
| " 2.....                       | 6 00   |           | 6 25     | 6 00               | " Imp'd, 1-lb. pkg., French.    | 8      | 12        | 9        | 10                 |
| " 3.....                       | 7 00   |           | 5 85     | 7 00               | " Italian.....                  | 8      | 10        | 11       | 12 1/2             |
|                                |        |           |          |                    | Sago.....                       | 3 1/2  | 4         | 4 1/2    | 4 1/2              |
|                                |        |           |          |                    | " Tapioca.....                  | 3 1/2  | 4         | 4 1/2    | 4 1/2              |



## THE TIME TO PUSH COLLECTIONS.

**T**HIS is the time of the year when retailers in all lines of trade should push their collections the hardest, according to a writer in The Commercial Bulletin, and when the best results will be obtained from giving a little extra time to the collecting of outstanding claims. The retailer also has a good excuse for pushing his collections during the month of October and the first half of November. He can go to his customers and rightly claim that the larger proportion of his accounts mature during this period, and that the money due him is necessary in the continuance of his business so that he may keep his credit unimpaired with the wholesale firms from whom he buys goods.

### THERE ARE SEVERAL REASONS

why the retailer should devote considerable attention to collections at this time, and why he should strive to collect in more money during the next 30 days than during any other similar period of the year. The consuming public should be the most prosperous now. The summer's work is at an end, and both the farmers and the laboring classes have realized on their labors. Earlier in the year they were enabled to meet last winter's accounts, and if they have been provident and careful in their living, they should have some money accumulated with which to meet their obligations with the grocer, the dry goods man, and the shoe dealer. When the consuming public has money it is much easier to collect on account than when the returns from labor or from the farm are less than the daily cost of living.

### ANOTHER FACTOR

in the situation consists in a consideration of the future from the retailer's standpoint. The retailer who fails to collect in his accounts before November 15 will find that payments on old accounts up to the turn of the year are nominal, and there is reason why this should be so. With the latter part of November many families tie up their earnings in Thanksgiving celebrations, and following Thanksgiving, they begin to save any surplus funds which reach them for the Christmas and New Year holiday buying period. Holiday gifts are generally bought for cash, and the consumer accumulates his cash to invest in this class of goods. Then, too, with the advent of cold weather, many laboring men find themselves with no work in prospect until spring, and farmers quite generally find their income is restricted after they have marketed their grain and stock previous to the advent of cold weather. As a matter of fact, the consuming public is not in a position to pay its bills as promptly following cold weather as it is at present, and the care-

ful retailer will make every effort to get in his money while the situation is favorable to this policy.

On the other hand, there are few retail dealers but that need their money from collections more at the present time than at almost any other period of the year. The retailer who bought his stock of fall and winter goods a month or six weeks ago finds that by paying his bill promptly he can save a considerable sum of money in discounts from the jobber. These discounts are worth saving and many times help to make a business, which would otherwise only return a fair living, profitable to the owner of it.

The retailer's stock is the heaviest at this time of the year and he has more capital invested in it. Necessarily he needs all the money he can obtain on back accounts in order to pay for and carry his increased stock. He will shortly be or is already in the market for increased Christmas supplies. There are few stores that do not carry some

### CHRISTMAS STOCK,

no matter in what line of trade they may be, and these Christmas goods can be purchased very much cheaper if the merchant is in a position to pay cash for them or to discount his bills at the end of 10 days. If the goods are bought on the cheapest possible basis and to the best advantage, they can be sold cheaper, and the merchant who can sell holiday goods on a moderate basis, and at the same time secure good profits, is getting a good start towards expanding his business the following year. Customers who do not shop at any other season of the year go shopping at Christmas time, and get as much for their money as possible, owing to the fact that they have so many demands to meet in the way of Christmas gifts. The merchant who sells their goods on a low basis gets their good-will and secures advertising for the future that is bound to aid him in increasing his business.

### HOW COLLECTIONS SHOULD BE MADE.

Now, as to how collections should be made at this time. The collection proposition is about the same the year around, but on general principles, the merchant who asks a debtor to pay him in a half-hearted way, and as if he were fearful that he was committing some breach of business etiquette in dunning him, will not meet with the same success as the merchant who is firm, and when he takes a position on this proposition, he does not recede from it. If you must have money, Mr. Merchant, and your customer owes you money that is necessary to your business, you are doing yourself and those dependent upon you, your creditors and your employees, an injustice if you do not go after it as hard as possible and with the determination to get it.

In this connection there are many merchants who are inclined to be

### TOO LENIENT WITH CUSTOMERS

because they are afraid they will lose their future custom if they demand money that is due them. The customer who secures goods on credit and does not meet his obligations weekly or monthly in full, but who is carried over those periods when he is not earning money, is under obligations to the merchant. This

is a one-sided business transaction in which the merchant extends all the courtesies of the situation. Make your customers realize this, Mr. Merchant. Make them feel that you are granting them a concession when you carry them for a month or two months at a time, and that when you demand money from them it is not because you are fearful they will never pay the bill, but simply owing to the exigencies of business, which demands that you shall meet your obligations with the man from whom you buy your goods. If you keep them filled with the idea that they are under obligations to you, you will find it far less difficult to collect the account and you will stand less danger of losing a customer when you do demand your money than you will if you are so anxious for their business that you make them feel you are indebted to them.

These few remarks pertain to the customer who is recognized as good pay, but does not meet his accounts promptly. The dead-beat is eliminated from consideration for the reason that his is a special case which demands special attention.

### THE COLLECTION CAMPAIGN

may be instituted the first of October by sending a statement to all customers of the amount due at that time. Couple this with a polite note to the effect that you have carried the account for three months, or whatever period it has been carried, and state that you must meet obligations amounting to so many dollars within the next week. Say to the customer that as this courtesy has been extended to him you expect him to call at your store within the following week and meet the obligation in part or in full, just as you feel about it. At the end of 10 days, if the customer does not call to "square" himself on the little matter, send him a second letter in which you make the point very much stronger that you have absolutely got to have the money and that you expect it from him, owing to the courtesies you have extended him.

### PERSONAL VISITS.

If this second letter does not bring desired results, go after the man personally, Mr. Merchant, and talk Spanish to him. If you have persuasive eloquence sufficient for the purpose, make him feel pretty bad because he has given no heed to your previous letters, and make it very apparent that you expect money, and a good round sum, on the account due within a very short time. Your work will begin to bear its fruit soon after this call, if the customer has any sense of personal honor. If he has not, that is another question. He should never have been granted credit in the first place, but if he has been granted credit it will probably be as well to place the account in the hands of your local lawyer as a finality.

### UPSIDE DOWN.

The cut of J. S. Bennett's grocery shelf boxes, which appeared on page 17 of the special number of THE CANADIAN GROCER, stood on its head instead of upon its feet. Bennett's boxes look well in almost any position, but still it would have been better had the cut appeared right side up instead of the opposite.



## THE PROVISION TRADE.

The Markets—Frozen Eggs—Miscellaneous Notes.

### FROZEN EGGS.

THE preservation of eggs in bulk in cold storage is a new wrinkle that is coming into extensive use, according to an exchange. This scheme was devised by the manager of one of the largest biscuit manufactories in the United States, and, as a result, it has been adopted at numerous large bakeries, hotels and restaurants, where the eggs are used, whites and yolks as a whole. The manager in question, whose factory was at that time using between 30,000 and 40,000 dozen eggs per annum, noticed that in the fall and winter eggs lose some of the freshness they have in the spring. The requirements of the business demand an egg that has its original fresh, rich and meaty flavor, and one that will beat up light. Instead of storing the eggs in cases in cold storage, the experiment was made of breaking the eggs as soon as they arrived from the west into cans holding about five gallons, or about 35 dozen each, and freezing the mass solid by refrigeration and holding it in that condition. When wanted the frozen eggs are weighed out by the pound, or measured as a liquid.

### THE GUELPH PROVISION CO.

At a recent meeting of the Guelph Board of Trade The Guelph Provision Co. asked the active assistance of the board for their project of building a large pork packing and cold storage warehouse in Guelph by stock subscription. The advantages of a local market for hogs and the importance of a cold storage warehouse were briefly set forth. Shipping in cold storage was the coming business. The company pointed out the profits of the business, and the suitability of Guelph for the same. The likelihood of the dressed meat industry taking the place of the export of live cattle in time was also urged.

### PROVISIONS FOR THE CAMPS.

Owing to the active demand for supplies for winter camps, many orders requiring prompt shipment to inland water points are being received now before the close of navigation. In provisions, as the demand is especially good, many buyers have postponed ordering owing to the lower prices for hogs. But, owing to the small stock of hog products in the hands of the packers, the decline in the price of raw material has made no impression on the value of the

product. It is doubtful if prices of the hog product will decline much during the next month owing to the great demand.—Brad-streets.

### THE PROVISION MARKETS.

#### TORONTO.

The receipts of dressed hogs are steady. Prices are steady at \$7.50 to \$7.75. Lamb is, if anything, lower. Other lines are unchanged with a moderate demand. We quote: Hogs, \$7.50 to \$7.75; mutton, \$5.50 to \$6; lambs,  $5\frac{1}{2}$  to  $9\frac{1}{2}$ c. per lb.; beef carcasses unchanged at \$7.25 per 100 lb. for best, and for ordinary, \$6 to \$7 per 100 lb; best hind quarters sell at 8c.; fore quarters,  $4\frac{1}{2}$  to  $5\frac{1}{2}$ c. for best; calves from \$7 to \$8 50.

The deliveries of live hogs were light. Prices are unchanged at \$5.75 to \$6 per cwt. Good breakfast bacon is in good demand, with prices unchanged. We quote: Long clear bacon,  $11\frac{3}{4}$ c. in ton and case lots; hams,  $13\frac{1}{2}$  to  $14$ c.; breakfast bacon, 15c.; rolls, 12c.; backs,  $14\frac{1}{2}$  to 15c., and shoulders,  $11\frac{1}{4}$ c. Canadian heavy mess is higher. We quote: pork, mess, \$21; do, short cut, \$21.50. The lard market is steady. We quote: Tierces,  $11\frac{3}{4}$ c.; tubs, 12c.; pails,  $12\frac{1}{4}$ c.; compounds,  $8\frac{1}{2}$  to  $9\frac{1}{2}$ c. per lb.

#### MONTREAL.

In spite of the reduction in the price of hogs in this market, it seems impossible to secure any Canadian pork, and dealers must trust to American supply. Chicago pork has again been reduced 50c. this week. Lard is somewhat weaker, general sales being made at \$2.50 per pail. We quote: Heavy Canadian short cut mess pork, \$22.00; Chicago clear pork, \$23.50 for heavy and \$23.00 for medium; selected heavy short cut mess pork, boneless, \$22.00 to \$22.50; hams, 13 to 14c.; bacon, 15c.; lard, pure Canadian, \$2.50 per pail; refined lard compound (Fairbank's), \$2.01 for 1 to 24 pails; \$2.04 for 25 to 49 pails; \$2.01 for 50 pails and over; Snow White and Globe compound, \$1.72  $\frac{1}{2}$  per pail; Cottolene,  $11\frac{1}{4}$ c. for 20 lb. pails, and  $10\frac{1}{2}$ c. for 60-lb. tubs, for Quebec and Ontario.

#### ST. JOHN, N. B.

In pork, rather easier prices rule. Beef is unchanged. There is but a fair sale.

Pure lard is firm at the very high prices, and there is a fair stock. In compound lard, there is a large sale.

#### WINNIPEG.

There is very little to note in the market this week. Cured meats, butter, cheese, and eggs, remaining unchanged.

### MR. T. WILSON TAKES A WIFE.

Mr. Thos. L. Wilson, so well-known to the wholesale grocery trade as manager of the Trading Agency, Board of Trade Building, Toronto, was married in Ottawa on October 23. The bride was Miss Sarah Lawe, daughter of Mr. Lawe, D.L.S., Winnipeg, and a niece of Sir Richard Cartwright. Rev. J. M. Snowden officiated. The bride was given away by her brother-in-law, Mr. R. E. Young, of the Department of the Interior. Mr. and Mrs. Wilson left the same evening for New York to spend their honeymoon.

THE CANADIAN GROCER begs to join with the many friends of the happy couple in tendering congratulations.

The Ontario Fruit Growers' Association will hold its annual meeting at Cobourg on December 4, 5 and 6, when two American experts will be present, Prof. Waugh, of Vermont, and Prof. Van Deman, of Washington.

### LARGE PROFITS AND QUICK RETURNS.

This is our motto in the commission business. Consignments of

Poultry, Butter, Eggs, Apples, Potatoes, Etc.,

shipped to us will be sold at the greatest profit possible to you, and prompt return made.

References: THE CANADIAN BANK OF COMMERCE, Market Branch.

McBRIDE & STRONACH,

23 Church St., TORONTO.

Established 1873.

Pork Packers, Commission Merchants,  
Buyers and Exporters of

Eggs, Butter,  
Cheese, Poultry.

### D. GUNN, BROTHERS & CO.

76-78-80 Front St. E. - TORONTO.

EGGS, BUTTER, CHEESE,  
ETC.

CONSIGNMENTS  
SOLICITED.

Write us when you have Eggs and  
Butter to offer. Cases supplied.

The J. A. McLean Produce Co., Limited,  
77 Colborne St., TORONTO.



The demand for

**REGISTERED**  
*Bow Park*  
**HAMS**

is growing every day, and we think it will pay you to handle them.

Your customers will enjoy them and you will be pleased to sell them, as they are the best in any line of goods.

**The Brantford Packing Co.**  
LIMITED  
**BRANTFORD, ONT.**

BUY THE BEST AND DO IT  
NOW.

**REGISTERED**  
*Bow Park*  
**BRANDS**

**SWEET PICKLES**

**ALWAYS LEAD.**

**PREPARED BY**  
**Shuttleworth & Harris,**  
**BRANTFORD, ONT.**

**HAMS**

**Sugar Cured,  
Bright,  
Juicy,  
Well Flavored.**

There are no better  
Hams made than Fearman's  
"Star Brand."

If you have not proved  
this, send us a sample order.

**F. W. FEARMAN CO.,**

Pork Packers and  
Lard Refiners,

Limited  
**Hamilton, Ont.**

**THE CANADIAN PACKING CO.**  
**LONDON, ONT.**



**GUARANTEED CHOICE AND PURE.**  
**GOLD MEDAL, PARIS 1900.**  
Please order goods through your wholesale house

### INQUIRIES REGARDING CANADIAN TRADE.

The following were among the inquiries relating to Canadian products recently received at the High Commissioner's Office in London, Eng.:

1. A London firm of engineers, machinists and general contractors desire to obtain the sole agency in Great Britain for any Canadian engineering or manufacturing firm of repute wishing to establish a connection with the principal engineers, ship-builders or railway companies.

2. An agent calling upon wholesale ironmongers, builders' merchants and the iron trade generally is willing to represent any good Canadian house requiring such services as he can offer.

3. Inquiry comes from Havre for the names of Canadian exporters of baled hay.

4. A gentleman in Glasgow conversant with the timber trade desires to represent, on commission, several well-established firms shipping Canadian yellow pine.

5. A German commission firm shortly commencing in Berlin ask to be placed in communication with Canadian houses requiring such representation as they can offer.

6. The names of probable buyers in Canada of hair felt, roofing, silicate cotton, etc., are asked for by a London firm manufacturing these goods.

7. A firm in the Midlands inquires for addresses of several reliable patent agents practising in Canada.

Inquiries received at the Canadian section of the Imperial Institute:

8. A firm of whiskey distillers is open to appoint a pushing firm as sole purchasing agents in Canada for its brands of Scotch whiskey.

9. A London house seeks a Canadian agency in polished wood boxes, cane cases, boxwood, acorns, brush backs and similar lines.

10. A manufacturer of biscuits is prepared to appoint suitable Canadian agents.

[The names of the firms making the above inquiries, can be obtained on application to the editor of THE CANADIAN GROCER.]

### A UNIQUE ANNOUNCEMENT.

Mr. R. S. Webster has retired from the firm of R. S. Webster & Co., general merchants, Udora, Ont., leaving the business wholly in the hands of Wm. O. Webster, who will conduct it under the old firm name. When announcing his retirement, Mr. Webster issued a somewhat unique circular, of which the following is a copy:

"FOR AULD LANG SYNE!"

DEAR SIRs,—Ye min' yer auld frien' Maister R. S. Webster, wha syne 32 years ago has had sae many happy beesness cracks and ca's wi' ye. Weel, me guid mon, eifter giein' ye the warm han' shake for the mony past kin'nesses I gang till gie ye ward hoo I hae ootsellit the store beesness tae ma son Wull, wha s'll aim tae up-keep the guid name o' the beesness.

Ye ken the lad Wull fu' weel. Syne maist o' the 10 years just ahint us 'twas he wha buyed an' sell't i' the store. An ony guid will ye be disposit tae grant him wull hae the warm gratitude o'

Y'r auld frien,

R. S. WEBSTER.

Udora, October 1, 1901.

Every grocer who desires to have the finest goods for his customers, will see that he is never without a full stock of:

**COWAN'S** Hygienic and Perfection Cocoa.  
Queen's Dessert, Royal Navy and Perfection Chocolate.

**COWAN'S** Cake Icings—Chocolate, Pink, Lemon Color and White.

**COWAN'S** Chocolate Cream Bars, Chocolate Ginger, Chocolate Wafers, etc.

ALL ABSOLUTELY PURE GOODS.

**THE COWAN CO., Limited, TORONTO**

Once used and your  
customers will ask for OUR

# LARD

not twice or three times, but **ALL THE TIME**

## Our Process of Rendering

Demands absolute cleanliness and purity.

An Absolutely Pure Lard is the result.

## Every Grocer Should Have it

FROM 3-LB. TINS UP.

## The Farmers' Co-Operative Packing Co.

of BRANTFORD, Limited.

## Our Brands Give Satisfaction.

**SUGAR-CURED HAMs,  
BONELESS BREAKFAST BACON,  
ROLL BACON, PURE LARD**

## Hot Weather Specials

READY FOR LUNCHEON:

**BOILED PORK HAMs,  
LUNCH BEEF,  
BOLOGNA SAUSAGE,**

**BOILED BEEF HAMs,  
HAM, CHICKEN and TONGUE  
SAUSAGE.**

## The Park, Blackwell Co., Limited

Packers and Exporters,

TORONTO, CANADA.

London Agents: Messrs. Miller Bros.  
16 Tooley St.

Liverpool Agents: Messrs. W. P. Sinclair & Co.  
12 North John St.



Subscribers wanting goods or special quotations on anything anywhere in Canada at any time, can get them by mail or wire by corresponding with THE CANADIAN GROCER, Toronto or Montreal.

IT doesn't matter whether it is a case of being **TOO FAT** or **TOO THIN**  
Bread, Cakes, etc., made from

## "SUPERIOR GLUTEN FLOUR"

Will restore nature to its normal condition.

Samples and prices on application to

**E. A. SHOEBOOTHAM**  
CANADIAN AGENT,

St. James' Park, LONDON, Canada.

**Seely's**  
Flavoring  
**Extracts**  
Best  
on Earth

ESTABLISHED 1869

## Geo. Stanway & Co.

Brokers and  
General Commission Merchants  
Teas, Sugars, Molasses, | 46 Front St. East,  
Canned Goods | **TORONTO**

Correspondence Solicited.

## ROCK SALT FOR HORSES and CATTLE.



TORONTO SALT WORKS, Toronto, Ont.

## New Dates

Hallowees  
Sairs

First of the season, now in store.

## WARREN BROS. & CO.

TORONTO.

## QUICKMAID RENNET TABLETS



Make delicious desserts in ten minutes.

A book of recipes goes with each package.

The most reliable Rennet Tablets on the market. For sale by all wholesalers.

Retails at \_\_\_\_\_  
10 Tablets for 10 Cents.

## SLEE, SLEE & CO.,

Limited

Tower Bridge Brewery,  
LONDON, ENG.

FOR **English Malt Vinegars.**

Ontario Agents

John W. Bickle & Greening.

HAMILTON AND TORONTO.

From whom Samples and Prices can be obtained.

Rotary  
Smoked Beef Shaver  
with Patented  
Self-Sharpening Device



No. 125, 2 Blades, \$18.00  
No. 129, 1 Blade, 18.00

Self-Priming and  
Measuring Pump



No. 97, \$3.50

Auger for above Pump



No. 97, 60 cents

## "ENTERPRISE"

### Rapid Grinding and Pulverizing Mill

Fitted with General Electric Co's. 1/2 H.P. Motor

The Machine is self-contained and is ready for connection to feed wire as shipped from factory

Will be furnished with Motor suitable for all conditions as to Current, Voltage, etc.

### GRINDING CAPACITY

#### FAST SPEED

Granulating 3 pounds of Coffee per minute

#### SLOW SPEED

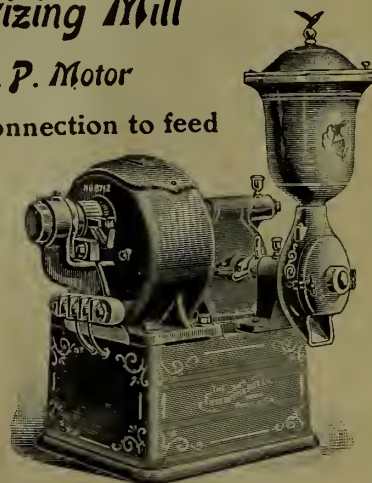
Granulating 2 pounds of Coffee per minute

Pulverizing 1-2 pound of Coffee per minute

Can be regulated for Fine or Coarse Grinding while Mill is running

Pulverizing Grinders furnished only when so ordered

Illustrated Catalogue Mailed FREE. Order from your Jobber



No. 8712

Height, 30 inches. Width, 18 inches.  
Length, 22 inches. Weight, 250 lbs.

Capacity of Iron Hopper  
4 lbs. of Coffee

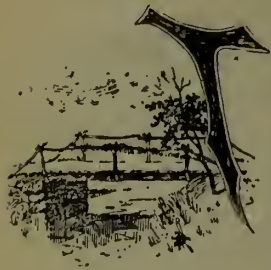
PRICE ON APPLICATION

*The Enterprise Manufacturing Co. of Pa.*

*Philadelphia, Pa., U. S. A.*



## THE MAKING OF SULPHUR MATCHES.



THE match-making industry affords a striking instance of the great economy in time and labor which has been accomplished, particularly of late years, by the development of labor-saving machinery. Of the many articles that are necessary to the comfort of our domestic life, there are few that are produced and sold so cheaply as the common, tipped match. Were it not for the very ingenious machinery which has been specially devised for their manufacture it would be impossible to produce matches in such enormous numbers, and place them on the market at the astonishingly low price which prevails at the present time. The rapidity of manufacture may be judged from the fact that the machine used in one of the leading factories in the United States, described in a recent issue of Scientific American, from which this article is taken, is turning out 18,000,000 matches per day of 20 working hours.

## MANUFACTURE OF SPLINTS.

The raw material for the manufacture of "splints," as the diminutive sticks of wood which carry the igniting material are called, usually consists of a special grade of sawn lumber, the wood being chosen for the straightness of its grain and its freedom from notches. This lumber costs from \$26 to as high as \$50 per 1,000, board measure. In cutting the splints it is necessary that the grain should run parallel with the splint, otherwise the latter will snap in two when the match is struck. The impossibility of securing sawn lumber in which the grain is everywhere parallel with the board results in a considerable percentage of waste. To avoid this waste and to render it possible to use a cheaper grade of lumber, The Federal Match Company manufacture their splints from white-pine cordwood. The rough lumber, as soon as it is delivered at the works, is peeled, split, and stacked to dry. The split wood is then sawn crosswise of the grain into 2-inch lengths, and the splints are cut from these blocks in the specially-designed planing machine. The planing tool of this machine consists of a double row of circular knives superimposed above one another, there being 32 of these little knives in each row. As the knife makes 250 strokes per minute, the capacity of each machine, allowing for time lost in picking up a fresh block, is nearly a million splints per hour. The splints

are first dried by hot air, and then gathered up by boys and placed in the hopper of a cleaning machine, where all slivers or broken fragments are separated out. The cleaner consists of a hopper which delivers the matches onto the upper end of a sloping oscillating table, whose surface contains a number of parallel grooves, running in the direction of the oscillation. At intervals of a few inches transverse slots are cut entirely through the table. The match splints travel down the table and fall into a receptacle below, while the slivers and broken fragments fall through the slots. From the cleaning machine the splints are taken to a straightening machine, where they are shaken down until they arrange themselves side by side in long parallel rows, just as cordwood is arranged and stacked by the woodenter. The machine is then stopped and the slats drawn away, leaving the matches straightened out ready for further handling. They are picked up and put in "holders," little boxes 4 inches deep, 2 inches wide, and 15 inches in length.

## THE MATCH-MAKING MACHINE.

The match making machine finishes the match in one continuous operation, dipping it in paraffine wax, tipping it with phosphorus, drying it out, and delivering it ready for shipment, the whole operation taking just 32 minutes, and the matches being turned out at the rate of 18,000,000 per day of 20 hours. Generally speaking, this machine may be described as an endless belt, 600 feet in length, known as the carrier, which extends up and down the length of the room, passing at each turn over end-sprockets. The belt travels with an intermittent motion at the rate of 9 inches a stroke and 30 strokes a minute. Each link of the belt consists of a set of transverse slats, known as a "block," and in each block are placed 100 splints. After the splints have been inserted no further handling is necessary, each block being successively dipped in wax, dried, tipped with phosphorus and again dried, and finally delivered as finished matches ready for packing.

The special improvement in the machine under consideration, as distinguished from all others, lies in the great rapidity with which the splints can be charged into the endless carrier. In the ordinary type, the splints are fed a few at a time from a single hopper located at the charging station, a single row of matches being fed at each forward movement. In the machine used in the particular factory referred to by Scientific American, the hopper is replaced by a vertical loop, called the charging station, which is arranged above the endless carrier and

# Enterprise

RENOVATOR.

The perfect carpet and clothes cleaner.

Grocers: Send for our special offer.

ENTERPRISE SPECIALTY CO.,  
83 Bay Street, TORONTO.

It's not like pie,  
It's healthy—

## N. & B. Jelly Powder

Pays to push because it always gives satisfaction.

Be sure you get **THE RIGHT KIND**, made by

**Nicholson & Brock**  
TORONTO.

(A Sample Free)

# ROSS'

THIS FIGURE ON EVERY PACKAGE

High Grade

# TEA

There is no question about Ceylon Teas being the **BEST**, but grocers should be careful not to sell teas marked Ceylon and adulterated with inferior teas.

**ROSS' HIGH-GRADE** is, without exception, the only pure Ceylon tea on the Canadian market. For your own edification inquire into this.

**THE ROSS TEA CO., - - TORONTO.**



# CEYLON AND INDIA TEA

## BLACK

The merit of the **Black Teas** has established them high in popular estimation. They are drunk wherever the English language is spoken. They follow the flag and drive out less meritorious growths.

## OR

But some consumers are wedded to light drawing kinds, with pale liquor and without the full body and richness of the black kinds.

## GREEN

The **Green Teas** of Ceylon and India are made expressly for this trade. In Make, Quality and Price they challenge comparison with other growths.

They are grown, prepared and packed with the same skill by the British Planters who have revolutionized the black tea trade.

They have caught on in Canada and are no longer in the experimental stage. Try them.

has an intermittent motion corresponding in speed and frequency with the movements of the carrier. In the vertical sides of this charging station are eight assembling stations, each of which performs functions corresponding to those of the single hopper in the old type of match-making machine, by charging in this case a row of 50 splints into special perforated brass holders. Each of these holders has a capacity of 8 rows of splints; and by the time a holder has made the circuit of the eight charging stations and passed entirely around the loop, it is loaded with its full quota of 400 splints. The loaded holder is now automatically brought into position over the carrier, and its load discharged directly into the frame or "block" beneath it, 400 splints being delivered at each intermittent stroke of the machine. It will thus be seen that, by the provision of a separate multiple-unit charging station in place of the single hopper, the capacity has been increased 10-fold.

Each frame is made up of 9 parallel slats of wood, which extend across the full width of the carrier. As each frame is successfully brought forward beneath the brass plates the load of 400 splints is pushed down from the plates into the frames. The slats are then closed up tightly, and the splints locked in, by means of a circular cam.

#### THE ENDLESS CARRIER,

as we have said, has an intermittent motion in one direction, and the insertion of the matches in the block is accomplished at the moment the carrier is stopped—the cam opening the frames, the matches being transferred from the brass holder, and the slats closed up and locked before the carrier makes its next advance. The frames, with the matches in place, next travel over a steam-heated drying table, at the end of which a beater strikes a blow upon each frame and levels the matches out evenly, ready for their passage over the phosphorous roller. The lower ends of the splints then travel through a bath of melted paraffine wax, the paraffine being necessary to make the splint burn easily after the match is struck. The matches next travel over a roller, the lower part of which is immersed in a steam-heated bath of melted phosphorus. As each frame, with its 400 matches, travels across the upper portion of this roller the proper amount of phosphorus is deposited. By the time the matches have travelled in the carrier through the whole circuit of the machine the composition has become thoroughly dried out. The matches are ultimately brought back to the receiving station end of the system, where the circular cam descends between the slats and releases the matches, and they are pushed out of the carrier frame automatically by means

of a discharger comb which descends from above the slats for this purpose. The matches are then carried down over an inclined, oscillating table, where they are automatically arranged in parallel piles for convenience of handling. They are then gathered up and taken to the packing tables, where they are put into match boxes of various sizes, and packed in boxes and in crates for shipment.

#### MACARONI AND ITS KINDRED PRODUCTS.

**M**ACARONI and its kindred products—vermicelli, spaghetti, noodles and "letters"—are coming to be recognized as staple products, and recently its consumption has increased to considerable proportions. "Macaroni," declares The St. Louis Globe Democrat, "is rapidly taking a place on the American dinner table as a necessity. It contains about the same proportion of starch, gluten and sugar found in potatoes, and among many families it is being used as a substitute for the tuber. Its cost is less in proportion to potatoes and its nutritive value about as great. One pound of macaroni will last a family of six people for two meals, while a pound of potatoes will only last half the time. For years macaroni was looked upon with disfavor by Americans because it was an Italian dish, but it has been growing in popularity right along until it is now found on almost every table in the land. Formerly there was an impression that Italian macaroni was the best, but the American manufacturer has demonstrated that he can put up a better article than comes here from Italy, although there is still a considerable

quantity imported. The American-made macaroni is more cleanly manufactured. In Italy, the drying process is still crude. The strings of doughy mixture are placed out of doors on any supporting projection and the macaroni gathers all the dirt that comes its way. In the American-made article, the dough, after it comes from the molds, is carried to drying rooms, where it remains six days before it is ready for packing. In the manufacture the American uses the latest and best machines. The macaroni machine is a big cylinder with a number of small holes in the bottom. The dough is placed in the cylinder and a plunger under hydraulic pressure forces the tubes of macaroni through in long strings. The centre holes are made by rods that fit in the cylinder holes, leaving only a slight space for the macaroni around them."

#### HUSTLERS AND NON-HUSTLERS.

"I tell you," the sprightly passenger in the pepper and salt suit was saying, "there is nothing like get up and hustle. I hustle. If business doesn't come to me I go out and hunt it. Yesterday I made nearly \$11 repairing sewing machines. Had six jobs. I can afford to take a holiday once in a while."

"Well," slowly replied the passenger in the suit of sombre black, "I'm not so good on the hustle. I've had only one job in the last six months."

"That's too bad," returned the other sympathizingly. "What's your occupation?"

"Building lighthouses."

## POPULARITY

is the proof of merit, and no brand has ever achieved popularity so quickly as

# "BOBS"

## CHEWING TOBACCO

In 5 and 10c. Plugs.

**BOBS** costs you only 36 cents, and pays a good profit.

**BOBS** is well advertised.

**BOBS** is selling well in almost every store from the Atlantic to the Pacific.

**BOBS** is A BIG PLUG FOR LITTLE MONEY

Made by

**THE EMPIRE TOBACCO CO.,**  
LIMITED  
MONTREAL, QUE.



CANADIAN ADVERTISING is best done by THE  
E. DESBARATS ADVERTISING AGENCY  
MONTREAL

Mediterranean Fruits  
Granulated and Raw Sugars  
Molasses and Syrups, Glucose, Etc.

Excelsior Macaroni  
White Castile Soap

C. A. CHOUILLOU & CIE.

14 Place Royale (Customs House Sq.) MONTREAL.

**"Chief Keokuk"**

Pickles and Condiments.

**"Montrose"**

Tomatoes, Peas and Vegetables.

SOLD ON THEIR MERITS.

**KEOKUK PICKLE CO.**

KEOKUK, IOWA, U.S.A.



**CLOTHES  
PINS...**

Selected and full count, in  
packages of 4 doz.—6 doz.  
—12 each to a case.

This makes a very attractive  
shelf display line. Also in  
cases of 5 gross, large and  
small sizes. Ask for quotations.

**BOECKH BROS. & COMPANY,  
TORONTO.**

Manufactured by  
**WM. CANE & SONS MFG. CO.,**  
NEWMARKET. Limited,

**Hugh Walker & Son,** Wholesale Fruit Importers, **Guelph, Ont.**

- DIRECT IMPORTERS OF -

**Fancy and Domestic Fruits.**

OUR SPECIALTIES

Fancy Oranges, Lemons, Malaga Grapes, Cape Cod Cranberries.

Special Attention to Mail and Telephone Orders.

**GRIMBLE'S** English Malt  
Six **GOLD** Medals **VINEGAR**

**GRIMBLE & CO., Limited, London, N.W., Eng.**



Capstan Brand

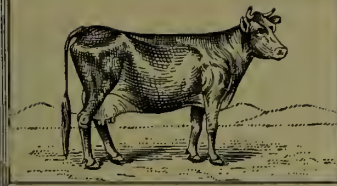
**BAKING POWDER**

¼-lb., ½-lb., 1-lb. and 5-lb. sizes.

No purer line of Baking Powder on the market. Quality guaranteed.  
Write us for prices.

**The Capstan Mfg. Co., - Toronto.**

**DWIGHT'S**



**SODA**

**WORK — CASH.**

You save both by handling  
Dwight's "Cow Brand" Baking  
Soda, which is handsomely packed,  
ready to hand to a customer. No  
measuring, bagging, weighing, or tying,  
and you make more profit on a package  
than on a pound of bulk soda.

**JOHN DWIGHT & CO.,**  
34 Yonge St., TORONTO.

Agencies in all leading centres.



**LICORICE..**

We manufacture everything in the Licorice line carried by the Gro-  
cery, Drug and Confectionery trades. We might mention—Y. & S. Stick  
Licorice, plain and corrugated; Acme Licorice Pellets; Y. & S. Licorice  
Lozenges, in cans or glass jars; A B C Blocks; Purity & Dulce Brand one  
cent sticks; Bundled Licorice Root; Small Cigars, 300 to box, etc. In PLI-  
ABLE LICORICE, Triple Tunnel Tubes, Mint Puff-Straps, Navy Plugs and  
Golf-Sticks 100 to box; Blow Pipes 200 and 300 to box; Manhattan  
Wafers, 2 ½ lb. boxes; Curved Stem Pipes, 200 to box. Write for illustrated  
catalogue.

**YOUNG & SMYLIE**

Established 1845.

BROOKLYN, N.Y.

ALWAYS BE PREPARED

to supply your customers with our

# TEA ROSE DRIPS



FANCY SYRUP.

The price is right, reasonable, and will be readily paid by those who desire a syrup that's really very delicious. It is decidedly the best and only kind for you to sell your customers. It is put up in very attractive tins. For sale by all wholesale dealers.

PUT UP BY

Imperial Maple Syrup Co., Limited

88 Grey Nun Street, MONTREAL

# Southwell's

## Jams, Jellies,

—AND—

## Marmalade



are all the Highest Grade, and  
made from

## Ripe, Sound Fruit.

WRITE FOR PRICE LIST.

## FRANK MAGOR & CO.

16 St. John St., MONTREAL.  
DOMINION AGENTS.

# Current Market Quotations for Proprietary Articles

October 31, 1901.

Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy. The editors do not supervise them. If a change is made, either an advance or decline, it is referred to in the market reports, as a matter of news, whether manufacturers request it or not.

## BAKING POWDER.

|                                         |                     |
|-----------------------------------------|---------------------|
| Cook's Friend—                          |                     |
| Size 1, in 2 and 4 doz. boxes.....      | \$ 2 40             |
| " 10, in 4 doz. boxes.....              | 2 10                |
| " 2 in 6 ".....                         | 80                  |
| " 12, in 6 ".....                       | 70                  |
| " 3, in 4 ".....                        | 45                  |
| Pound tins, 3 doz. in case.....         | 3 00                |
| 12oz. tins, 3 ".....                    | 2 40                |
| 9oz. tins, 4 ".....                     | 1 10                |
| 5lb. tins, 1/2 ".....                   | 4 00                |
| Diamond—                                | W. H. GILLARD & CO. |
| 1 lb. tins, 2 doz. in case.....per doz. | 2 00                |
| 1/2 lb. tins, 3 ".....                  | 1 25                |
| 1/4 lb. tins, 4 ".....                  | 0 75                |

## IMPERIAL BAKING POWDER.

| Cases Contain. | Sizes of Cans. | Per Doz. |
|----------------|----------------|----------|
| 4 doz.         | 10c.           | \$0 85   |
| 3 " "          | 6-oz.          | 1 75     |
| 2 and 3 doz.   | 12-oz.         | 3 40     |
| 2 and 13 doz.  | 16-oz.         | 4 35     |
| 1 doz.         | 2 1/2-lb.      | 10 40    |
| 1/2 and 1 doz. | 5-lb.          | 19 50    |

## MAGIC BAKING POWDER.

| Cases Contain. | Sizes of Cans. | Per Doz. |
|----------------|----------------|----------|
| 4 doz.         | 4-oz.          | \$0 65   |
| 4 " "          | 6-oz.          | 0 80     |
| 4 " "          | 8-oz.          | 1 00     |
| 4 " "          | 12-oz.         | 1 50     |
| 4 " "          | 16-oz.         | 1 80     |
| 1 " "          | 2 1/2-lb.      | 4 50     |
| 1 " "          | 5-lb.          | 7 75     |

## JERSEY CREAM BAKING POWDER.

|                               |      |
|-------------------------------|------|
| 1/2 size, 5 doz. in case..... | 40   |
| 1/2 size, 4 doz. in case..... | 75   |
| 1/2 " 3 " ".....              | 1 25 |
| 1 " 2 " ".....                | 2 25 |

## BLACKING.

## SHOE POLISH.

HENRI JONAS &amp; Co. Per gross

|                        |        |
|------------------------|--------|
| Jonas'.....            | \$9 00 |
| Froments.....          | 7 50   |
| Military dressing..... | 24 00  |

## BLUE.

|                                      |        |
|--------------------------------------|--------|
| Keen's Oxford, per lb.....           | \$0 17 |
| In 10 box lots or case.....          | 0 16   |
| Reckitt's Square Blue 12-lb. box...  | 0 17   |
| Reckitt's Square Blue, 5 box lots... | 0 16   |

## BLACK LEAD.

|                                                                              |      |
|------------------------------------------------------------------------------|------|
| Reckitt's per box.....                                                       | 1 15 |
| Box contains either 1 gro., 1 oz.<br>size; 1/2 gro., 2 oz. or 1/4 gro. 4 oz. |      |

## CORN BROOMS

| BOECKH BROS & COMPANY             | doz. net |
|-----------------------------------|----------|
| Bamboo Handles, A, 4 strings..... | 4 35     |
| " " B, 4 strings.....             | 4 10     |
| " " C, 3 strings.....             | 3 85     |
| " " D, 3 strings.....             | 3 60     |
| " " F, 3 strings.....             | 3 35     |
| " " G, 3 strings.....             | 3 10     |
| " " I, 3 strings.....             | 2 85     |

## BISCUITS.

CARR &amp; CO., LIMITED.

Frank Magor &amp; Co., Agents.

|                                                                                   |          |
|-----------------------------------------------------------------------------------|----------|
| Cafe Noir.....                                                                    | 0 15     |
| Ensign.....                                                                       | 0 11 3/4 |
| Metropolitan mixed.....                                                           | 0 09     |
| Special price list of Fancy Tins for Xmas<br>trade and other lines on application |          |

## CANNED GOODS.

### MUSHROOMS.

HENRI JONAS &amp; Co.

|                           |         |
|---------------------------|---------|
| Mushrooms, Rionel.....    | \$15 50 |
| " 1st choice Duthell..... | 18 50   |
| " 1st choice Lenolr.....  | 19 50   |
| " extra Lenolr.....       | 22 00   |
| Per case, 100 tins.       |         |

### FRENCH PEAS—DELOREY'S

HENRI JONAS &amp; Co.

|                     |        |
|---------------------|--------|
| Moyen's No. 2.....  | \$9 00 |
| " No. 1.....        | 10 50  |
| 1/2 Fins.....       | 12 50  |
| Fins.....           | 14 00  |
| Tres fins.....      | 15 00  |
| Extra fins.....     | 16 50  |
| Sur extra fins..... | 18 00  |

### FRENCH SARDINES.

HENRI JONAS &amp; Co.

|                      |        |
|----------------------|--------|
| 1/2 Trefavennes..... | \$9 50 |
| 1/2 Rolland.....     | 9 50   |
| 1/2 Delory.....      | 10 00  |
| 1/2 Club Alpins..... | 12 50  |

### CHOCOLATES & COCOAS.

|                                         |          |
|-----------------------------------------|----------|
| Epps's cocoa, case of 14 lbs., per lb.. | 0 35     |
| Smaller quantities.....                 | 0 37 1/2 |

### CADBURRY'S.

Frank Magor &amp; Co., Agents per doz.

|                                          |          |
|------------------------------------------|----------|
| Cocoa essence, 3 oz. packages.....       | \$1 65   |
| Vanilla, 1/4 s.....                      | 0 42     |
| Mexican chocolate, 1/4 and 1/2 lb. pkgs. | 0 40     |
| Rock Chocolate, loose.....               | 0 40     |
| 1-lb. tins.....                          | 0 42     |
| Nibs, 11-lb. tins.....                   | 0 35 1/2 |

Chocolate—FRY'S. per lb.

|                                       |      |
|---------------------------------------|------|
| Caracacas, 1/4 s, 6-lb. boxes.....    | 0 42 |
| Vanilla, 1/4 s.....                   | 0 42 |
| "Gold Medal" Sweet, 1/4 s, 6 lb. bxs. | 0 29 |
| Pure, unsweetened, 1/4 s, 6 lb. bxs.  | 0 42 |
| Fry's "Diamond", 1/4 s, 14 lb. bxs.   | 0 24 |
| Fry's "Monogram", 1/4 s, 14 lb. bxs.  | 0 24 |

Cocoa—per doz.

|                                      |      |
|--------------------------------------|------|
| Concentrated, 1/4 s, 1 doz. in box.. | 2 40 |
| " 1/2 s, ".....                      | 4 50 |
| " 1 lb. s, ".....                    | 8 25 |
| Homeopathic, 1/4 s, 14 lb. boxes..   | .... |
| 1/2 lbs. 12 lb. boxes.....           | .... |

JOHN P. MOTT &amp; CO.'S.

R. S. McIndoe, Agent, Toronto.

|                                      |      |
|--------------------------------------|------|
| Mott's Broma.....per lb.             | 0 30 |
| Mott's Prepared Cocoa.....           | 0 28 |
| Mott's Homeopathic Cocoa (1/4 s).... | 0 32 |
| Mott's Breakfast Cocoa (1/2 lbs).... | 0 40 |
| Mott's No. 1 Chocolate.....          | 0 30 |
| Mott's Breakfast Chocolate.....      | 0 28 |
| Mott's Caracacas Chocolate.....      | 0 40 |
| Mott's Diamond Chocolate.....        | 0 23 |
| Mott's French-Can, Chocolate.....    | 0 18 |
| Mott's Navy or Cooking Chocolate.... | 0 18 |
| Mott's Cocoa Nibs.....               | 0 35 |
| Mott's Cocoa Shells.....             | 0 05 |
| Vanilla Sticks, per gross.....       | 0 90 |
| Mott's Confectionery Chocolate.....  | 0 43 |
| Mott's Sweet Chocolate Liquors.....  | 0 19 |

THE COWAN CO., LIMITED.

Cocoa—

|                                                                                    |        |
|------------------------------------------------------------------------------------|--------|
| Hygienic, 1-lb. tins, per doz....                                                  | \$7 25 |
| " 1/2-lb. tins ".....                                                              | 3 15   |
| " 1/4-lb. tins ".....                                                              | 2 25   |
| " fancy tins ".....                                                                | 1 90   |
| Hygienic, 5-lb. tins, for soda water<br>fountains, restaurants etc. per<br>lb..... | 0 55   |
| Perfection, 1/2-lb. tins, per doz....                                              | 3 00   |
| Cocoa Essence, sweet, 1/2-lb. tins,<br>per doz.....                                | 2 25   |

Chocolate—per lb.

|                                       |        |
|---------------------------------------|--------|
| Queen's Dessert, 1/4 s and 1/2 s....  | \$7 40 |
| " 1/2 s.....                          | 0 42   |
| Mexican Vanillas, 1/4 s and 1/2 s.... | 0 35   |
| Royal Navy Rock ".....                | 0 30   |
| Diamond ".....                        | 0 25   |
| " 8 s.....                            | 0 28   |

WALTER BAKER &amp; CO., LIMITED.

| Premium No. 1 chocolate, 12-lb. boxes.                    | per lb. |
|-----------------------------------------------------------|---------|
| Vanilla chocolate 6-lb. boxes.....                        | 38      |
| German sweet, 6-lb. boxes.....                            | 47      |
| Best fast cocoa, 1/2-lb. tins, plain; 6-lb.<br>boxes..... | 27      |
| Cracked cocoa, 1/2-lb. pkgs. 12-lb. bxs.                  | 35      |
| Caracacas sweet chocolate, 6-lb. boxes                    | 37      |
| Soluble chocolate (hot or cold soda)                      |         |
| 1-lb. cans.....                                           | 45      |
| Vanilla chocolate wafers, 48 to box,<br>per box.....      | 1 56    |



# Edwardsburg Silver Gloss Starch.

Your idea may be that all starch is starch and that your customers won't detect even a slight difference in quality. You may think that because there is a cent or two extra profit on "Mushroom" brands (that come and go), you can retain the confidence of your trade—it doesn't pay to trifle with the confidence that a customer has in you and your goods.

Edwardsburg Silver Gloss Starch is as staple as flour. In the name there is the fame of nearly half a century. In the making there is the skill of long experience combined with honesty of purpose and unequalled manufacturing facilities. Edwardsburg Silver Gloss Starch represents the highest type of perfection there is or can be in starch. Kegs of 100-lbs.—handsome enamelled horse-shoe tins holding 6-lbs.—handsome 1-lb. packages that give a touch of life and color and "go" to a grocer's shelves.

## Edwardsburg Starch Co'y, Limited

Established 1858.

164 St. James Street,  
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Works,  
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# DUNN'S PURE MUSTARDS

GIVE UNBOUNDED SATISFACTION.

The reason is—They are profitable to dealers and satisfying to consumers.

### CHEESE.

|                                    |        |
|------------------------------------|--------|
| Imperial—Large size jars, per doz. | \$8 25 |
| Medium size jars                   | 4 50   |
| Small size jars                    | 2 40   |
| Individual size jars               | 1 00   |
| Imperial Holder—Large size         | 18 00  |
| Medium size                        | 15 00  |
| Small size                         | 12 00  |
| Roquefort—Large size, per doz.     | 2 40   |
| Small size                         | 1 40   |
| Paragon—Large size, per doz.       | 8 25   |
| Medium size                        | 4 50   |
| Small size                         | 2 40   |
| Individual size                    | 1 00   |

### COFFEE.

|                            |       |
|----------------------------|-------|
| JAMES TURNER & CO. per lb. |       |
| Mexico                     | 0 32  |
| Damascus                   | 0 28  |
| Cairo                      | 0 20  |
| Sirdar                     | 0 17  |
| Old Dutch Rio              | 0 12½ |

### CLOTHES PINS.

|                                       |      |
|---------------------------------------|------|
| BOZOKH BROS. & CO.                    |      |
| Clothes Pins (full count), 5 gross in |      |
| case, per case                        | 0 55 |
| 4 doz. packages (12 to a case)        | 0 70 |
| 6 doz. packages (12 to a case)        | 0 90 |

### COUPON BOOKS—ALLISON'S.

|                                                                                             |          |
|---------------------------------------------------------------------------------------------|----------|
| For sale in Canada by—The Ery, Blain Co., Limited, Toronto. C. O. Besuchem & Pils, Montreal |          |
| \$1, \$2, \$3, \$5, \$10 and \$20 books.                                                    |          |
| Un- Covers and num- Coupons tered, numbered.                                                |          |
| In tens of less than 100 books, 1 kind assorted.                                            | 4. 4½c.  |
| 100 to 500 books                                                                            | 3½c. 4c. |
| 500 to 1,000 books                                                                          | 3c. 3½c. |

### Allison's Coupon Pass Book.

|               |               |
|---------------|---------------|
| \$ 1 00 books | 3 cents each  |
| 2 00 books    | 3 cents each  |
| 3 00 books    | 3 cents each  |
| 5 00 books    | 4 cents each  |
| 10 00 books   | 5½ cents each |
| 15 00 books   | 6½ cents each |
| 20 00 books   | 7½ cents each |
| 25 00 books   | 8 cents each  |
| 50 00 books   | 12 cents each |

### EXTRACTS.

|                                    |        |
|------------------------------------|--------|
| HENRI JONAS & Co. Per gross.       |        |
| 8 oz. London Extracts              | \$8 00 |
| 2 oz. " (no corkscrews)            | 5 50   |
| 2 oz. " "                          | 9 00   |
| 2 oz. Spruce essence               | 6 00   |
| 2 oz. " "                          | 9 00   |
| 4 oz. Anchor extracts              | 12 00  |
| 1 oz. " "                          | 21 00  |
| 1 oz. " "                          | 36 00  |
| 1 lb. " "                          | 70 00  |
| 1 oz. Flat                         | 9 00   |
| 2 oz. Flat, bottle extracts        | 18 00  |
| 2 oz. Square                       | 21 00  |
| 4 oz. " (corked)                   | 36 00  |
| 8 oz. " "                          | 72 00  |
| 8 oz. " glass stop extracts        | 3 50   |
| 8 oz. " "                          | 7 00   |
| 2½ oz. Round quintessence extracts | 2 00   |
| 4 oz. Jockey decanters             | 3 50   |

### FOOD.

|                                     |      |
|-------------------------------------|------|
| Robinson's Patent Barley ½ lb. tins | 1 25 |
| " 1 lb. tins                        | 2 25 |
| " Groats, ½ lb. tins                | 1 25 |
| " 1 lb. tins                        | 2 25 |

|                         |        |
|-------------------------|--------|
| GILLETT'S POWDERED LYE. |        |
| 4 doz. in case          | \$3 60 |

### JAMS AND JELLIES.

|                                           |        |
|-------------------------------------------|--------|
| SOUTHWELL'S GOODS. per doz.               |        |
| Frank Magor & Co., Agents.                |        |
| Orange Marmalade                          | 1 50   |
| Clear Jelly Marmalade                     | 1 80   |
| Strawberry W. F. Jam                      | 2 00   |
| Raspberry " "                             | 2 00   |
| Apricot " "                               | 1 75   |
| Black Currant " "                         | 1 85   |
| Other Jams, W. F.                         | 1 55   |
| Red Currant Jelly                         | 1 30   |
| Jams—T. UPTON & Co.                       | 2 75   |
| 1-lb. glass jars 2 doz. in case, per doz  | \$1 00 |
| 5-lb. tin pails, 8 pails in crate, per lb | 0 07   |
| 7-lb. wood pails, 6 " "                   | 0 07   |
| 14-lb. wood pails, per lb                 | 0 07   |
| 30-lb " " "                               | 0 06¾  |
| Jellies—                                  |        |
| 1-lb. glass jars, per doz                 | \$1 00 |
| 7-lb. wood pails, per lb                  | 0 06¾  |
| 14-lb. " " "                              | 0 06¾  |
| 30-lb. " " "                              | 0 06¾  |

### LICORICE.

|                                                    |        |
|----------------------------------------------------|--------|
| YOUNG & SMYLLIE'S LIST.                            |        |
| 5-lb. boxes, wood or paper, per lb.                | \$0 40 |
| Fancy boxes (36 or 50 sticks) per box              | 1 25   |
| "Ringed" 5 lb. boxes, per lb.                      | 0 40   |
| "Aome" Pellets, 5 lb. cans, per can                | 2 00   |
| "Aome" Pellets, fancy boxes (40) per box           | 1 50   |
| Tar, Licorice and Tolu Wafers, 5 lb. cans, per can | 2 00   |
| Licorice Lozenges, 5 lb. glass jars                | 1 75   |
| " 20 5 lb. cans                                    | 1 50   |
| "Purly" Licorice 10 sticks                         | 1 45   |
| " 100 sticks                                       | 0 73   |

### MINT MEAT.

|                                     |         |
|-------------------------------------|---------|
| Wethley's Condensed, per gross, net | \$12 00 |
| per case of doz., net               | 3 00    |

### MUSTARD.

|                                |            |
|--------------------------------|------------|
| COOLMAN'S OR KEEN'S            |            |
| D. S. F., ¼ lb. tins, per doz. | \$1 40     |
| " ½ lb. tins, " "              | 2 50       |
| " 1 lb. tins, " "              | 5 00       |
| Durham, 4 lb. jars, per jar    | 0 75       |
| " 1 lb. " "                    | 0 25       |
| F. D., ¼ lb. tins, per doz.    | 0 85       |
| " ½ lb. tins, " "              | 1 45       |
| JONAS' FRENCH MUSTARDS         |            |
| HENRI JONAS & Co. Per gross.   |            |
| Pony size                      | \$7 50     |
| Imperial, medium               | 9 00       |
| Imperial, large                | 12 00      |
| Tumblers                       | 12 00      |
| Mugs                           | Per gross. |
| Plat jars                      | 13 20      |
| Quart jars                     | 18 00      |
|                                | 24 00      |

### MATCHES.

|                                  |        |
|----------------------------------|--------|
| Eddy's Telegraph, 5-case lots    | \$4 00 |
| single cases                     | 4 23   |
| Telephone, 5-case lots           | 3 90   |
| single cases                     | 4 10   |
| Eagle Parlors, 200s, 5-case lots | 1 60   |
| " single cases                   | 1 70   |
| " 100s, 5-case lots              | 1 50   |
| " single cases                   | 1 50   |
| Victoria Parlors, 5-case lots    | 2 90   |
| single cases                     | 3 10   |

### ORANGE MARMALADE.

|                                   |        |
|-----------------------------------|--------|
| T. UPTON & Co.                    |        |
| 1-lb. glass 2 doz. case, per doz. | \$1 00 |
| 7-lb. pails and 5 and 7 lb. tins  | 0 07   |

### PICKLES.

|                                   |      |
|-----------------------------------|------|
| STEPHENS'.                        |      |
| A. P. Tippet & Co., Agents.       |      |
| Patent stoppers (pints), per doz. | 2 50 |
| Corked (pints), " "               | 1 90 |



**J. HEWITT, Agent**  
61 Front St. E., TORONTO.



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No. 9

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\* \* \* \*

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A line of quick sellers in turquoise blue trays and boxes to retail at 10c. and 15c. each.

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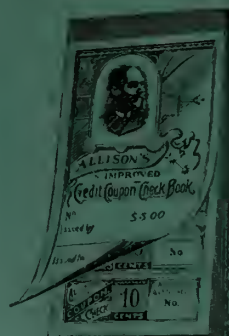
**BRITISH OFFICES:**

London, - - 42 Cannon St., E.C.

Specimen Copies Free on Application.

## 20th Century Account Keeping.

Don't think because your grandfather made money 50 years ago with old style keeping of accounts, YOU can do so. Times have changed, and if you would be successful you must watch your credits. Why use the old style pass book with your credit customers? Be modern. See here—



### If a Man Wants Credit

for \$10, give him a \$10 Allison Coupon Book, charge him with \$10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. **NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING.** There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

For Sale in  
Canada by

The Eby Blain Co., Limited, Toronto.  
C. O. Beauchemin & Fils, Montreal.

**ALLISON COUPON CO.,** Makers,  
Indianapolis, Indiana.

## Symington's

## "Edinburgh" Coffee Essence

Is the Purest and therefore Best and Cheapest!

Refuse imitations said to be "just as good" as Symington's, and recollect that the careful process by which Symington's Essence is made eliminates all unpleasant properties.

ANYONE CAN DRINK IT

**THOS. SYMINGTON & CO.,**  
EDINBURGH and LONDON

Agents, **W. B. Bayley & Co.,** Toronto



# High Quality

## for Thanksgiving!

---

### **"Griffin" Brand Dried Fruits**

The top notch of perfection is reached in the "Griffin" Brand of Dried Fruits—Seeded Raisins, Prunes, Dried Apricots, Peaches and Pears. The work of the most skilful cook in the world goes for naught without good materials. If you want to give your customers high quality for Thanksgiving cooking, give them the "Griffin" Brand *and be safe!*

### **Codou's White, Tender Macaroni**

Cheap brands of Macaroni masquerade under the name of "best." Codou's white, tender Macaroni is known by the company it keeps—it needs no eulogy from us. It is the highest quality there is or can be—nothing better can be produced. Made from Russian Wheat, because that is the only suitable Wheat to use in making Macaroni. "Highest quality for Thanksgiving."

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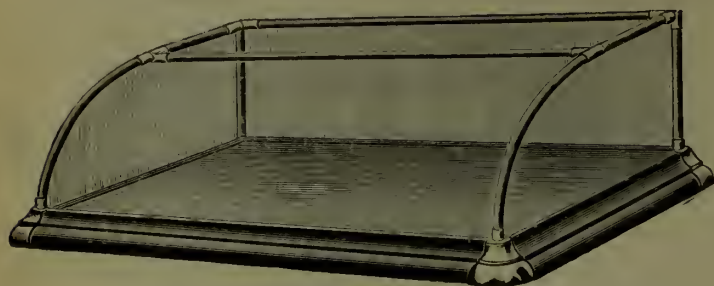
*Sold by Leading Wholesalers Everywhere.*

ARTHUR P. TIPPET & CO, AGTS,

8 Place Royale,  
Montreal.

23 Scott Street,  
Toronto.

# SPECIAL HOLIDAY OFFER.



Length, 3 ft.; Height, 13 in.; Depth, 2 ft.

**An Oval Front Show Case**, in Polished Oak or Cherry, three feet long, with solid nickel joints, sliding mirror doors and extra quality diamond glass throughout. This magnificent case, and an assortment of quick-selling Toilet Soaps for

**\$25.00.**

This offer means 56 per cent. profit for you.

To further advertise our popular lines of Toilet Soaps, we have made arrangements with a large show case manufacturer, whereby we are in position to make this astonishing offer. The assortment of toilets has been carefully made from our regular advertised lines, which are quick sellers and sure to please customers. The Show Case displays your goods to the best advantage, and creates a profitable trade in Toilet Soaps. This offer is for a limited time only, so, if interested, write to-day. Note that there are no lines over 10 cents—they are all quick sellers.

|                                          |   |   |   |                        |
|------------------------------------------|---|---|---|------------------------|
| Proceeds from selling Toilet Soaps       | - | - | - | \$27.20                |
| Value of Show Case                       | - | - | - | \$12 00                |
|                                          |   |   |   | <u>\$39.20</u>         |
| Our Special Net Price for a Limited Time | - |   |   | \$25 00                |
|                                          |   |   |   | <u>Your Net Profit</u> |
|                                          |   |   |   | \$14 20                |

WRITE US TO-DAY FOR FURTHER PARTICULARS.

**JOHN TAYLOR & CO.,**

77 Front Street East, **TORONTO**

Annual Sales  
Exceed  
33,000,000 lbs.



Grand Prix  
Highest Award,  
Paris 1900.

The extraordinary success of **CHOCOLAT-MENIER** all over the world, is rivaled by "**MENIER'S BREAKFAST COCOA.**" This Cocoa is absolutely pure. Sold this year for the first time in Canada and the United States, its sale is already enormous.

Ask your wholesaler for it. If he will not supply you, write to **HERDT & CO., 180 St. James Street, Montreal, Canada.**

**A GOOD MARGIN OF PROFIT FOR THE RETAILERS.**





## Men Who Think.

Again I say, men who think twice before they act are going to be permanent buyers in the Cigar Department of your store if you sell, or advise them to buy, my "Pharoah" 10-cent, my "Pebble" 5-cent, or any other of my various brands of Cigars.

I can help you make a better profit and give you Cigars of better quality than you have ever sold for 5 and 10 cents if you will only give me the opportunity I've been seeking, namely: to send you a trial order of a thousand or more at my own expense. Remember, the "men who think."

### Payne's Cigars.

J. BRUCE PAYNE, Mfr.,  
Granby, Que.

## "STERLING" BRAND PICKLES

They are made in Canada—of the best grown Canadian Vegetables in Canada's largest and best equipped pickle factory — by those who are experts in the manufacture of pickles and relishes. The grocer who is resolved on doing the best kind of trade keeps his stock of "Sterling" Brand Pickles well assorted at all times.

T. A. LYTLE & CO.

124-128 Richmond St. West

Toronto, Ont.

THE KIND THAT PLEASE.

## They Took The Hint.

It is quite evident that a in our advertisement last likely to advance very soon. been pouring in, surely they themselves upon their pur-

avail themselves, we are inclined to think it is not too late yet, as Oats are advancing steadily and we are kept busy issuing price lists.

goodly number took the hint week that Rolled Oats were By the way the orders have must now be congratulating chase! To those who didn't

## Tillson's Pan-Dried Oats

are enjoying the largest sale in Canada, because of their unrivalled and uniform quality. That's the best reason why our shipping facilities are taxed to the utmost.

THE TILLSON CO., Limited, Tilsonburg, Ont.

If you are interested in securing a line of goods that will prove exceptionally good sellers, profit-yielders and business-bringers, you will surely be interested in the

## Five Hundred Cases of Pure Fruit Syrups, put up in Fancy Decanters

that we have just received. We want to sell you a case or two of these goods—at this particular season they will sell like “hot cakes.” These syrups are of the very best and purest kind, and are delicious in every sense of the word. It will require little or no effort on the part of the merchant to dispose of such goods. Why, even if your customers do not require the syrup, they will buy for the sake of getting the pretty, tasty, neat decanters in which it is put up. Now, Mr. Grocer, the quantity of these goods is limited, the price is exceptionally low, and, as we want you to give them a trial, we would advise you to allow us to book your order at once—so just drop us a line before you turn to your next order of business and we will send full information as to prices, etc. The time to order is

**NOW**

from

**Henri Jonas & Co.**  
**MONTREAL**



# Why Don't You Call It "ROYAL RED ROSE" Hereafter ?

This is the suggestion offered by a bright advertising man when writing me a few days ago, concerning the fact that **RED ROSE TEA** was used by the Duke and Duchess of Cornwall and York.

The name doesn't matter—it's good tea people want—that is why so many people use it, and why it was selected for the use of the Royal Party.

## T. H. ESTABROOKS

Tea Importer and Blender,

ST. JOHN, N.B.

## IVORY GLOSS STARCH

is  
a  
—**S**ure selling starch  
a  
—**T**ime saving starch  
an  
—**A**ll perfect starch  
a  
—**N**eedful starch  
a  
—**D**esirable starch  
an  
—**A**ppreciated starch  
a  
—**R**ecommendable starch  
a  
—**D**ependable starch.

Manufactured by  
**The St. Lawrence Starch Co.**  
Limited,  
PORT CREDIT, ONT.



## FOR THE LADIES' SAKE

buy a good reliable line of Extracts. You cannot do better than sell

**"R. F." FOR 10c. AND "GOLDEN QUINTESSENCES" FOR 25c.**

The goods are always right and the profits also. We please the grocer and his most particular customers.

**ROBINSON MFG. CO.,**

**TORONTO.**

# Ask Your Wholesale Grocer

to send you a trial order of **"NEILSON'S Home-Made Mince Meat."** (Remember the name.) Sell it to your best customers and we know the repeat order will follow just as sure as daylight after darkness. Experiment.

2-lb., 5-lb. tins; 12-lb., 27-lb. pails; 65-lb. tubs.

Tel.—Park 294.

**WM. NEILSON, 60 Lynd Ave., TORONTO.**

ALWAYS BE PREPARED

to supply your customers with our

# TEA ROSE DRIPS



FANCY SYRUP.

The price is right, reasonable, and will be readily paid by those who desire a syrup that's really very delicious. It is decidedly the best and only kind for you to sell your customers. It is put up in very attractive tins. For sale by all wholesale dealers.

PUT UP BY

Imperial Maple Syrup Co., Limited

88 Grey Nun Street,

MONTREAL

GREECE'S CHOICEST PRODUCTIONS



Now in stock in cases and half-cases.

W. H. GILLARD &amp; CO., Wholesale Grocers, HAMILTON

THERE MAY BE OTHERS

But for quality, there is none so good as

# PATERSON'S CAMP COFFEE ESSENCE



Rose &amp; Laflamme

Agents

MONTREAL

Batty &amp; Co.

ESTABLISHED 1824

LONDON.



OLIVES  
AND  
PURE  
OLIVE  
OILS.



Makers of High-class

INDIAN  
CURRIES  
AND  
CHUTNIES.

PICKLES  
OF  
ALL KINDS.



SAUCES  
OF  
ALL KINDS.



# The Kind of Training Needed for Success in Business.

By C. C. GAINES.

THE problem before us is, what to do for the average American boy, —the boy who, in the near future, will begin life, whose "economic activity" will be business, and who would seek, through training, to become an able man of affairs. I want to help this boy. If I may, to become a better man; to enable him to render better service, and to inspire him to a higher view of the vocation to which he is called.

The bed rock on which to build a business man is character.

What is character? It is the work of many unseen influences; heredity is its seed; environment its soil, and will-force its secret. Character grows. It does not spring, like Minerva, full-panoplied; no, not even in those who are born again; but, "day by day, here a little, there a little, grows and strengthens for good or evil." Good intentions and good principles may both be unheeded, and go to atrophy and decay; or, they may grow into that superb discretion which gives masterly control of all wrong impulses, that splendid moral potency which neither temptation can weaken nor disaster destroy.

HABITS AND TASTES ARE CHILDREN OF CHOICE, NOT CHANCE.

Disraeli remarks: "The youth who does not look up will look down, and the spirit which does not soar is destined, perhaps, to grovel." The future holds blessings for the young man who goes into business with an ambition to deserve the respect and esteem of the wise and good, who appreciates the value of loyalty, purity, honesty, and truth, who carries an unstained shield. This man's future is safe. But the boy who believes that success depends on sharpness and chicanery—that ability to get the best of a bargain, no matter by what deception or meanness, is business—is sure, sooner or later, to discover that he is the victim of his own treachery. All experience goes to show that no enduring success in business can be achieved through dishonesty; and that no matter what the talents and energies, no matter how liberal, polished, and profound the education—these are of little value unless accompanied by personal integrity.

Says G. D. Boardman: "Sow and act, and you reap a habit; sow a habit, and you reap a character; sow a character, and you reap a destiny." "I find the greatest thing in this world," says Oliver Wendell Holmes, "is not so much where we stand, as in what direction we are moving." The finding is correct. You must keep struggling upward, if you would avoid sliding down hill.

It is for you to determine what your habits shall be; for you to say whether you shall rise when the time comes for leaving your bed; whether you shall be promptly in place at meals; whether you shall eat only wholesome food; whether you shall study, or hate, your books; whether you shall get an education, and be known as a cultured gentleman; whether you shall be polite and appreciative, or the opposite; whether you shall

work with energy and enthusiasm—"with a will"—or be lazy; whether you shall read the best books, or those which corrupt good taste; whether you shall select good companions and elevating associations, or those which are degrading; whether you shall speak kindly, truly, distinctly, and correctly, or roughly, profanely; and with foul words; whether you shall spend your leisure in exercise, reading, wholesome amusement, and recreation, or in loafing around the street corners and saloons, in card playing and telling filthy stories; whether you shall pay cash, or run into debt; whether you shall keep good hours, and preserve your physical health and vigor, or waste your energies in late hours and dissipation; whether or not you shall meet temptation, and master it; whether you shall smoke a cigarette, or never touch tobacco; whether you shall shun intemperance, as you would a contagious disease, or take the first drink; whether you shall purify your thoughts, or have a mind full of evil imaginings, unclean sights, and lascivious pictures; whether you shall be brave enough to set a good example, and to refuse to follow a bad example; whether you shall support the right, and be an aggressive force for good, or "be a clam." You may be what you will—what is good, or what is bad. But be careful. Your reputation, your position socially, your standing and success as a business man, your health of mind and body, your happiness, your character—your destiny—will all be determined finally and forever, by the habits you are now forming of thought, of speech, and of action.

How to work is the thing the boy most needs to know who has his way to make in the business world. "Labor omnia vincit," and no business man may expect to conquer without it. In my 20 years' experience as the principal of a business school, I have found only those young men impossible—I may even say hopeless—who could not be induced to work. The business men who succeed do so by unceasing application. Ask any man the secret, no matter in what activity, and he will answer: "It is toil, grit, endurance; not simply ambition, but sustained ambition; not only aspiration, but perspiration." "Whenever I hear a young man praised as giving unusual promise, as a man of genius," says Ruskin, "I always ask just one question, 'Does he work?'"

Of hardly less significance is concentration, or patient industry—the power of drudging, hour after hour, and day after day, until the work in hand, whatever it may be, is done. Be it sweeping the store (Andrew Carnegie and many other eminent business men attach great consequence to their "beginning at the bottom" thus), or extending and adding columns of figures, or planning a season's purchases, or writing advertisements, or selling goods—hand work or head work—the business man must be so trained that he is able and willing to do it, if need be.

EXPERIENCE IS STILL THE BEST LAMP TO LIGHT ONE'S PATH.

Ability, or the power of doing well the thing to be done, comes next. A success-

ful manager must take pride in his work, and be clearly master of every detail, small and great. The most satisfactory means of acquiring this mastery is by actual experience. To this end the merchant should have early contact with the business he is to follow; the younger he begins to trade, the more likely he is to love it. No man may expect to prosper who does not have a taste for his business, a genuine appetite for its most commonplace transactions. If these seem to him arduous, unpleasant, or trifling, he would better devote his energies to some other vocation. One cannot succeed eminently in what one despises. The late A. T. Stewart never lost his eagerness for his business, and is said to have taken as much pains, and as evident pleasure, in waiting on a customer during the latter part of his life, as when he began business. It should be added that his customers were never better pleased than when he served them, whether they knew who he was or not.

The merchant of 50 years ago believed that business could not be learned by educational process. The school which proposed to teach business was looked upon with suspicion. It advertised to do the impossible. The tricks of trade had to be taught in the shop or in the counting room, under a system of apprenticeship. The merchant received the boy into his family, and made him the trusted companion of his life and labors. It was the same, in that day, in all trades. But conditions are changed. The volume of business now transacted, and the methods in vogue in offices, stores and factories, make it impossible for the business man of to-day to afford time for the general training of his clerks and assistants. The shop is the place where training must be used, rather than sought. Thus, in many occupations, it has become necessary to substitute practical training in the schools for the teaching formerly given through experience.

## THE IMPORTANCE OF TECHNICAL TRAINING

Until very recently, our general scheme of education in America, except in proprietary business schools, made no provision for specialization in this direction. The same condition prevailed in England. On the Continent, especially in Austria, Germany, and France, public attention, for many years, has been wisely drawn to the importance of commercial education, and courses of instruction, admirably systematized, have been arranged for their higher schools. In the present keen struggle for trade, place, and positions, the work done by these schools has so clearly demonstrated its advantages to the commerce of the country, and to the students themselves, that educators, both in England and America, have been induced to provide adequate systems of training for pupils of all ages—for those who would begin as office boys and clerks at from 14 to 16, and for college and university men at from 20 to 25 who wish to be prepared for higher functions than merely clerical service or trading behind the counter generally entails.—Success.





**RISING SUN**  
STOVE POLISH and **SUN PASTE**  
STOVE POLISH

**IN CAKES**  
WELL KNOWN AND RELIABLE

**DURABLE AND ECONOMICAL**  
3000 TONS SOLD YEARLY

**SUN PASTE**  
STOVE POLISH

**IN TINS**  
GUARANTEED TO THE TRADE

DUSTLESS, LABOR SAVING,  
BEST IN THE WORLD.

Our packages are larger and more attractive in style than any others.

The quality of our goods is superior to anything else on the market.

**MORSE BROS., Proprietors, Canton, Mass.**

For sale by all Wholesale Grocers; also the McClary Mfg. Co., London, Montreal, Winnipeg, Vancouver and Toronto.

### DUTCH AND CANADIAN CHEESE.

By Dr. Hamilton Seymour.

THERE can be little doubt that cheese-making is coeval with bread. We have many references to cheese not only in the books of Homer, Euripides, and Aristotle, but in the sacred writings there are many allusions such as in I. Samuel, xvii., 18, where David is directed to take the cheeses to the captain of his brethren. It is only within recent years that cheese-making has become an art, and to such an extent has the trade developed that we now often find entire districts on the continents of Europe and America, and even in the Arabian deserts, devoted to the careful production of cheese.

In this short article I wish to confine my remarks to some Dutch and Canadian cheese which I recently had the privilege of examining at the well-known English warehouses of Messrs. Nalborough & Sons, Limited, Harwich, hoping at some other time to direct attention to their establishments at Hoorn, in Holland. The firm, as everyone in the trade knows, is a very old house with an extensive business as cheese merchants all over the country. I may convey a little information if I speak of the firm's Harwich premises, consisting of public and private offices, and large warehouses, one devoted to Goudas, and another to Edams. These large, lofty cheese warehouses are substantially built and well appointed. One was H.M. bonded warehouse, and the other in 1874 was fitted up in the best Dutch style with broad shelvings upon which the cheese is placed 6 to 8 inches apart, and kept in a healthy and uniform temperature as far as the season permits. The floors are concrete, and everything is scrupulously clean. In one warehouse as much as 50 tons of Goudas has been seen at a time, whilst the other is capable of holding 10,000 Edams. I find that the Goudas are cheese made of full cream and selected from dairy farms of established reputation and well known to the firm's buyers in the Bodegraven, Gouda, and Woerden markets, and unlike the factory cheese which has been made from milk that has been partly skimmed, while the Edams are selected from the choicest dairies pitched on Hoorn, Alkmaar, and Purmerend markets, and are absolutely the finest that money can buy.

If we were but alive to the value of

cheese as one of the articles of diet, we would eat more; I say one of the articles of diet, for in these days of epicureanism few are content to live on bread and cheese. Nor is it desirable, for we might say with Shakespeare "Why my cheese, my digestion," but if we consider it in its chemical composition, we find it very rich, richer than any other known food in nutritive elements, providing, as Dr. Edward Smith in his work on foods says, "We select a good specimen." I certainly think that good specimens of cheese are those of hairy-made Goudas and Edams imported by Messrs. Nalborough & Sons, for they are made of milk containing the whole cream, and we all know how wonderfully clean are the dairy farms of the Southern and Northern Netherlands.

There is another and different class of cheese to which I wish to direct attention in closing my notice, because Messrs. Nalborough & Sons are sole agents for Great Britain, namely, MacLaren's Imperial Cheese, which not only took the highest award for excellence at the World's Fair, Chicago, 1893, but carried off the gold medal at the Paris Exposition in 1900. I am very pleased, as a writer on food, to call attention to this luxurious cheese, for I know from visiting the Ontario districts where the dairy farms are, the breed of cows, the rich pasturage, and the manner of preparing this double-creamed cheese, that there is no better fancy cheese in the world. No wonder that it has recently found its way on to more than one Royal table, for it is pure and rich, pleasing alike to the eye, palate and stomach. All must agree with Mr. John Boyd Thacher that this was the only cheese that scored perfection (100 points), and whilst the present standard is kept up will beat any fancy cheese in the market.—The Age, London and Glasgow.

### NO "SLOUCH" OF A NATION.

The esteemed "Canadian Grocer" is jubilant because the Canadian cheese at the Pan-American Exhibition won the gold medal offered for the best exhibit. It does not detract from the satisfaction of "The Grocer" that at the Chicago World's Fair the Canadian cheese also won over all competitors. The Dominion is winning all the cheese prizes, and she is winning all the prizes for small yachts, and a country that can do either with Uncle Sam as a competitor is no slouch of a nation.—Merchants' Review, New York.

### KIN YEZ SWIM?

A learned man who knew so much it hurt him, once hired a boatman to row him across a wide river.

On the way across he began to interrogate the boatman:

"Friend, do you understand metaphysics?"

"Divil a bit," said the boatman, and kept on rowing.

"Then one-fourth of your life is lost Do you know rhetoric?"

"Not at all."

"Then half your life is lost. Have you ever studied mathematics?"

"No."

"Then three-fourths of your life is lost."

Just then the boat struck a snag and upset.

"Kin yez swim?" asked the boatman.

"Alas, no," replied the philosopher.

"Sure, thin, the whole av your life is lost."

A man may have plenty of experience, the very best of goods, and the necessary capital, and then be unsuccessful in business for the want of the right kind of advertising.

### HERE SINCE A.D. 1851.

When Mr. Eddy, the venerable match maker of Hull, was asked lately how long his matches had been on the market, he replied laconically, "Here since 1851." While 50 years is not a long time when one is speaking about the pyramids of Egypt or the gold mines of King Pharaoh, it is a long time in this country for one man's goods to be steadily on the market.

Eddy's new match factory, built at Hull last autumn to replace the one burned the April previous, now turns out from about 33,000,000 to 35,000,000 matches per day, and as all these are used in Canada, where the total resident and floating population is only about 6,000,000, it shows that Canadians appreciate a good article and use it without stint, for in order to use up the entire output of the Eddy factory at Hull, each adult must burn from six to eight matches daily.

The editorial chair of Pickles, a monthly publication issued by H. J. Heinz Co. Pittsburg, Pa., has been assumed by Beecher Ogden. Pickles is bright and has a good flavor, all of which it is likely to maintain.



# AN ENQUIRY

If you have one for **First-Class Japan Tea** buy our

## “R.T.S.”

We also have the celebrated “**KIJI**” and “**L.S.**” brands.

**LUCAS, STEELE & BRISTOL, Wholesale Grocers, Hamilton, Ontario**

## PERHAPS YOU'D BETTER NOT WAIT

but buy a little “**KINCORA**” Ceylon Tea now. The way the black tea market is advancing looks as if it would be good buying. The 25c. grade is only 18c., less 3 %, so your profit is a good one. May be we can't afford to continue selling at this figure. Give it a thought—and buy some.

**JOHN SLOAN & CO., - - TORONTO.**

# Don't Close Your Eyes

to **quality** or the world will seem full of cheap things.

**Excellence** our **Aim** in **Coffees.**

Our **MECCA** cannot be beaten.

Ground or whole  
from 2-lb. tins to bar-  
rels to suit everyone.

In spite of fierce opposition sales of this Coffee increase by leaps and bounds.  
We do no advertising to the consumer, we let the Coffee do that.

Command the respect of your customers by selling **A1 Coffee.**  
Command the best Coffee Trade by selling **MECCA.**

**JAMES TURNER & CO.,** Wholesale Grocers, **Hamilton**

# NEW GOODS NOW IN STORE

**Sockeye Salmon.** "Clover Leaf" and "Horse Shoe." (Talls.)

**Currants.** Cases and half-cases Fine Filatras and Amalias.

**Figs.** Eleme—4 Row, in 10-lb. Boxes.

**Raisins.** Arguimbau, Trenor, and Whiting—Selected and Fine Off-Stalk.

**Sultanas.** Brands Good and Fine.

**THOS. KINNEAR & CO., Wholesale Grocers,**  
49 Front Street East, TORONTO.

## BUSINESS CHANGES.

### DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

**M**ONTEITH BROS., grocers, London, Ont., have assigned, and a meeting of their creditors will be held on November 12.

Theo. Genest, grocer, Montreal, has compromised.

A. Pohquin & Co., grocers, Que., have assigned to V. E. Paradis.

John McGranahan, grocer, Margaretsville, N.S., is compromising.

P. Langlis, general merchant, Shawenag Falls, Que., has assigned.

Olof Olson, flour and feed dealer, Clinton, Ont., has assigned to D. L. McPherson.

J. A. Langlois, general merchant, Magog, Que., has assigned to Lamarche & Benoit.

J. Oulle, general merchant, Chicoutimi, Que., is offering to compromise at 50c. on the dollar.

Alphonse St. Rue, grocer, St. Donat, Que., is offering to compromise at 40c. on the dollar.

F. Cardinal & Co., general merchants, St. Stanislas, Que., have assigned to Lamarche & Benoit.

At a meeting of the creditors of The Maple Leaf Dairy Co., of Ottawa, Limited,

it was decided that the business was to be liquidated.

The creditors of A. R. Dionne & Co., general merchants, Millevaches, Que., are holding a meeting.

V. E. Paradis has been appointed curator of Nap. Garant, general merchant and miller, Capline River, Que.

A sheriff is in possession of the premises of Merritt Bros. & Co., the insolvent wholesale grocers, St. John, N.B.

James St. James, a Sault St. Marie butcher, has assigned to Frank H. Norris. His creditors will meet on November 7.

Thos. J. Videau, general merchant, Goderich, has assigned to Robert G. Reynolds. His creditors meet on November 7.

Vernon Matthews, grocer, Fredericton, N.B., has made an assignment to Sheriff Sterling, of that place, for the benefit of his creditors. His liabilities approximate \$2,000; his assets amount to about \$1,000, including book debts. Lack of capital is the reason given for his failure.

### PARTNERSHIPS FORMED AND DISSOLVED.

Hunting & St. Dizier, millers, Massawippi, Que., have dissolved.

J. M. Brunt, general merchant, Kerwood, Ont., has admitted Geo. Denning to partnership.

Clarke & Lory, grocers, Victoria, B.C., have dissolved.

Bright & Manson, general merchants, Mansonville, Que., have dissolved.

Bell & Jolland, general merchants, Enderby, B.C., are admitting E. R. Peel as a partner.

Kent & Humphrey, fruit dealers, Hamilton, Ont., have dissolved. F. Humphrey will continue the business.

### SALES MADE AND PENDING.

H. Sharman, baker, Yorkton, N.W.T., has sold out to M. B. Appleton.

T. W. Weeks, grocer, Woodstock, N.B., is selling out to Mrs. S. Sullivan.

Thomas Cook, a miller of Carville, Ont., is advertising his business for sale.

W. A. Gibson, grocer, Terminus, Ont., is closing up and removing to Sarnia.

John McLeod, a merchant of North Sydney, N.S., is offering his business for sale.

The assets of J. P. Cammins, general merchant, St. Prime, Que., will be sold on November 9.

The assets of B. Levesque, general merchant, Chicoutimi, Que., are to be sold on November 9.

The assets of E. Dickner, cheese and



## MacLaren's Imperial Cheese

AND

## MacLaren's Roquefort Cheese

in white opal jars, have each won for themselves a Gold Medal, the highest mark of distinction obtainable at the

### BUFFALO PAN-AMERICAN EXPOSITION.





# THE DAVIDSON & HAY, LIMITED

## IMPORTERS AND WHOLESALE GROCERS

### TORONTO - ONT.

butter manufacturer, St. Epiphane, Que., are to be sold on November 9.

H. C. Bailey, general merchant, Maple, Ont., is advertising his stove and tinware business for sale.

#### CHANGES.

T. T. Smith, baker, of Picton, Ont., has sold out.

Jane Bird, grocer, Fredericton, N.B., has sold out.

W. G. Speed, general merchant, Elfrida, Ont., has sold out.

The stock of J. R. House, baker, Mount Forest, has been sold.

Mrs. A. Lafrance succeeds E. H. Latour, confectioner, etc., Ottawa.

G. O. Shaver, grocer, Hamilton, Ont., has sold out to Wm. Durance.

E. E. Hilbourne, an Aylmer, Ont., grocer, has sold out to B. Tibbitts.

H. J. Miller, a Kingsville, Ont., grocer, has sold out to Frank Dunbar.

The assets of Albert Plante, grocer, Valfield, Que., have been sold.

Murdock Morrison, grocer, Sydney, N.S., succeeds Arch. McDougall in his business.

C. H. White, flour and feed merchant,

Aylmer, Ont., has sold out to E. E. Hilbourne.

Hampton & Co., general merchants, of Mount Forest, Ont., have sold out to R. Scott & Co.

Rosen Bros. have registered as general traders, Montreal.

George Graham, general merchant, Birnam, Ont., has left.

Wm. Fuller, grain dealer, Inwood, Ont., has sold out to John Thomas.

R. B. McMurray, confectioner, Inwood, Ont., has sold out to Norman W. Smith.

Alfred Trudel & Co., have registered as commission merchants, St. Prosper, Que.

Wm. D. Mace, saw and grist mill owner, Tamworth, Ont., has sold out to L. J. Squair.

L. Coutre and J. F. Moore have bought out the business of F. R. Darche, Sherbrooke, Que., and will continue his liquor and grocery business at the same old stand.

#### FIRES.

R. D. Maher, confectioner, Halifax, N.S., was burned out.

Fire destroyed the premises of Vooght Bros., merchants, North Sydney, N.S.

Herbert & Guertin, general merchants, St. Charles, Quebec, were burned out. The loss is partly covered by insurance.

#### DECEASED.

David Forfar, general merchant, Ellsmere, Ont., is dead.

Mary White, grocer, Rexton, N.B., is dead.

A. J. McDonald, grocer, Alexandria, Ont., is dead.

Robert Swan, Swan Bros., wholesale and retail grocers, King street east, Toronto, is dead.

#### OUTPUT OF BUTTER AND CHEESE.

The Ontario output of cheese last year was over \$13,000,000. This is a net increase of \$900,000 over the year before. Of this 89 per cent. is estimated to have gone directly into the pockets of the farmers and others who supplied the milk. Last year also shows an increase of 30 in the number of cheese factories over the year before, the number on January 1, 1901, being 1,203.

The number of creameries last year was 15 less than there were in operation the year before, being 308, and the output of creamery butter 72,000 lb. less, yet the sum realized for this product was \$1,746,000, as against \$1,632,000 in 1899.

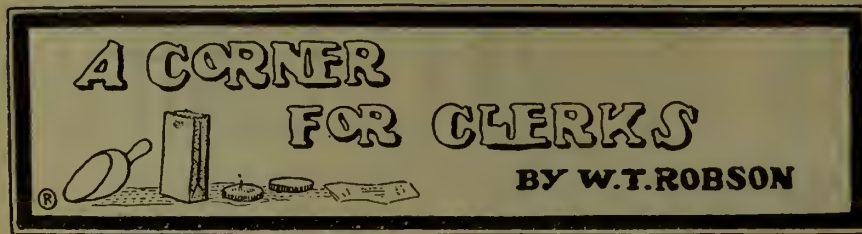
# Upton's

## Jams, Jellies and Marmalade



are the best value obtainable, and it will not take your customers long to discover it.

A. F. MacLAREN IMPERIAL CHEESE CO., Limited, 51 Colborne St., TORONTO.



#### WINDOWS AS AN INDEX TO CHARACTER OF CLERKS.

**A** COMMERCIAL traveller says: "You can tell what kind of clerks a grocer has by the appearance of the store windows. If they are dirty and ill-kept you can bank upon it the clerks do not amount to much. And if I were wanting a man to run my store I would never hire one from a place where the windows were not clean and well arranged, but would consider myself lucky if I could secure a man from a store that had a reputation for good windows, for I consider how the windows are kept as an index to the character of the clerks. Dirty, slovenly windows mean poor clerks every time, and clean, well arranged windows, will, as a rule, be found where the clerks are energetic and capable."

This is the way most people judge grocery clerks, and the ease of windows is undoubtedly one of the most important points in storekeeping. Yet, I think this is an unfair test of a clerk's ability and usefulness, because many merchants will not allow their clerks to take the time they should in order to properly clean and arrange the windows, particularly in the summer months, when they require so much attention. There is no excuse for unclean and unattractive windows at this season of the year, when new goods are constantly coming in, which by a very simple arrangement can be made to look well and it will pay you (even though it necessitated you working a few minutes overtime) to have the windows of your store well trimmed, otherwise people will think you are careless, even though they may not be candid enough to say so and an impression of this kind will be equally hurtful to you and the business.

#### MAKING CLERKS' MEETINGS INTERESTING

"H. R. H." writes: "Knowing you are interested in the welfare of clerks and clerks' associations, I venture to suggest that it might be helpful to all concerned to mention in your 'Corner' how useful it is for clerks in a city, especially, to know one another, to understand each other, and have some general idea of what is in store for us in the future. Where is the best place and how can we best exchange ideas are questions which ought to be asked by every clerk in this city. We want our association meetings, which are held on the second Tuesday of every month at 8.30 p.m. in the I.O.F. Temple Building to be helpful to all. We who have been in the habit of attending have had delightful times, for we frequently have good music and games to give plenty of variety to our meetings. There is no reason to my mind why we should not have two to three hundred clerks every meeting night to hear addresses and discuss matters of mutual interest."

A few weeks ago mention was made of the work being done by the Toronto Clerks' Association. I trust the clerks

will attend in large numbers and profitable meetings will be held throughout the coming winter.

#### CUPID HITS A CLERK.

Cupid, that sly little rascal, has been at work, and one of his victims is a well-known grocery clerk. One of his co-workers thus describes the symptoms and progress of this affair of the heart. First, the young lady would give this clerk the preference to serve her. Then, he began to observe more time than ordinarily required was needed to wait upon this particular customer. After a short time, the clerk regards it as his duty to deliver personally small parcels at a certain house; and this necessitated considerable time and preparation on his part. Now he has asked for 10 days or two weeks' holidays, and our friend supposes a presentation, appropriate remarks, etc., are what his fellow clerks are supposed to fill in.

Certainly, on an occasion like the above, do the proper thing for such ceremonies are all for the good of the trade.

In England they evidently have strange ideas on the question, judging from the following notice which a Liverpool firm of retail grocers recently sent to all their clerks and managers:—

#### MATRIMONY—A WARNING.

We fear that some of our assistants are entering into marriage contracts without realizing the trouble they are getting themselves into. It is a most serious step for any man to take, and especially so for one who hopes to be his own master some day.

His first object should be to save at least £200; after that enough to furnish a cottage—as when marriage is entered into before these two objects are attained there is absolutely no hope of saving, as the whole earnings must go for housekeeping, etc.

We ourselves have set our face against any man marrying before he is a manager, and, indeed, we do not even then approve of it except he has money saved; and so strongly do we feel this that we shall not in future retain young men who marry without our consent.

We earnestly trust that our young men will lay this matter to heart, and act upon our advice.

Of all the foolish remarks I have ever read I think the silly and arbitrary tone of this notice, comes first. If every grocery clerk here has to wait until he has \$1,000 and enough more to furnish a cottage, there will be but few marriages in this country. I feel unable to deal with this subject and invite the opinion of others more experienced, including our lady housekeepers.

#### THE SIZE OF EGGS.

"N.R." writes: "There has been a great deal of complaint about the size of the eggs we are getting to sell these days. If it is the fault of the hens then nothing further can be done, but I believe there is too much sorting over done by commission houses and other centres where the larger eggs are picked out to be shipped to England, where they are sold by weight, and anything will do for our home market. If it's fairer to sell eggs

by weight then let us have it so, and my impression is that eggs, beets, turnips, carrots, parsnips, onions, potatoes, apples, tomatoes and possibly all other fruits and vegetables should be both bought and sold by weight, for it is the fairest way for all. A peddler sold one of my customers a bag of potatoes for 10c. less than I quoted. She thought it looked rather small so she had her son take it down to the corner store and have it weighed, when she found out the bag only tipped 74 lb., so she really lost by buying from him. And if I mistake not the court decided not very long ago it is not compulsory to put 90 lb. to a bag of potatoes. Surely we must have some rule to go by for it is just as essential as having to give 16 ounces to the pound."

In reply to my correspondent's first part of his letter, "The Egg Question": I agree with him that the sorting is frequently done in commission houses, and I have known some farmers who have been mean enough to select the large eggs for their own use and sell the smaller to the storekeeper, for anything in size appears to go in this market. It will be remedied only when eggs are sold by weight. The same rule applies to the fruits and vegetables you have mentioned. It is very unjust to measure turnips or parsnips, because they do not pack in a measure and the only fair way to sell them is by weight. This applies with almost equal force to all the vegetables you have named. It is always a pleasure to me when customers get nipped when buying from peddlers. That is one class of competition I do not like, and I would have been just as well pleased if all the potatoes sold by peddlers only weighed 71 lb. to the bag. I was always under the impression a legal bag of potatoes should weigh 90 lb., and always sold them at that weight. I must ask our legal adviser on this point. Perhaps, I have been giving too many potatoes.

#### PEANUT VENDERS.

"S. M. C." inquires where he can get an automatic peanut vender. I do not know any made in Canada. The Paul E. Berger Manufacturing Co., 395 Dearborn street, Chicago, Ill., make them and doubtless would be glad to give you information.

#### ADVERTISING SPECIALTIES AT LOW PRICES.

"F. E. F." writes: Do you believe in the modern way of doing business, i.e., advertising specialties at a low price as a bait for business?

No, sir; customers are sure to find out the hook, and if you cut the price on some lines you must make it up on others or fail. Every merchant is entitled to a fair, reasonable just profit, and this selling of certain lines of goods below cost may be the modern business method, but unless compelled to do so, do not start it, for it is this practice that has made it so hard to do a fair, square legitimate business nowadays. The trade is getting demoralized by grocers offering baits in prices on different lines and everything is getting so cut that it makes it hard for a merchant to secure profit enough to give him a decent living.

It is very easy to get prices down, but it is mighty hard to get them up again, so as to give you a fair margin for your work and investment. The public were never keen to thank a merchant for giving away his profits. This should be remembered.



# ORDERS "OZO" Continue to increase FOR . . . every day—



*Certainly* very encouraging to us—*certainly* demonstrates the fact that our teas are steadily gaining in popularity with the tea-drinking public. It has always been, and always will be, our policy to offer the trade the very best quality of teas obtainable. Our prices, too, are exceptionally reasonable, and allow the dealer a good margin of profit. There is no better way to impress your individuality upon your customers than through the medium of selling high-class teas like

**"OZO" "OZO" "OZO"**

|                                | Wholesale. | Retail. |
|--------------------------------|------------|---------|
| "OZO" Ceylon in ½ and 1's..... | 20c.       | 25c.    |
| "OZO" Ceylon in ½ and 1's..... | 22c.       | 30c.    |
| "OZO" Ceylon in ½ and 1's..... | 25c.       | 35c.    |
| "OZO" Ceylon in ½ and 1's..... | 29c.       | 40c.    |
| "OZO" Ceylon in ½ and 1's..... | 33c.       | 50c.    |
| "OZO" Japan in 1's only.....   | 20c.       | 25c.    |
| "OZO" Japan in ½'s only.....   | 29c.       | 40c.    |

**THE "OZO" CO., Limited, - - Montreal.**

## Per SS. Bellona

due to arrive in Montreal this week, a full line of Dried Fruits and Nuts, comprising:

- 100 Bales Sicily Filberts.
- 100 Bags Tarragona Almonds, soft shell.
- 200 Boxes Bevan's Shelled Almonds.
- 500 Boxes 3-crown Malaga Loose Muscatels, 50-lbs.
- 2,000 Boxes and ¼-Boxes Bevan's Table Raisins.

All fresh goods, just in time for your Xmas Trade.

ORDER AT ONCE.

WE ARE SELLERS.

# L. CHAPUT, FILS & CIE.

Wholesale Grocers,  
Tea, Coffee and Spice Importers.

**MONTREAL.**

## TRADE IN COUNTRIES OTHER THAN OUR OWN.

### CANNED TOMATOES IN THE UNITED STATES.

**T**OMATOES are already scarce everywhere, and we have a lesson this winter as to the popular demand for this modern vegetable, as it may well be called. They are now quoted as in request at \$1 to \$1.05 per dozen for standard No. 3. In spite of the fact that we have ordinary reasons for expecting the commercial conditions of the country to be very quiet between this and Christmas, first, from the imminence of the election season; and later, from the influence of the holiday season, we nevertheless believe that the opening of the year 1902 will find No. 3 standard tomatoes quoted at \$1.25 a dozen. This will mean an advance of the retail price of about 15c. a can, and will naturally result in a rapid clearing out of all cheaper grades, including tomato soups and soup material. What the effect on the opening market of next year will be is difficult to conjecture, but it is certain that almost the entire calculable crop of tomatoes will be sold as futures, and it will put The Tomato Packers' Association to their trumps to handle the situation wisely and well as to price. It will also almost force a unity of the different tomato packers' associations—something that is needed.—The Trade, Baltimore.

Prospects for the Japan rice harvest are excellent, returns showing the condition to be one-tenth better than the average.

It is said that within the past two weeks London has bought in New York about 3,000 packages Congou at 8 @ 8½c. in bond.

### CALIFORNIAN ORANGE SHIPMENTS.

The orange and lemon shipments to the east from Southern California last season aggregated 22,500 cars. It is expected that the shipments this season will not fall short of 26,000 cars. The orange crop of Northern California, also, promises to largely exceed that of last year.

### CURRENTS STRONGER IN NEW YORK.

The New York Journal of Commerce of November 1, said: "More firmness was noted to-day in the spot market for currants, holders showing strength under an active inquiry and concentration of stocks. Values were reported at the close to-day very steady at 5½c., showing an advance during the last week or 10 days of fully ¼c. In fine Amalias in barrels fully 15-16ths. of the total stock here is said to be held by the one house. Outside holders generally report being closely cleaned up, and at least one house has refused business on the 5½c. basis. The demand has been active, and it is said

some orders to-day for interior account were turned down at 5½c. in a large way. There is also noted a good inquiry for cleaned, with cleaners quoting 6½c. for cartons inside. It is stated that some goods have been purchased to come by way of Rotterdam on the basis of 1½s. 3d. for Amalia grade, owing to the delay in the arrival in Greece in the Abbagia. This vessel should have begun her voyage to this side several days ago, but at last report was disabled in a Mediterranean port still some distance from her destination in Greece. The probabilities are now that she will not load and arrive here before December, if then. In the meanwhile the ideas of holders of goods on the way here ex-Guildhall have stiffened up considerably, and nothing is now offered below 5½c., with one holder of a small lot asking up to 5¾c. for fine Amalias."

### COAST PRUNES EASY.

Commenting on the Coast prune outlook, a private letter says: "Notwithstanding the early promise of a good export outlet for Californian prunes there has been a very disappointing demand, and holders are beginning to wonder what is going to become of the crop. Already the competition from Oregon is being felt, and it looks as though growers there were prepared to meet the views of buyers in all quarters. From the east the apathy of buyers is distracting. There seems to be no desire to purchase for prospective requirements, everybody being satisfied to fill orders as they come in. The demand from the central west has been more encouraging, but the tendency to lower values shown among holders here has affected buyers, and no one now wants to load up until the future course is certain. The influence of the holdover from last year is felt seriously. It is figured up to 30,000,000 lb., but may be more than that. The new crop won't be less than 50,000,000 lb. The estimated production in Oregon and the Northwest is around 30,000,000 lb., and on the low basis offered seems to be more attractive to buyers."

### SULTANA RAISINS IN LONDON.

The demand for all kinds of Sultanas is large and increasing. There is now a wide range of qualities and prices, and, while common fruit is now relatively cheap, all fine parcels command high prices. The Smyrna crop is now fairly well fixed at about 25,000 tons, of which 7,000 tons are estimated to be remaining in the country of production, leaving the large proportion of 18,000 as already shipped to countries where it is consumed. The London share of these shipments up to the middle of the month is

only 190,000 boxes against 288,000 boxes, and 391,000 boxes up to the corresponding date in 1900 and 1899 respectively. Greek Sultanas, which are both bold and fine, supplement admirably the short supply of fine Smyrna fruit.—Produce Markets' Review.

### SITUATION IN CURRANTS.

With the better selection now in stock, trade in currants has assumed full October proportions. The excellent quality of Provincial fruit has, perhaps, caused an unusual demand for this growth as compared with more expensive fruit, but trade in the latter has been of sufficient volume to prevent any accumulation of stocks. From a retailer's point of view, perhaps the feature of most interest is the remarkable quality of fruit obtainable from 20 to 25s., and it is to be hoped that every opportunity will be taken to bring this improved state of things before the consumer in order, as far as possible, to reinstate the article in public favor after the disastrous experience of last year. In spite of the disinclination of Greek shippers to send their fruit on consignment to consuming markets on the same scale as in former years, the demand from all countries has been so heavy that more than half the crop has already been shipped, while the stocks in consuming countries are everywhere small. With this position in view, it is not surprising that holders in Greece are still disinclined to consign their remaining stocks to the various markets, preferring to sell on f.o.b. or c.i.f. terms, and there can be little doubt that, if this policy is continued, scarcity of spot stocks will cause fluctuations in an upward direction. During the recent times of scarcity in various grades, the Greek merchants have acted very wisely in not attempting to exact prices which, on the arrival of further supplies, would have proved to be fictitious and injurious to the trade.—Produce Markets' Review, October 26.

### CANNED SALMON HIGHER IN LONDON.

Large quantities of salmon have again changed hands, and valuations for the medium grades are rather firmer, while the better qualities are in good request at 6d. to 1s. per case advance. The present tempting prices have not only increased the home consumption, but larger quantities have been shipped for export during the past month than for any other corresponding month during the year, and when it is taken into account that the present time is generally looked upon as one of the quietest periods for this article, the result is most encouraging. It is to be hoped in the interest of all connected with the trade that quotations will keep somewhere near their present basis, which should help salmon considerably to regain the confidence of the trade, which it has, to a large extent, lost during the past season.—Produce Markets' Review, October 26.



CURRENTS,  
DATES,  
FIGS,  
NUTS,

QUALITY GUARANTEED.

PRICES RIGHT.

PEELS,  
PRUNES,  
RAISINS.

THE **EBY, BLAIN CO.,** LIMITED

WHOLESALE GROCERS AND IMPORTERS.

**TORONTO.**

SOLE OWNERS FOR CANADA OF THE FAMOUS "KIN-HEE" COFFEE AND QUICK COFFEE POT.



#### CAUTION REGARDING FRUIT CLEANERS.

Editor CANADIAN GROCER.—We understand that some person from the United States is calling upon the wholesale trade and offering to sell them fruit cleaning machines similar to the "Cyclone" fruit cleaner, of which we are the sole patentees and manufacturers in Canada, and sell to the trade. The "Cyclone" fruit cleaner is admitted to be the best fruit cleaning machine in the market, and selling one of the United States makes, or any other make than our own manufacture, is a direct infringement of the Canadian patent, and naturally we will take steps to protect same.

We feel it our duty to caution the trade against any misrepresentation of this nature, and thus save their time and money, for not only would the seller but also the buyer lay himself open to damages or to have the machine destroyed for infringing upon a patent granted by the Crown.

Hoping you will find space for this letter in your valuable paper,

We are, yours obediently,

NICHOLSON & BROCK.

Toronto, November 6, 1901.

#### TO TEST THE TRADING-STAMP LAW

The Attorney General of Ontario has submitted a case to the Court of Appeal for consideration and decision in regard to the status of trading-stamp companies. Under a provision of the Municipal Amendment Act of 1901 of the Legislature the councils of cities, towns and villages are empowered to pass by-laws prohibiting the sale or any transactions in trading stamps by any individual, firm or company, provided always

that no such by-law shall apply to any merchant or manufacturer who issues coupons or tickets which he himself redeems in money or merchandise. It is objected that the Act may be construed to give power to municipalities to pass by-laws prohibiting the Dominion Trading Stamp Company, Limited, or other companies of the same nature from doing business, and the Court of Appeal is asked to declare whether the legislation was within the powers of the Ontario Assembly.

#### HINTS TO BUYERS.

Contributors are requested to send news only not puffs of goods they handle, or the arrival of standard goods that everyone has in stock, or that they are offering goods at close figures, or that they have had an unusually large sale this season.

John Sloan & Co. are still sellers of 1900 selected raisins.

The "Eureka" brand of vinegar is sold by L. Chaput, Fils & Cie.

H. P. Eckardt & Co. have Batger's cut peels in 1-lb. packages in stock.

Horehound candy sticks or drops may be had from Lucas, Steele & Bristol.

A large consignment of Eleme figs arrived this week for H. P. Eckardt & Co.

John Sloan & Co. report that they have some bargains in Indian and Ceylon teas.

A carload of Williams Bros. & Co., Limited, make of jam, pickles, catsups and mustard has just been received by L. Chaput, Fils & Cie, Montreal.

Tomato catsup in glass pints and quarts is offered by Lucas, Steele & Bristol at low figures.

L. Chaput, Fils & Cie, Montreal, have been delivering Halloween dates since November 2—have a good supply on hand now, and two or three carloads to arrive in December.

The New England Fish Co. may possibly ship frozen salmon from the Fraser river to New York and other points in the Eastern States.

#### PERSONAL MENTION.

Mr. F. R. Lalor, of the F. R. Lalor Canning Co., Limited, Dunnville, Ont., was in Toronto on Tuesday.

Mr. J. H. Milman, representing H. P. Eckardt & Co., Toronto, has just returned from a successful business trip to the Pacific Coast.

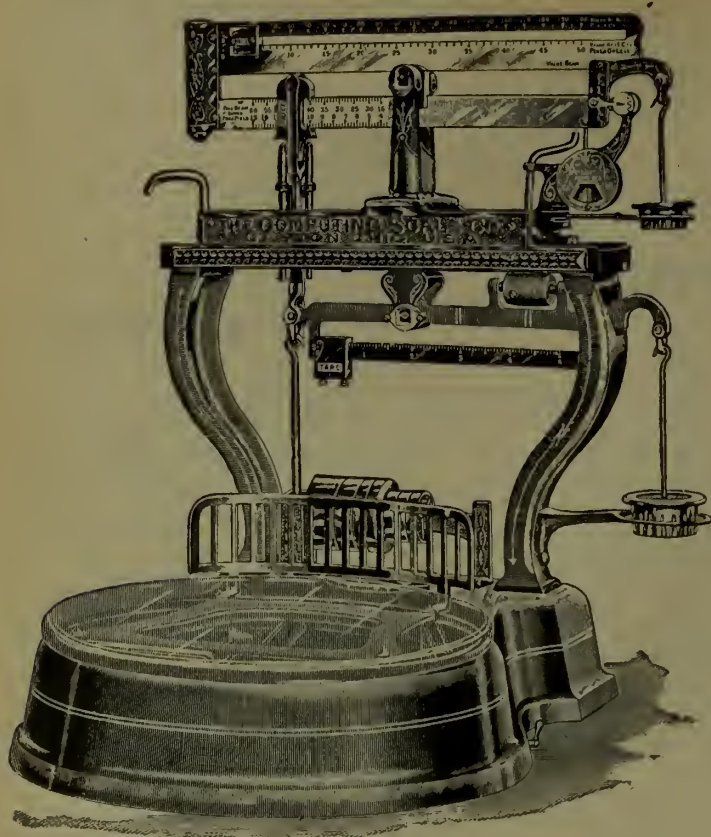
Mr. W. L. Watt has returned from a successful business trip through the Province, in the interest of the Enterprise Renovator Co.

Mr. Wm Dobie, manager of the E. W. Gillett Co., has just returned to Toronto, after visiting the principal points between here and San Francisco, returning via Victoria, Vancouver and Winnipeg.

#### THE MAKING OF CITRON.

The making of candied peel, or what we call citron, is a complicated process. A correspondent in Italy of The Table in London gives an account of a visit to a factory devoted to this industry. The fruit from which the finished product is made is like a large lemon, 8 or 10 lb. in weight. It grows in groves in Corsica and Calabria upon trees about 6 ft. in height. The first process is to cut the fruit in halves and take out the cores, which are discarded. The peel is then sealed in barrels of salt water for two or three weeks. It is then withdrawn and soaked for 21 days in a succession of syrups, beginning with 8 parts of sugar to 20 of water until the final one contains 20 parts of sugar to 1 of water.

The fruit thus treated is then cooked in a number of large caldrons, where it simmers for 24 hours. When cool, it is skimmed, cooked again with fresh syrup, cooled and cooked a third time. While still hot it is packed in wooden boxes, in which it is sold by wholesale. The peel thus treated will keep for 10 years, although the fresher it is the better. The slightly bitter flavor of preserved citron is caused by the soaking in salt water. Two hundred people are employed in the factory. The women receive 18c. a day.



## Don't You Do It?

Can't you make up your mind this Fall to close that sale with us for one of our Money-Weight Scales? Business was never better, and when you are doing lots of business, that is the time you most need a system to help you out. Our **Money-Weight System** is a Mechanical Auditor on every weighed article of merchandise leaving your counter. We sell it on easy monthly payments.

### The Computing Scale Company DAYTON, OHIO.

Money-Weight Scale Co., No. 47 State St., Chicago, Ill.

E. F. Meeker, No. 52 Franklin St., New York, N. Y.

J. B. Poirier, Dist. Agent, No. 1662 Notre Dame Street, Montreal, Que., Canada.

L. A. Davidson, Dist. Agent, No. 104 King St. West, Toronto, Ont., Canada.

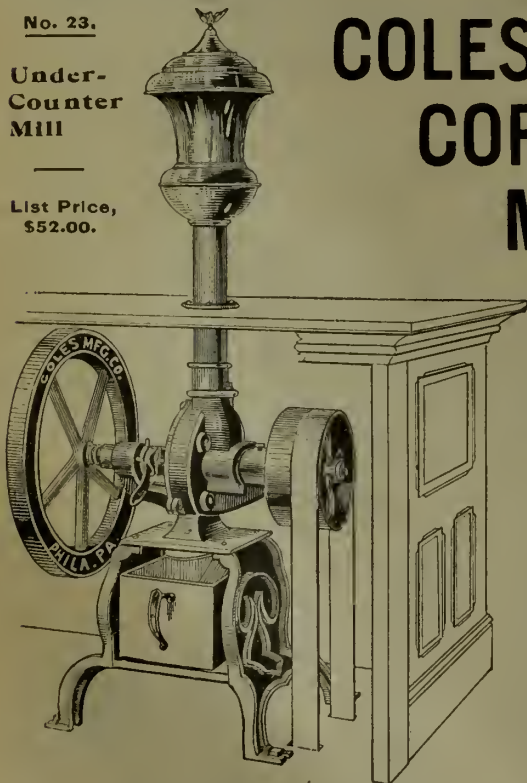
White & Ecclestone Dist. Selling Agents, Vancouver, B. C.

No. 23.

Under-Counter Mill

List Price, \$52.00.

## COLES COFFEE MILLS



None better for Granulating or Pulverizing.

Our mills will Pulverize without heating Coffee.

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders.

A GREAT LABOR-SAVER.

Our Grinders wear longest.

Agents { TODHUNTER, MITCHELL & CO., Toronto.  
DEARBORN & CO., St. John, N.B.  
FORBES BROS., Montreal.  
GORMAN, ECKERT & CO., London, Ont.

COLES MANUFACTURING CO., PHILADELPHIA, PENN'A.

## Rowntree's

### Chocolates and Pastilles

The "Court Circular" says of the Chocolates:

"Unexcelled for purity, delicacy of flavor, and daintiness. They compete with, if not surpass, the finest French chocolates made."

"Grocery" says:

"One thing in which Messrs. Rowntree & Co. excel is undoubtedly their Gums. The secret lies in the quality of the Gum, the excellence of the flavoring, and the carefulness in manufacturing."

Two excellent lines of confections made by the manufacturers of

Elect Cocoa and Elect Lemonade.

Agents for Canada:

For Quebec, Ontario and the Maritime Provinces: MR. CHAS. GYDE, 20 St Francois Xavier St., MONTREAL.

For Manitoba, Northwest Territories and British Columbia: THE HUDSON'S BAY CO., WINNIPEG.





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THEIR ADVERTISEMENT IN THIS PAPER

### HOG-RAISING IN QUEBEC.

**A**N earnest attempt is to be made by Professor Robertson, the Commissioner of Agriculture and Dairying, to promote the raising of hogs in the Province of Quebec. Although the Province offers every facility for this agricultural industry, the farming population have not taken it up extensively as yet, and last year only 75,000 hogs came into Montreal. All through this summer the scarcity has been irremovable, although the highest prices were paid. At the present moment live hogs are so scarce that Canadian pork is virtually unobtainable on the Montreal market and Montreal packed pure lard is worth 20 to 30c. a pail more than the Ontario goods. There is no doubt that the chief difficulty which Quebec pork-packers must meet in their attempt to increase their export trade in bacon, hams and pork is the inability to get a supply of live hogs. Consequently, Professor Robertson's attempt to induce the farmers to go into the business more extensively is as well taken as it is timely.

A campaign of education is to be begun

by holding a series of meetings in the Province of Quebec during the coming autumn and winter. Mr. F. W. Hodson, live stock commissioner, has in hand the matter of arranging for a number of speakers who have been most successful in attending such meetings in the Province of Ontario.

Doubtless there are many farmers who could add the business of raising hogs to their general farming with much profit to themselves. As the dairy industry, particularly the manufacture of butter, has increased in the Province, it is desirable that the raising of hogs should grow with that. The marvellous growth of the bacon business in Denmark has been closely identified with the increase in the butter trade. A little skimmed and buttermilk mixed with grains are foods well suited for making fine bacon in an economical way. Due attention will be given to the idea of raising hogs weighing from 160 to 200 pounds live weight, which bring the highest prices and the most profit to the producer.

This step on the part of the Government has been taken after solicitation on the part of some of the leading packers. The Laing Packing and Provision Co. alone will require some 5,000 hogs per week to keep their new works running when completed.

### A CAUSE FOR THANKFULNESS.

With the near approach of Thanksgiving Day, and our heartfelt national appreciation of the wonderful progressive condition of our country, we are drawn into a warmer touch of sympathy and feeling toward our Canadian cousins, through the utterances of King Edward VII.

His Majesty, with that kindly friendship he has always exhibited towards the United States, has appointed Thanksgiving Day celebration of the Dominion of Canada to fall on the same date as in this country.

With a true feeling of thankfulness, why should we not give more consideration towards the expansion of our trade with Canada, through special treaties, and a reciprocity that would be an absolute future safeguard? Ten years ago the exports from this country to Canada were valued at \$28,000,000, while last year they increased to \$10,000,000. An import duty is imposed on nearly every article imported from Canada, while it is estimated that 30 per cent. of our manufactures are admitted to Canada free. The Canadian market is well worth our cultivation, for the people have tastes in common with us, and our manufactures will naturally go to supply their needs.—Robert Mitchell Floyd in The Trade Press List.

King Edward has practically no more to do with the proclamation of Thanksgiving Day in Canada than has the President of the United States. It is the work entirely of our own Government. But we thoroughly appreciate the sentiments expressed by The

Trade Press List toward this country. It is only to be regretted that such sentiments are not more common in the land of the Stars and Stripes—and in the Dominion too.

### THE INDISPENSABLE MAN.

**T**HE indispensable man is a myth. There never was such a thing and there never will be in commerce, in the State or in the Church. The man to fill the gap may not be in sight, but he is not far from any one of us at any time. He who thinks he is indispensable is dangerously near the place where he may some day be rudely awakened to the fact that his room is preferable to his company.

Success, in a recent issue, said that some of the most successful business men in the United States make it a rule to dispense with the services of any man in their employ, no matter how important his position may be, so soon as he comes to regard himself as indispensable.

This may seem harsh, and even unbusinesslike; but, if we look into it, we shall find that there is wisdom in this practice. Experience proves that, the moment a man looks upon himself as absolutely necessary, he usually ceases to exercise to the fullest extent the faculties which have helped him to rise to that indispensable point. He becomes arrogant and dictatorial, and his influence in an organization is bound to be more or less demoralizing. Many concerns have been seriously embarrassed by the conduct of managers, superintendents, or heads of departments, after they had reached positions where they thought no one else could take their places.

This undue appreciation of one's own importance is as disastrous in its results as utter lack of self esteem. It is really evidence of a narrow mind, and ignorance of general conditions; for a man who is up to the times, thoroughly posted in regard to the world-wide trend of the twentieth century, will realize that there are very few people in the world, no matter what their talents or ability, who cannot be replaced. It is a very rare character, indeed, that is imperatively necessary, and the man who actually reaches this point does not brag of it, nor act as if he considered himself indispensable.



## EXPORTING CANNED TOMATOES.

THE strength which characterizes the canned tomatoes in the United States seems likely to exert quite an influence on the Canadian market this season.

We have already referred on two occasions during the past few weeks to the fact that some good-sized quantities of ripe tomatoes had been shipped to the United States from points in Ontario. Business in this respect has not, however, been confined to the ripe article, for the demand has extended to canned tomatoes, and some lots have already been exported.

THE CANADIAN GROCER learns that the syndicate last week exported 10,000 cases of tomatoes in one block alone to the United States. And besides this, some of the packers are exporting small lots of canned vegetables and fruits to Europe.

The situation in canned vegetables is at present more satisfactory than it has been for some time. Although the carry over of tomatoes from last season was larger than usual, owing to the big pack of 1900, the quantity put up this year is only moderate as far as we can learn. The demand on United States account is, of course, only abnormal, but it is bound to exercise its influence on the Canadian market this season. Quite a business is also looked for from Manitoba, the Northwest Territories and British Columbia. But the fact must not be overlooked that the consumption will to some extent be regulated by the price. The experience of the past season in reference to currants is a concrete example of the influence of price on consumption. Not for a great many years was the crop as small or the price as high, yet there were currants enough to go round, simply because the high price enormously curtailed the consumption.

The canned tomato trade in the United States is rather quieter than it was, but prices are still firm and quotations at Baltimore on November 1, according to The Trade of that city, were as follows: No. 3 standard, \$1.02½ to \$1.10; No. 3 seconds, 97½ to \$1; No. 2 standards, 80 to 82½c.

Our advice to dealers in Canada is to keep their stocks well assorted, but to avoid speculative buying.

As far as the export trade in canned vegetables is concerned, we can scarcely expect to do any other than a small business with the United States except during seasons like the present. But with Great Britain it is different. Just as the future of the canned vegetable industry in this country depends upon the development of the export trade, so the export trade depends largely on the British market. It is gratifying to know that some of the packers, realizing this, are making an effort to push their goods there. If they persevere and consistently put up first-class goods, we have no fear of the ultimate results. At present the export trade in canned vegetables is small indeed, but it is growing, as will be gathered from a glance at the following table of the exports during the last six years:

|           |          |
|-----------|----------|
| 1896..... | \$ 3,207 |
| 1897..... | 10,899   |
| 1898..... | 10,340   |
| 1899..... | 19,934   |
| 1900..... | 18,101   |
| 1901..... | 43,527   |

If the proportionate increase could be maintained during the next few years, our export trade in canned vegetables would ultimately be of some value. The countries to which our canned vegetables were exported last year were as follows:

|                           |          |
|---------------------------|----------|
| Great Britain .....       | \$32,586 |
| United States .....       | 3,795    |
| British West Indies ..... | 6,206    |
| Other Countries.....      | 940      |
|                           | \$43,527 |

The number of the packers in Canada who are jealous of the quality of the goods they put up is increasing, but there are all too many who either do not know how to put up choice goods, or knowing, will not do so, for there is quite a quantity of inferior tomatoes on the market again this season. We have this from undoubted authorities. Should, therefore, any low-priced goods be offered it will be well for the trade to be assured of their quality before buying.

## THE TURNIP MARKET WEAK.

The demand for turnips, either from local consumers or from consumers in the United States, is not yet very great. The producers are anxious to sell off their surplus products, but as the dealers have no facili-

ties for their storage, either here or on the other side, they will not be able to buy until the demand sets in, which will not be until the weather becomes colder, and that will not be probably for a month.

## AN IMPORTANT DECISION.

AN important judgment, affecting all of our large Canadian exporters of eggs, was rendered at Ottawa last Saturday morning by Mr. Justice Burbidge, in his decision on the case of Wm. Meldrum & Co., Montreal, vs. D. D. Wilson & Co., Seaforth. Mr. Meldrum was really conducting the case on behalf of an organization of egg-packers, including, besides himself, D. Gunn Bros. & Co., Toronto; Dundas & Flavelle Bros., Lindsay; John Walker, Chatham; The Loynachan-Scriver Co., Limited, Montreal; Gunn, Langlois & Co., Montreal, and Rutherford & Marshall, Toronto.

The coalition have won and the public is now at liberty to use the glycerine process which has done so much for Canadian eggs during the past few years.

This "glycerine process" was patented by D. D. Wilson & Co. in 1900, and, on the strength of his patent, Mr. Wilson was proceeding to take action against others who were using it, to force them to pay a royalty. The different members of the organization we have just spoken of were threatened with injunctions, and a suit was entered into against John Walker, of Chatham. This was offset by the action of Wm. Meldrum & Co. to annul the patent on the ground of priority of usage. In the trial, which was held at Toronto in June, Mr. Meldrum swore to having employed the process as far back as 1894, and he produced English witnesses to prove he had sold glycerined eggs to them in 1896. On the ground that the process was in general use, and that it demanded no exercise of the inventive faculties, he regarded the patent as useless. The judge has upheld his view.

The real secret of the process is the employment of a solution of hydrochloric acid to remove from pickled eggs the deposit of carbonate of lime that forms upon them while being preserved in a pickle of lime water.



## THE LATE ROBERT SWAN.

**D**EATH on Sunday morning last took from the grocery trade of Toronto one of its best-known members in the person of Robert Swan, of the firm of Swan Bros. In fact, it is no exaggeration to say that there is no one in the grocery trade of Toronto who was so well known. His personality was great. He was a man of striking appearance; but it was his largeness of heart, his genial disposition, and his beneficence that created for him a circle of friends whose number far exceeded that which it is the fortune of most men to possess. He is gone, and one is reminded of the saying: "We shall not see his like again."

Deceased was a native of Longformaeus, Berwickshire, Scotland. He came to Toronto in 1853, and for nearly 40 years he was associated with his brother, Mr. Henry Swan, in carrying on the business of which he was an active partner up to the time of his fatal illness.

Besides being so well-known in the grocery trade, he had a wide circle of friends and acquaintances in benevolent and church organizations. Among the offices held by him were the presidency of the Caledonian Society for two years, a place on the Charitable Board of St. Andrew's Society for 16 years, and on the board of the Working Boys' Home. He was a member of Rehoboam Lodge A. F. & A. M., of the Board of Trade, and of the Sons of Scotland. In religion, he was a Presbyterian, and worshipped at Deer Park church.

Many were the tributes to his memory that were to be heard when the announcement of his death was made. But I think none of them were more fitting than that of a very old farmer who had known the deceased for a great many years. "Ah," said he to me, "he was a very fine man. I am sorry indeed to hear of his death. You know he wasn't like most men. When he came round to buy your butter and it was not as good in quality as it ought to be, he wouldn't tell you it was bad; but in the kindest way possible he would tell you that he didn't think he would take it just then. And then, better still, he would never say an unkind word about anybody. What he always seemed to try and pick out was a man's good qualities, not his bad. I wish more of us were like him."

At his funeral on Tuesday one gathered an idea from the number and class of men who had turned out to pay the last tribute of respect to his memory how well he was known and esteemed. Most of the wholesale grocery houses were represented. Retail grocers were there in large numbers. And not a few brokers. And this was not all, for among the throng was to be seen, it seemed to me,

men from nearly every line of business in the city. The members of the various benevolent and other societies of which he was a member were present in large numbers. The farmers who had dealt with Swan Bros., some of them for many years, showed by their presence that they had not forgotten Robert Swan. I saw one farmer who had come from away up in North Ontario. "Yes," said he, "I felt I must come down to pay my last tribute of respect to Robert. I have known him since I was 10 years old, when my father brought me for the first time to Toronto. Since then I have seen him at least half a dozen times a year. He came up to our place when father was buried and now I am here to pay my last tribute of respect to him."

The remains were interred in Mount Pleasant Cemetery.

The floral tributes were beautiful and numerous. Among those who sent them



The Late Robert Swan.

were: The employes and ex-employes of Swan Bros.; Rehoboam Lodge, A. F. and A. M.; James Swan, William Ince, William Ince, jun., James Ince, Mr. and Mrs. Charles Murray, Mr. and Mrs. James Mackenzie, Mr. Fullerton, Miss Parsons, Thomas Kinnear, Mrs. W. H. Cawthra, Mrs. E. S. Cox and daughter, Mr. Coulson, Mr. and Mrs. David Walker, Mrs. W. H. Beattie, Mr. and Mrs. Fred. Jarvis, Mr. and Mrs. J. K. Fiske, Col. and Mrs. Pellatt, Mr. Rennie, Mrs. H. H. Fudger, Mrs. H. D. Warren, Mr. and Mrs. W. P. Bull, St. Andrew's Society, the Caledonian Society, Hon. S. H. Blake, Mrs. Moss, Miss Meakins, of Hamilton, and the brothers and sisters of deceased.

The cause of death was pneumonia, and his illness was only of a week's duration.

## JAPAN TEA ONE CENT HIGHER.

The Japan mail just to hand says: "Market here is 1c. higher on all grades, with little or no tea offering and a fair current demand."

## SUGAR BEET AGITATION 50 YEARS AGO.

**A** NUMBER of meetings have been held in Galt, Ont., and vicinity recently in regard to the establishment of beet-sugar factories there. By an article which appeared in The Toronto Globe of November 2, reprinted from The Globe of November 1, 1851, we are reminded that meetings with a similar object in view were held there 50 years ago. The article which appeared in The Globe of November 1, 1851, read as follows:

DR. NAPHEGYI ON BEET SUGAR.

"Dr. Naphegyi, having been requested by the Council of Galt to deliver a lecture on the cultivation of sugar beet, in order to bring before the minds of the farmers attending the annual fair the benefits that the country would derive from the manufacture of beet sugar, addressed a large audience in the town hall, among whom were many of the principal farmers of Dumfries and neighboring townships. \* \* \* The doctor called the attention of his audience to the sugar beet—a specimen of which, weighing 25 pounds, he exhibited—which, from experience, he asserted, could be raised with profit in Canada. He was well acquainted with the kinds of soil in which the sugar beet flourishes best in France, Belgium, Germany, Hungary, and the United States, and he said that with the exception, perhaps, of the State of Kentucky, there is not in any one of these countries a soil better adapted for raising that vegetable than that of Dumfries. The manufacture of sugar from the beet had been tried in Kentucky, and yielded a return of 8 per cent. on the capital invested. In Canada we have a high duty on sugar from abroad, so that if a profit of 8 per cent. can be made in Kentucky, 38 per cent. can be made in Canada. Fifteen tons from the acre he considered a small crop, and had no doubt but 25 or 30 could be raised with ordinary care and attention. He would give \$3 a ton for as many as could be brought to his factory in Paris. True, parties from a distance could not afford to carry them far for that price, but it requires a comparatively small tract of land to raise a large quantity of beets, so that a large number of sugar factories would have to be established and thus bring a market near every farmer's door. The culture of the beet did not tend much to impoverish the soil, and it left the land in a better state for raising wheat. The doctor concluded by making the following proposal to the farmers in the neighborhood of Galt:—If any number of farmers agree to raise among them 200 acres of the sugar beet he will supply them with seed, establish a sugar factory in Galt, and purchase these beets at the rate of \$3 a ton, delivered at his factory. This proposal was received with a good deal of satisfaction, many of the farmers expressing their willingness to give the beetroot a trial.

"A vote of thanks to Dr. Naphegyi for his able and instructive address was moved by James Cowan, Esq., seconded by A. Shade, Esq."

“Some dealers have eyes, but they see not—”

ears, but they are deaf to the commotion that is going on about the death blows that Japan Teas are receiving at the hands of their young rival, **“SALADA”** Uncolored Green. Some day, in the early future, a rude awakening will be experienced and they will then wonder how it all came about.

“A postal inquiry will result in further information on the same subject.”

Address, **“Salada,”** Toronto or Montreal.

## LILY WHITE GLOSS STARCH

—o IS PACKED IN o—

Handsome 1-lb. Packets.

Beautiful 6-lb. Tins or Trunks.

100-lb. Kegs—Extra Large Crystals.

Strongest, Whitest and Purest.

The Brantford Starch Works, Limited,  BRANTFORD, ONT.

## “York” Bon-Bons and Chocolates

In fancy boxes, to retail at **25c.** each.



**THE CANADA BISCUIT COMPANY, *L<sup>imited</sup>***

Office Phone: Main 3624.  
Warehouse Phone: Main 3676.

King and Bathurst Streets, TORONTO



# MARKETS AND MARKET NOTES

## INFORMATION FOR BUYERS.

If any reader wishes to know where any article can be purchased in Canada or abroad, a letter to the Editor will probably place him in communication with the seller.

## ONTARIO MARKETS.

TORONTO, November 7, 1901.

### GROCERIES.

THERE is perhaps not as much activity around the wholesale warehouses as there was a week ago. This is due to the fact that most of the deliveries of canned salmon and canned fruits and vegetables have been made. The foreign dried fruits by the first direct steamer are now practically also in the hands of the retail trade. Taking it on the whole a fair business is being done. There is a steady tone in regard to canned vegetables, and a fair sorting-up trade is reported at unchanged prices. Canned salmon is still going out well. Coffees are quiet and prices outside are rather easier. Syrups and molasses are in a moderate demand only. In sympathy with the market in the United States the price of all grades of sugar has been reduced 10c. per 100 lb. There is still very little business being done in sugar. Rice and tapioca are meeting with a steady demand. The tea market rules firm for practically all descriptions, but business locally is not active. Currants are meeting with a fair demand, but there is not much being done in raisins. Quite a fair trade is being done in prunes. One of the most active lines just now in foreign fruits is mat figs, which are in active request. Dates are quiet.

### CANNED GOODS.

There is practically no change in the canned goods situation. Canned vegetables are meeting with a fair sorting-up demand at unchanged prices. As the season advances the idea obtains that tomatoes are gaining in strength, on account of the lightness of the pack. It is the general opinion that at to-day's prices tomatoes are good property. The ruling quotations on tomatoes are 85 to 87½c.; 82½ to 85c. for peas, and 80c. up for corn. There is a small sorting-up demand for canned fruits, particularly for peaches and strawberries. Business in canned meats is seasonably

dull. In canned lobsters, business is confined to small sorting-up orders. The demand for canned salmon is keeping up well, and for this time of the year appears to be a little better than usual. With retailers selling at two tins for 25c., the consumptive demand for sockeye salmon is large. Canned salmon is slightly dearer in England. Northern sockeye we quote \$1.25 to \$1.30 and Fraser River sockeye at \$1.42½ for 5-case lots and over and \$1.45 for less quantities. Cohoes run from \$1.05 to \$1.15, according to quality. Pink salmon, 95 to \$1 a doz.

### COFFEE.

The outside markets are slightly easier at the time of writing both on this side of the Atlantic and in Europe. Locally the demand has fallen off slightly for green Rio coffee, and very little demand is so far being experienced for mild descriptions. Quotations locally are unchanged. We quote

See pages 35 and 36 for  
Toronto, Montreal, and St.  
John prices current.

as follows: No. 7 green Rios, 8c. per lb.; No. 6, 8¼c.; No. 5, 8½c.; No. 4, 8¾c.; No. 3, 9 to 10c.

### SYRUPS AND MOLASSES.

Business continues to show slight improvement, but the movement is not yet heavy. Ruling prices at which syrups are selling are 40 to 35c. per gallon, and for New Orleans molasses 25 to 28, and for Barbadoes, 36 to 39c.

### SPICES.

Spices continue on the whole in a good position. Advices state that if the reported shortage in cloves is confirmed prices will certainly go higher. Both ginger and pepper continue firm. The demand on retail account for seasonable spices is fairly good.

### RICE AND TAPIOCA.

In both these lines the demand is steady and prices unchanged. We quote: B rice, 3¼ to 3½c.; Japan, 5½ to 6c.; tapioca, 4¼ to 4½c. per lb.

### SUGAR.

The feature of the local market since our last review is a reduction by all the refineries of 10c. per 100 lb. in the price of all refined sugars. As the Acadia refinery had

previously made a reduction of 10c. in granulated, the total decline in that concern's description of granulated is 20c. within two weeks. The basis of granulated sugar is now \$4.20 per 100 lb. f.o.b. Montreal for Redpath and St. Lawrence sugar and \$4.05 for Acadia. The latest reduction in price is due to a similar decline by two of the refineries in the United States, namely, the Arbuckle and Howell. The Trust, however, while it has not officially changed its prices, is understood to be doing so quietly, and it is expected it will finally announce that its figures are the same as those quoted by the other refineries. At the prices which the Arbuckle's and Howell's are quoting the difference between centrifugals and granulated is 94c., the lowest for several months. The demand for refined sugar in the United States has been fairly good, especially for the soft grades which are rather scarce. The raw market in Europe is rather firmer both for beet and cane sugar. In the New York market raws are also steady, and although the receipts have been large there has been no pressure to sell. The receipts last week were 35,094 tons, and the meltings 30,000 tons.

### CANDIED PEELS.

The demand is a little better than it was. We quote: Lemon, 10 to 12½c.; orange, 11 to 13c.; citron, 15 to 18c. per lb.

### TEAS.

The position of the tea market continues strong as far as prices are concerned. This applies particularly to Indian and Ceylon descriptions. The representatives of some of the houses here have been notified to withdraw former quotations and demand higher prices. The demand for Indian and Ceylon teas is not brisk, however. The little inquiry that there is is chiefly for the fine liquoring descriptions which, as we pointed out in previous issues, are scarce. There have been some transactions in low-grade descriptions, but they do not amount to very much. Private advices received here from India estimate that the crop will be shorter than the figures previously given, namely, 14,000,000 lb. Everything points to a strong market. It is also estimated, of course, as previously pointed out, that there will be quite a shortage in the Ceylon crop. China black teas, it is estimated, will be about 20,000,000 lb. less than last year. Russia, which



is a large buyer of China black teas, is already increasing her purchases in Indian and Ceylon descriptions. This is, of course, tending to strengthen the market. Japan teas continue to rule firm, although the market is now practically closed. There is some inquiry locally, for China green teas, particularly sifted and points, which are both very scarce.

#### FOREIGN DRIED FRUITS.

**CURRENTS**—Quite a fair trade has been done during the past week in spot goods, and a large number of orders have been placed for the fruit due by later steamer. Prices in Greece are about 3d. lower, according to a recent cable, but this slight change has had no effect upon the local market. The ruling quotations are as follows for spot goods: Fine Filiatras, 6 to 6½c.; Patras, 6¾ to 7½c.; Vostizzas, 8 to 8½c. For future delivery 5¼ to 6c. is being quoted for fine Filiatras and 6 to 6½c. for Patras.

**VALENCIA RAISINS**—The outside market continues strong locally, but there is not much being done. Spot goods are being quoted at 5½ to 6c. for fine off-stalk, and 6½ to 7c. for selected. For delivery late in the present month as low as 5¾ to 6¼c. is being quoted for selected raisins. A cable from Denia says a further advance in prices is expected.

**FIGS**—The demand for figs is quite brisk, particularly for mats, which are selling in large quantities at 3¼ to 3½c. Naturals are being offered to the retail trade at 3 to 3¼c. Eleme figs are meeting with a fair request at from 9 to 15c., according to quality and brand. It is estimated that the sales of tapnet figs by Toronto houses so far this season amount to about 1,200,000 lb.

**PRUNES**—The demand for prunes is good for this time of the year. We quote new Californian prunes: 100 110's, 5c.; 90 100's, 5½ to 6¼c.; 80 90's, 6½ to 7c.; 70-80's, 6¾ to 7¼c.; 60 70's, 7½ to 8c.; 50 60's, 8 to 8½c.; 40 50's, 8¾ to 10c. French, 100's, 3½ to 4c.

**DATES**—There was quite a lot of old dates sold recently. Consequently the demand for new dates is limited at present. New fruit is quoted at 4½ to 5c. for Hal-lowees, and 4¼ to 4½c. for Sairs.

**SULTANA RAISINS**—There is only a little business being done, and prices range from 9 to 12c. per lb.

**CALIFORNIAN EVAPORATED FRUITS**—There is not much being done and prices continue to rule high, particularly for apricots. We quote in 25 lb. boxes as follows: Apricots, 13 to 16c. per lb.; peaches, 11 to 13c.

#### GREEN FRUITS.

The supply of apples is fully equal to the demand this week, as they are not moving quite so fast. The quality of the receipts has improved, most of the windfalls having been got rid of. Canadian cranberries, for extra good quality, bring \$7 in some cases. Tomatoes are about done. Quinces are scarce and have advanced 10c. per basket. Bananas are higher, but Californian lemons are lower in price, owing to the dealers receiving shipments direct. We quote pears, 30 to 40c. per basket, and \$2.50 to \$3.50 per bbl.; tomatoes, 30 to 40c. per basket; peppers, 25 to 50c.; grapes in 10-lb. baskets, 20 to 30c.; quinces, 40 to 50c. per basket. Apples are all the way from \$3.50

to \$4.50 per bbl., according to quality; bananas, \$2 for firsts, and 80c. to \$1 for eight hands. Malaga grapes are scarce, at \$6 to \$7. Malaga lemons are selling at \$4 per box, and Californian lemons at \$4 to \$4.50 per box. Jamaica oranges are \$5 per bbl., or \$3.50 to \$4 per box. Cape Cod cranberries, \$8 to \$9 per bbl., and \$2.75 to \$3 per case; Ontario cranberries, \$5 to \$7 per bbl. Pineapples are scarce. Price is the same as last week, \$3 50 per case.

#### COUNTRY PRODUCE.

**EGGS**—The supply of eggs is not so good this week as last, and the receipts continue to drop off. The prices have advanced 1c. all around, and are firm with probably an upward tendency. Good new-laid eggs bring as high as 19c. per doz. Fresh-gathered bring from 17 to 18c. Cold-stored are worth from 16 to 17c.

**BEANS**—The trade in beans is quiet, the prices remaining unchanged. Choice hand-picked pea beans are worth \$1.70 to \$1.75, and unpicked, \$1.50 to \$1.60.

**HONEY**—The demand for honey is normal, but the supply is not so good. Clover honey is now being held firm at 10c., while honey in the comb has advanced. We quote: Clover, 10c.; in combs, \$2 to \$3 per doz.

**DRIED APPLES**—Dried apples are still quiet. The market is rather dull, and evaporated are 1½c. lower. Evaporated apples bring 8c. for carlots and 8½c. for cases; dried apples, 6c. Jobbers would probably get about 6½ to 7c.

**POTATOES**—The receipts of potatoes are large this week, and there is a better quality on the market. The price is somewhat lower in tendency this week. Good potatoes sell as low as 50c. on the track, and bring about 60 to 70c. per bag. Some are sold as low as 55c., however.

#### VEGETABLES.

Lettuce has advanced to 40c. per doz. bunches and is firm at that price. The tomato season is over. Citrons, pumpkins and squashes are scarce. We quote as follows: Carrots, parsnips and beets, 20c. per peck; turnips, 15 to 20c. per peck; lettuce, 30 to 40c. per doz.; radishes, 30 to 40c.; watercress, mint and parsley, 20c.; cauliflower, 75 to \$1.50 per doz.; celery, 40 to 60c.; red cabbage, No. 1, 5 to 10c. cabbage, 25 to 40c.; pickling onions, 35 to 40c. per peck; dry onions, \$1 per bush.; potatoes, 50 to 70c. per bag; egg plant, 30 to 35c. per basket; Hubbard squash, 15 to 30c. each; vegetable marrow, 5 to 15c. each; pumpkins, 10 to 25c. each; citrons, 5 to 10c. each.

#### BUTTER AND CHEESE.

**BUTTER**—The receipts of butter are large, but a good deal is of inferior quality. The price has declined 1c. in some instances. Choice rolls are now only bringing 17c. in most cases. The large proportion of the tubs that are coming in sell at about 12c. per lb. and are suitable for bakers only. Extra choice prints of dairy butter bring 18c., choice rolls, from 15 to 17c. per lb., choice butter in tubs, 15 to 16c.; medium tubs vary from 12 to 14c. Creamery prints are in good demand, and sell at 20 to 21c.; creamery solids, 19 to 20c.

**CHEESE**—Cheese is weaker and prices are ¼c. per lb. lower. The supply on hand is sufficient to meet local demands. Quotations are 9¼ to 9¾c.

#### POULTRY AND GAME.

**DRESSED POULTRY**—The receipts are not so heavy this week as last. The weather this week is favorable and the receipts ought to be larger. Prices are firm. Turkeys are ½c. per lb. higher and are firm. We quote as follows: Chickens, 30 to 50c. per pair; ducks, 40 to 75c. per pair; geese, 6c. per lb.; turkeys, 9c.

**LIVE POULTRY**—The receipts of live poultry this week are large. The Canadian Produce Co., 36 and 38 Esplanade east, Toronto, will pay until further notice for spring chickens, not less than two lb. each, 6c. per lb. For ducklings, 5c. per lb. For hens (including last year's birds) 3c. per lb. These prices are for live weight on arrival. Crates shipped free and express paid up to 50c. per 100 lb. of chickens.

**GAME**—The receipts of game have fallen off during the past week. However, the weather is favorable and the receipts should be considerably increased. The market is firmer. We quote: Teal and butterballs, 25 to 30c.; bluebills, 40 to 50c.; pintails and redheads, 50 to 60c.; black ducks, 75 to 85c. per brace; canvas-back and mallards, \$1.

#### FISH.

With the colder weather the demand for both prepared and smoked fish is steadily improving. Oysters are scarcer now and the demand has improved. There is no change in prices. Ciscoes are still weak and sales in this line are being pushed at lowest prices. Finnan haddies are ½c. lower. We now quote as follows: Fresh fish—Codfish, 6 to 8c.; whitefish, 7 to 7½c.; trout, 7c.; halibut, 14c.; sea salmon, 13 to 15c.; haddock, 6c.; herring, 5c.; perch, 4c.; British Columbian salmon, 20c. Smoked fish—Ciscoes, 75c. to \$1; finnan haddie, 6½ to 7c.; Digby herring, 75 to 80c. per bundle. Prepared fish—Dried cod, in 112-lb. bundles, \$4.75 per cwt.; flitched cod, \$5 to \$5.25; boneless cod, in bricks, 4½ to 5½c. per lb.; steak cod, 6½c. per lb.; shredded cod (2 doz. in box), \$1.80 per box; boneless fish, loose, in 25-lb. boxes, 4 to 4½c., and in 5-lb. boxes, 5c. per lb. Oysters—No change in prices. Standards are firm at \$3.75 per small pail or \$1.50 per Imperial gallon; selects, \$2 per Imperial gallon.

#### GRAIN, FLOUR AND BREAKFAST FOODS.

**GRAIN**—Owing to scarcity of cars the receipts of Manitoba hard have fallen off and the price has advanced. Manitoba hard is now quoted at 83c. grinding in transit, or 81c. Toronto and West. Millers are paying 66c. for red and white Ontario wheat; the demand for red and white is brisker. Oats are 1c. higher. Barley and peas have an upward tendency. We quote: White and red wheat, 62 to 70½c. goose, 64 to 64½c.; oats, new, 40 to 41c.; rye, 53c.; barley, 50 to 59½c.; peas, 70 to 71½c.

**FLOUR**—Manitoba bakers' and Ontario patents are 5c. lower, but prices are firm with a tendency to advance. Straight roller is 25c. higher. We quote as follows: Ontario patents, in bags, \$3.45 to \$3.55; Hungarian patents, \$4; Manitoba bakers', \$3.70; straight roller, \$3.25 per bag in Toronto.



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Merchants.Fruit Importers  
and Exporters.Canadian Apples  
a Specialty.

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Quote us if you have anything to offer.  
Ask for our prices when requiring fruit.

25 and 27 Church St., TORONTO, Can.

Long Distance 'Phone Main 645.  
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IN CAR LOTS.

If open to buy or sell, wire

**R. W. HANNAH**

Board of Trade, - TORONTO

To  
**GROCCERS**  
IN SMALL TOWNS.If you trade  
any of your  
goods to the  
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duce, you can  
get **CASH** for  
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TORONTO.Butter Cheese  
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Highest Prices. Prompt Returns.**The Wm. Ryan Co.,**  
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27 William St., MONTREAL, QUE.The  
**DAWSON** Commission  
Co., LimitedFRUIT, PRODUCE AND  
COMMISSION MERCHANTS.Cor. Market and  
Colborne Streets.

TORONTO

**BREAKFAST FOODS**—There is a great demand for eatmeal and rolled oats from the Lower Provinces, and the price thereof has advanced 30c. for rolled oats and 40c. for oatmeal. Note the advance of 20c. in split peas. Oatmeal in carlots on track here, \$4.60; and standard and rolled oats in carlots on track here, \$4.50; in bbls., 15c. more; broken lots are 25c. per bbl. extra; rolled wheat, \$2.30 in 100-lb. bbls.; cornmeal, \$3.60; split peas, \$4.50; pot barley, \$4.50.

**HIDES, SKINS AND WOOL.**

There is a steady demand, and prices are firm. Note the rise in sheepskins. This rise is due more to the increased size and better quality of the sheepskins offered than to a falling off in the supplies. The season for deerskins is just opening. There have been no receipts in this line however. The price offered for green deerskins is 12½c. Wool is quiet.

**HIDES**—We quote: No. 1, green, 8c.; No. 2 green, 7c.; No. 1 green, steers, 8½c.; No. 2 green, steers, 7½c.; cured, 8¼c. to 8¾c.

**SKINS**—We quote: No. 1 calfskins, 9c.; and No. 2, 7c.; deacons (dairies) 55 to 60c. each; sheepskins, 60 to 65c.

**WOOL**—We quote: Fleece, 13c., and unwashed, 8c.

**SEEDS.**

There has been a very free offering of red clover during the past week. Prices are unchanged. We quote as follows: \$4.25 to \$4.75. Alsike is scarcer at \$6 to \$7. Owing to their scarcity, little more than the above prices are paid for extra fine lots. On the other hand, there are a good many samples of inferior and low-grade clover, which have to be bought considerably below the lowest of the above prices. Timothy ranges in value from \$2 to \$2.25 for choice machinery-threshed seed, but only small occasional samples are shown.

**MARKET NOTES.**

Currants are slightly easier in Greece.

The price of canary seed is tending upward.

All grades of refined sugar are 10c. lower than a week ago.

The tomato season is about over, only a few baskets being now on the market.

The receipts of poultry and game this week are not so large as last, in spite of the colder weather.

Strictly new-laid eggs are at a premium and command the highest prices going, one lot selling yesterday for 20½c. per dozen.

Owing to the producers holding their butter for higher prices, which never came, there are on the market large quantities of this product, the greater portion of which is of inferior quality.

The demand for oatmeal and rolled oats is brisk from Quebec and the Maritime Provinces, owing to the shortage of the oat crop there. Prices have advanced here and are likely to remain firm.

The local demand for apples is good, and there are large quantities being put away for home consumption, the present prices in England not being high enough to enable the dealers to place apples on the market there to sell at a sufficient margin of profit.

The following Brands manufactured by

**The AMERICAN TOBACCO CO.**

OF CANADA, Limited.

Are sold by all the Leading Wholesale Houses

**CUT TOBACCO****OLD CHUM.****SEAL OF NORTH CAROLINA****OLD GOLD****CIGARETTES****RICHMOND STRAIGHT CUT.****SWEET CAPORAL.****ATHLETE.****DERBY****GU'S GELATINE** Always  
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**Foreign Shippers**If you want to offer your goods in  
**WINNIPEG, CANADA.** we will be  
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Winnipeg Fruit Merchants.

**THE RUBLEE FRUIT CO.**  
LIMITED.IMPORTERS OF FOREIGN AND DOMESTIC  
GREEN AND DRIED FRUITS, NUTS, Etc.

151 Bannatyne St.,

WINNIPEG, MAN.

12th St.,

BRANDON, MAN.

## QUEBEC MARKETS.

Montreal, November 7, 1901.

## GROCERIES.

THE different establishments appear to be crushed with fall business.

Retailers at water points are ordering their fall supplies freely, while inland grocers are hurrying forward their fall requirements before the imposition of winter freight rates. The feature of the market continues to be the falling in raw sugar quotations. During the week there has been a further drop of 2d. Montreal refiners are down 10c., while Acadian sugar has also dropped the same amount, remaining 15c. below Montreal prices. Teas are firm both for blacks and green, and wholesalers report that they are doing twice the business this fall that they did last year. In canned goods there is nothing new to report, because there is little new business being done. In rice the feature is an advance in Patna rice that we have anticipated for some time. At present the primary Valencia raisin market is only about 6d. above the lowest point. Currants have been fluctuating lately, principally on account of variations in exchange rates. The lard and pork market is easy, although supplies are still extremely scarce; Chicago pork has dropped a dollar on the week and Canadian pure lard is down 10c. per cask. New figs are now in stock.

## SUGAR.

The foreign sugar markets continue to evince that record breaking depression of the past two months. The London quotation has dropped another 2d. this week, being now quoted at 7s. 2½d. There seems to be no bottom to the market and refiners cease to express surprise at the course of events. Values have gone so low, however, that a reaction will not come unexpectedly, but the time for that has not arrived yet. In sympathy with the drop in Acadian sugar last week, Montreal refiners marked prices down 10 cents per 100 lb., but the Acadian refinery followed with another drop of 10 cents on the plea that they had stocks to clear out. At present Acadian sugar is 15 cents per 100 lb. below Montreal refined. Local prices are \$4.20 for granulated and \$3.35 to \$4.10 for yellows, as to grade, per 100 lb. City 5c. extra.

## TEAS.

The retail trade has concluded that it is about time to buy tea, in view of the rising market, and this week wholesalers report an active demand for medium and low grades. There are still some exceedingly good values being offered in medium grade Japans as stocks of 17 to 19c. tea that were bought last year to sell at 21 and 22c. are not yet all cleared out. It was thought last fall that retailers would raise the price of their best seller from 25 to 30c., and wholesalers prepared themselves accordingly, but the demand for the 30c. tea never came and consequently the retail trade has been getting some good values in 25-cent teas this year. Some wholesale houses dropped considerable money on the transactions. However, these stocks are pretty well cleared and, indeed, all stocks of Japan teas seem to be rather low. The retail demand is said to be fully twice as great as last fall.

Blacks remain quite firm and the new

strength has encouraged trading, both in China and Indians and Ceylons.

## SYRUPS.

The demand for syrups continues to be exceedingly brisk; in fact, corn syrup has come to be considered one of the staples of the trade. Prices remain unchanged. We quote: 3½c. in bbls.; 3¾c. in ½ bbls.; 3½c. in ¼ bbls.; \$1.50 in 38½-lb., and \$1.10 in 25-lb. pails.

## MOLASSES.

Business is chiefly confined to jobbing between the wholesale houses and even of this there is not much doing just now. A better demand from the country is not expected for some weeks to come. Prices are still 28c. in carlots and 29c. for single puncheons.

## CANNED GOODS.

There has not been much change in the canned goods situation this week; dealers are seemingly resting on their oars waiting for the retailers to clear out their heavy fall purchases. The big deliveries have just been completed and for the time the wholesalers do not feel the consumptive demand. The feeling in regard to tomatoes is particularly strong. There are still some Quebec goods selling at 80c., some of last year's western at 82½c., while new goods bring 85 to 87½c. per dozen. Corn and peas are without change at 80c. for new goods.

At present there is a decided scarcity of canned asparagus. Some wholesalers are out of stocks and find it impossible to replenish them. Gallon apples are now selling out of stock at \$2.65 to \$2.75, last year's pack.

Salmon is quiet and steady. Fraser River brands are selling at \$5 to \$5.60 per case and Northern at \$4.80 to \$5. Lobsters are in fair request as also are canned meats.

## SPICES.

The spice market is steady, firm and active. We quote: Nutmegs, 35 to 65c. per lb., as to size; Penang mace, 45 to 50c. per lb., as to quality; pimento, ground, 12½ to 15c.; cloves, 15 to 25c.; pepper, ground, black, 17 to 20c., according to grade; white, 25 to 27c.; ginger, whole, Cochin, 14 to 16c.; Japan, 10c.; Jamaica, 20c.; ground, Japan, 15c.; Cochin, 16c.; Jamaica, 25c.

## COFFEE.

On account of the reported shortages in coffee crops, the market is very firm. There is a good demand on retail account. Roasted coffees are worth: Mocha, 27 to 32c.; Javas, 25 to 32½c.; Rios, 13 to 18c.; Santos, 15 to 22½c.; Maracaibos, 15 to 22c.

## RICE AND TAPIOCA.

Patna rice has been advanced ¼c. per lb. and is now worth 4½ to 4¾c. per lb. This is in sympathy with strong advices that we have mentioned from time to time. Tapioca is very firm. We now quote in combine district: B rice in bags, \$3.10; in half bags, \$3.15; in quarter bags, \$3.20; in pockets, \$3.25. In 10-bag lots, an allowance of 10c. is made. CC rice, \$3 in bags; \$3.05 in ½ bags; \$3.10 in ¼ bags; and \$3.15 in pockets. In the open territory prices are about 10c. less. Patna rice is worth 4¾c. per lb., and tapioca, 3¾ to 3¾c.

## FOREIGN DRIED FRUITS.

**VALENCIA RAISINS** — The primary market has not shown much change, remaining very low. The advance to date has amounted to only 6d. above the lowest point touched. Prices do not show much change on the week and the arrival of the second direct steamer is not likely to effect any change. There are some low grades of off-stalk selling at 4½c., but finest off-stalk is quoted at 5½c. per lb. Selected are worth 6 to 6½c. and layers, 6½ to 6¾c.

**CURRANTS** — Fine Filiatras in half cases are worth about 5¾c., cleaned, in 1-lb. cartons, 8c., and finest Vostizza currants, 7¾ to 8c. Amalias are quoted at 6½ to 6¾c.

**PEELS** — New peels are worth 9½ to 10c. for lemon; 10 to 10½c. for orange, and 14c. for citron.

**PRUNES** — Are selling freely to arrive at unchanged figures. They are worth 8½c. for 40-50's, 8c. for 50-60's, 7½c. for 60-70's, 7¼c. for 70-80's, 6c. for 80-90's, 6¼c. for 90-100's.

**MALAGA RAISINS** — A good business continues to be done in Malaga raisins at unchanged prices. For immediate delivery we quote as follows: London layers, \$1.60 to \$1.65; "Connoisseur Clusters," \$2.20 to \$2.25; ¼'s, 70 to 75c.; "Royal Buckingham Clusters," \$3.35 to \$3.40; ¼'s, \$1.10 to \$1.15; "Excelsior Windsor Clusters," \$4.65 to \$4.75; ¼'s, \$1.40 to \$1.50. For delivery by Bellona, dealers quote "Royal Buckingham Clusters" at \$3.10.

**SULTANA RAISINS** — The Sultana raisin market is higher and has now advanced about 3s. from its lowest point. For immediate shipment good, sound fruit is worth 9½ to 11c. Some cheaper goods will be here by the end of the month.

**DATES** — New Hallowee dates are now in stock and are generally quoted at 4½c. This is a record shipment in point of early arrival, being received three weeks earlier than heretofore. They came via New York from Bussorah on through bills of lading on ss. Tabaristan. There were 6,000 boxes for different Canadian cities.

## NUTS.

The first shipment of Grenoble walnuts ex-St. Louis via New York will be in stock here by the time "The Grocer" reaches its readers. The first shipment will cost about 11c. to lay down here, making the retail price about 13c. Later shipments, first half of December will be 1½c. less. Sicily filberts, 8 to 8¾c.; Taragona almonds, 10½ to 11c., and shelled almonds, 25 to 26c.

## GREEN FRUITS.

The volume of business now being transacted is not large. Apples are in small supply and prices are accordingly high. The grape season is about finished. We quote: Jamaica oranges, 85 to \$5.50 per bbl.; Verdill lemon, 300's, \$4.50 to \$5.50; 360's, \$2.50 to \$2.75 per box; pineapples, 20 to 30c.; Canadian apples, \$3 to \$5 per bbl.; Californian plums, \$2 per box; peaches, \$1.25 to \$1.50; limes, \$1.50 per box; cocoanuts, \$3.50 per bag of 100; bananas, No. 1, \$1.75 to \$2.25, and eight hands, \$1 to \$1.50; Canadian pears (baskets), 40 to 60c.; Spanish onions, 90 to 95c.; sweet potatoes, \$2.50 to \$3.50; Malaga grapes, \$5.50 to \$7 per keg; cranberries, \$6.50 to



# Pleasant Reading

## for good buyers.

In spite of the last cables from Japan which say : "Stocks are exhausted. No more Common Teas can even be had. Crop 36-million pounds, the smallest in 15 years." In spite of advice from China saying : "Impossible to fill orders. What little stock left here of Green Teas is fully 20 per cent. above opening prices." In spite of all this, **I SAY TO YOU :** My prices have not changed. I have a large stock and plenty more coming by next steamers from China and Japan.

Now is the time to buy and this is the place to get the greatest values. Apart from my actual stock I have

### To arrive in a few days :

- 50 boxes fine Ping Suey Pinhead Gunpowder, choice liquor, at 25c.
- 125 " " Imperial " good leaf, good liquor, at 12½c.
- 150 " " Yg. Hyson (boxes about 30 lbs.), at 13c.
- 25 " Fook Chun choice Moyune Imperial Gunpowder, extra liquor, at 25c.
- 100 30-lb. boxes, good leaf, good liquoring Japan tea, at 18c.
- 50 40-lb. " " " " " at 17½c.

### Afloat from Japan—to arrive end of the month :

- 150 matts, 8 5-lb. boxes each, good leaf, good liquoring Japan tea, at 19c.
- 50 bundles, 8 5 lb. boxes, all matted separately, fine leaf and liquor, at 22½c.
- 10 " 4 10-lb. " " " " " at 21½c.

### Just In :

- 50 half-chests fine siftings, in 1 lb., 3-lb. and 5-lb. paper pkgs., at 8c., 7¾c., and 7½c.

Do not forget that if you want to increase your business and please the best trade you must have :

**Madam Huot's Coffee---** The gem of all Coffees in tins—1 lb. at 31c, 2-lb. at 30c. per lb.

**The "Nectar"---** The perfection of all black teas in lead packets and sealed tins at 20c, 25c, 36c. and 45c.

**The "Condor"** Japan Tea in 30 lb., 40 lb., and 80-lb. boxes, also in Lead Packets at 19c. and 27½c, to retail at 25c. and 40c.

**The "Condor" Vinegar---** Pure, distilled, bright as crystal, at 25c.

**The "Old Crow" Vinegar---** Pure, distilled, clear as water from a spring, at 20c.

**The "Old Crow"---** A scientific blend of black teas in useful bronzed tins at 17½c., 20c., 25c., 30c and 35c.

Specialty of High-grade Teas, Coffees, Spices and Vinegars.

**E. D. MARCEAU,** 281 to 285 St. Paul St., **Montreal**  
Cor. St. Gabriel,

\$7.75 per bbl.; barrel onions, \$2.50; new dates, 1½c. per lb.

### FISH.

There is a good business being done in fish. Codfish have advanced another 25c. per bbl., and Malpeque oysters are up \$1. We quote as follows: Haddies, 15 and 30-lb. boxes, 6c. per lb.; Yarmouth bloaters, 60 in a box, \$1 per box; Yarmouth bloaters, 100 in a box, \$1 per box; smoked herrings, medium, 13c. per box; single haddock, 3½c. per lb.; Marshall's canned, kippered and with tomato sauce, \$1.45 per doz.; also Canadian kippered, etc., 95c. per doz.; No. 1 green haddock, \$4.25 per bbl.; No. 1 green codfish, \$5.50 per bbl.; No. 2 green codfish, \$4.25 per bbl.; No. 1 dressed or skinless cod, 100-lb. case, \$4.50; dried codfish, per 112 lb., \$5; Ivory brand boneless codfish in 1 and 2-lb. blocks, 20-lb. boxes, 5½c. per lb.; loose boneless cod, 40-lb. boxes, 4½c. per lb.; No. 2 mackerel, \$12 per bbl.; No. 1 pickled sardines, \$5.50 per bbl.; No. 1 Labrador salmon, \$11.50 per bbl.; No. 1 B. C. salmon, \$6 per ½ bbl.; No. 1 Nova Scotia choice herrings, \$5.50 per bbl.; No. 1 Nova Scotia choice herrings, \$3 per ½ bbl.; Scotch or Loch Fyne herrings, \$6.75 per ½ bbl.; Scotch or Loch Fyne herrings, \$1 per keg; Holland or Dutch herrings, 75c. per keg; large salted eels, \$12 per bbl.; standard bulk oysters, \$1.30 per gal.; select bulk oysters, \$1.50 per gal.; canned Canadian ¼ sardines, per 100, \$3.75; canned U. S. little neck clams, \$1.50 per doz.; canned U. S. Kensetts Cove oysters, \$1.25 per doz.; Malpeque, Blue Point and other shelled oysters, \$6 per bbl.; little neck clams, \$4; 1-lb. lobsters, flat cans, \$9.50 to \$10; ½-lb. lobsters, flat cans, \$10 to \$10.50.

### FLOUR AND GRAIN.

**FLOUR**—The market has ruled steady during the past week with the usual demand to meet current wants, but without any activity as there appears to be no anxiety on the part of buyers to anticipate their wants. Spring patents are worth \$3.95 to \$4.10; winter patents, \$3.55 to \$3.75; straight roller, \$3.30 to \$3.40; strong bakers', \$3.50 to \$3.80.

**GRAIN**—We quote: Manitoba, No. 1, hard, 76 to 76½c. all oat October; peas, 51c.; rye, 56 to 56½c.; No. 2 barley, 52½ to 53c.; oats, 41 to 45c.; buckwheat, 56½ to 57c.; corn, 61½ to 62c.

**OATMEAL**—Rolled oats are higher and wholesalers are now asking \$5 in barrels and \$2.45 in bags. Carlots are worth \$1.60 in wood. There is a good inquiry for export even at the advanced prices.

**POT BARLEY**—The market is very firm, carlots being quoted at \$2 in bags and \$1.20 in barrels. Wholesalers ask \$1.60 per bbl.

**FEED**—The market for bran keeps firm under a continued demand for local and export requirements. Sales of Ontario bran were made in bulk at \$16.50 in carlots. We quote: \$17 to \$17.50. Shorts are scarce and worth \$18.50 to \$19.50 in carlots. Mouillie, \$19.50 to \$25.

**BALED HAY**—Owing to the continued demand for export, and the current requirements of the local trade, the market has lost none of its former strength. No. 1 timothy is worth \$9.50 to \$10; No. 2, \$8 to \$9; clover mixture, \$7.50 to \$8; clover, \$7 to \$7.50.

### LIQUORS.

#### SCOTCH WHISKIES.

|                                                   | Per case of quarts.        |
|---------------------------------------------------|----------------------------|
| Roderick Dhu .....                                | \$9 50 less 3 p.c. 30 days |
| Usher's O.V.G. Special Reserve 10 50 " " "        |                            |
| Usher's G.O.H. .... 13 00 " " "                   |                            |
| Gaelic, Old Smuggler..... 9 75 " " "              |                            |
| Greer's O.V.H. .... 9 50 " " "                    |                            |
| Old Mull ..... 9 75 " " "                         |                            |
| Sheriff's One Star ..... 10 25 " " "              |                            |
| " V.O. .... 10 50 " " "                           |                            |
| Kilmarnoch ..... 9 75 " " "                       |                            |
| Doctor's Special ..... 10 00 " " "                |                            |
| House of Lords ..... 10 75 " " "                  |                            |
| Bulloch, Lade & Co.—                              |                            |
| Special blend ..... 9 25                          |                            |
| Extra special ..... 11 00                         |                            |
| John Dewar & Sons—                                |                            |
| Extra special ..... 9 50                          |                            |
| Special liqueur ..... 12 25                       |                            |
| Extra " ..... 16 50                               |                            |
| James Ainslie & Co.—                              |                            |
| Highland Dew ..... 6 75                           |                            |
| Glen Lion, extra special 12 50                    |                            |
| J. Brown & Co.—                                   |                            |
| Duke of Cambridge ... 12 00                       |                            |
| Mitchell's—                                       |                            |
| Heather Dew ..... 7 00                            |                            |
| Special Reserve ..... 9 00                        |                            |
| Mullmore ..... 6 50                               |                            |
| W. Teaches & Sons—                                |                            |
| Highland Cream, qts., \$9.50 less 3 p.c. 30 days. |                            |

#### CANADIAN WHISKIES.

|                                    | In barrel per gal. |
|------------------------------------|--------------------|
| Gooderham & Worts, 65 O. P. ....   | \$4 50             |
| Hiram Walker & Sons " .....        | 4 50               |
| J. P. Wiser & Son " .....          | 4 49               |
| J. E. Seagram " .....              | 4 49               |
| H. Corby " .....                   | 4 49               |
| Gooderham & Worts, 50 O. P. ....   | 4 10               |
| Hiram Walker & Sons " .....        | 4 10               |
| J. P. Wiser & Son " .....          | 4 09               |
| J. E. Seagram " .....              | 4 09               |
| H. Corby " .....                   | 4 09               |
| Rye, Gooderham & Worts.....        | 2 20               |
| " Hiram Walker & Sons .....        | 2 20               |
| " J. P. Wiser & Son.....           | 2 19               |
| " J. E. Seagram.....               | 2 19               |
| " H. Corby .....                   | 2 19               |
| Imperial, Walker & Sons .....      | 2 90               |
| Canadian Club, Walker & Sons ..... | 3 60               |

Less than one hbl. per gallon.

|               |        |
|---------------|--------|
| 65 O. P. .... | \$4 55 |
| 50 O. P. .... | 4 15   |
| Rye .....     | 2 25   |

#### CHAMPAGNE.

The prices below are subject to the trade discount of 5 and 3 per cent.:

|                                 | Per Case. |
|---------------------------------|-----------|
| Comte de Castellane—            |           |
| Cuvée Reservee... { Quarts..... | \$12 50   |
| " { Pints.....                  | 13 50     |
| Carte d'Or.....                 | 15 00     |
| Champagne Ve Amiot—             |           |
| Carte d'Or.....                 | 16 00     |
| " Blanche.....                  | 13 00     |
| " d'Argent .....                | 10 50     |
| Pommery—                        |           |
| Sec and Extra Sec.....          | \$28 00   |
| Mumm—                           |           |
| Extra Sec.....                  | 28 00     |
| Moët & Chandon—                 |           |
| White Seal.....                 | 28 00     |
| Brut Imperial .....             | 31 00     |
| Perrier-Jouët—                  |           |
| Brut .....                      | 28 00     |
| Reserve Dry .....               | 28 00     |

#### GIN.

|                               | Per Case. |
|-------------------------------|-----------|
| Pollen Zoon—                  |           |
| Red, cases of 15 hottles..... | \$9 75    |
| Green, " 12 " .....           | 4 75      |
| Violette, " 12 " .....        | 2 45      |

Include with first order from wholesale grocer a trial lot of



the unequalled cleaner. Steady growth, **seasonable**, well advertised, and have letters daily from consumers.

34 Yonge Street, Toronto.

## POULTRY

In big demand. Choice dry picked bring good prices.

## APPLES

BUTTER, EGGS and CHEESE WANTED.

A. A. SIMONSKI, 250 Spadina Ave., Toronto.  
Wholesale Produce and Commission Merchant.

"IMPERIAL" BRAND

## PEACHES

Are the reliable kind, because they are good fruit to begin with and every precaution is taken to preserve this goodness. Sure to give satisfaction.

IMPERIAL CANNING CO.,  
KINGSVILLE.

## NEW SMYRNA FIGS

In stock, all sized boxes. Prices very low this season; also glove boxes.

Cooking Figs—1000 mats, fine Comadres.  
Almeria Grapes—Pink tinted varieties in stock.

WRITE FOR PRICE LIST.

WHITE & CO.  
TORONTO.

Toronto Fruit Merchants.

## MALAGA GRAPES

We have a full stock of fancy stock and heavy kegs.

Send for Sample Keg.

Our **NEW FIGS** are extra Fancy, in 1-lb., 10-lb., 20-lb. and 40-lb. boxes.

MAIL ORDERS OUR SPECIALTY.

HUSBAND Bros. & Co.

82 Colborne St., Toronto

## NEW GOODS.

JUST WHAT YOU WANT.

MAIORI LEMONS,  
JAMAICA ORANGES,  
JERSEY SWEETS,  
SPANISH ONIONS.

We have all four lines.

ORDER AT ONCE.

CLEMES BROS.,  
TORONTO.



## P. Hoppe "Night Cap" Brand—

|                               |       |
|-------------------------------|-------|
| Red, cases of 15 bottles..... | 10 50 |
| Green, " 12 " .....           | 5 25  |
| Yellow, " 15 " .....          | 10 75 |
| Blue, " 12 " .....            | 5 40  |
| Poney, " 12 " .....           | 2 50  |

## Draught—

|                    |                 |
|--------------------|-----------------|
| Hogsheads .....    | Per Gal. \$2 95 |
| Quarter casks..... | 3 00            |
| Octaves .....      | 3 05            |

## De Kuyper—

|                            |       |
|----------------------------|-------|
| Violet, 2 doz. cases ..... | 5 30  |
| Green, " " .....           | 6 00  |
| Red, " " .....             | 11 50 |
| White, " " .....           | 4 00  |

Terms, net 30 days, 1 per cent. off 10 days.  
In five-case lots, freight may be prepaid.

## Key Brand—

|                 |       |
|-----------------|-------|
| Red cases ..... | 10 25 |
| Green " .....   | 4 85  |
| Poney " .....   | 2 60  |

## Melcher's—

|                         |       |
|-------------------------|-------|
| Infantes (4 doz).....   | 4 75  |
| Picnic .....            | 7 75  |
| Poney .....             | 2 60  |
| Blue cases .....        | 4 75  |
| Green " .....           | 5 50  |
| Red " .....             | 10 25 |
| Honeysuckle, small..... | 7 90  |
| " large .....           | 15 25 |

## COUNTRY PRODUCE.

**EGGS** — The egg market continues very firm. Fresh eggs are bringing 18 to 22c. as they arrive. To the retail trade eggs are selling at 25, 21 and 16c.

**HONEY** — Clover honey in comb is worth 11 to 12c. in a jobbing way and 13 to 14c. to the trade. Extracted is worth 9½c.

**POTATOES** — The market is steady on a good volume of business, choice lots bringing 65 to 67½c. per bag of 90 lb. on the track.

**BEANS** — There is a firmer feeling in the bean market and it is thought bottom prices have been reached. Carlots are changing hands at \$1.50.

**ASHES** — The market is firmer under an improved demand, sales of first pots having transpired this week at \$1.35 to \$1.40, an advance of 10c. per 100 lb. Second pots are nominal at about \$1.

## CHEESE AND BUTTER.

**CHEESE** — It was thought that the lower prices would have stimulated the demand, but the English importers persist in their hand-to-mouth policy. Finest western colored Septembers are changing hands at 9 to 9½c., while good Quebec Septembers have sold at \$4 to 8½c. on the wharf. It is said there are large stocks held in the city that cost 10c., and the loss will be serious if the market does not take a turn.

**BUTTER** — The boom that we have reported in butter during the past weeks has faded away and the English market is lower all round. The decline here amounts to about ½c., and the easy feeling continues. Fancy creamery is now worth 21½ to 22½c. In tubs, creamery is worth 20½c. Western dairy is hard to sell at 14 to 16c. Western creamery is worth 19½ to 20c.

## MONTREAL NOTES.

Roller oats are higher.  
Lard is down 10c. a pail.  
Patna rice is ¼c. per lb. higher.  
Chicago pork is down \$1 per bbl.  
Sultana raisins are cabled higher.  
Sugar is reduced 10c. per 100 lb.  
New Hallowee dates have been put into stock.

## Clark's Pork and Beans

Plain and in Tomato Sauce.

The best and most uniform—the cleanest, purest, and most carefully packed of all cheap goods.

They retail at 5 cents a tin.

**EPPS'S**

GRATEFUL.  
COMFORTING.

IN ¼-LB. LABELLED TINS.

14-LB. BOXES.

Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal.

In Nova Scotia, E. D. ADAMS, Halifax.

In Manitoba, BUCHANAN & GORDON, Winnipeg.

THE MOST  
NUTRITIOUS.

**COCOA**

**A** POOR brush not only causes inconvenience to your customer, but very often it is the means of inducing him to buy where he can secure reliable brushes such as **BOECKH'S** make.

**BOECKH BROS. & COMPANY,**  
**TORONTO, ONT.**

# WE WANT TO ARREST

YOUR attention for a moment to remind you that if you require any of the following lines we feel confident that better values or better prices cannot be secured elsewhere. Get our quotations.

## COFFEES.

Mocha, Java, Ceylon, Costa Rica, Maracaibo, Rio, Santos, etc.

## DRIED AND EVAPORATED FRUITS.

Valencia Raisins, Seedless Raisins, Currants, Figs, etc.

ALSO

CORKS, SPICES, CREAM OF TARTAR, BAKING POWDERS.

# S. H. EWING & SONS, 96 King St., MONTREAL

### MANITOBA MARKETS.

Winnipeg, November 4, 1901.

**B**USINESS has been good throughout the week. Collections have improved considerably, and will, no doubt, continue to do so from this date on. There are one or two price charges that are of interest. Sugars have declined 10c. per cwt., and tobaccos have advanced 1c. per lb.; in almost all other lines the market has remained steady.

**FLOUR**—This has been one of the most active weeks of the season so far. Prices have been steadily maintained throughout the week. We quote: Lake of the Woods, Five Roses, \$2; Red Patent, \$1.85; Medora, \$1.45; XXXX \$1.25; Ogilvie's Hungarian patent, \$2; Glenora, \$1.85; Alberta, \$1.65; Manitoba, \$1.45; Imperial XXXX, \$1.25.

**CEREALS**—Rolled oats have been advanced 10c. per sack all round, and quotations are at present: Rolled oats in 80-lb. sacks, \$2.30; 40 lb. sacks, \$1.17½; 20-lb. sacks, 60c; standard and granulated \$2.80; split peas, \$2.50 to \$2.65; cornmeal, \$1.70 to \$1.80. White beans show a further sharp decline and are quoted at \$2 to \$2.10, as against \$2.25 to \$2.30 last week.

**SUGARS**—No doubt in sympathy with the weakening of the American market, sugars have declined 10c. per cwt. in all grades.

We quote: Standard granulated, \$4.95; bright yellow, \$4.20.

**SYRUP**—There is no decline in syrups in sympathy with sugars. The demand is normal at last week's quotations. We quote as follows: Extra bright, per lb., 3 to 3½c.; medium, 2¾ to 3c. A new departure in the line of syrups is the importation of golden syrup in 2-lb. tins from the manufactory of Abram Lyle & Sons, Limited, England. This syrup is slightly more expensive than the home manufactured and is very distinctly superior in quality and appearance. In fact, it is almost equal in flavor to maple syrup.

**MOLASSES**—We quote: New Orleans, 35 to 38c.; Barbadoes, 55 to 57½c.; Porto Rico, 45 to 46c. per gal.

**COFFEE**—Green Rios are very firm and have advanced ½c. during the week. Present quotations are 9½ to 10c.

**DRIED FRUITS**—New muscatel raisins are on the market and the quality is excellent with prices slightly lower than last year. Opening quotations are: 2 crown, 7c. per lb.; 3-crown, 7½c. per lb.; 4-crown, 8c. per lb. All Californian dried fruits maintain their firmness.

**TOBACCOS**—There has been an advance of 1c. per lb. on all cut tobaccos. The

reason given for this advance is the low price at which dealers here have been handling these goods, considerably less than eastern prices.

**SALT**—Considerable difficulty is being experienced in securing shipments of salt. There appears to be two reasons for this. One is scarcity of cars and the other is shortage at the manufactories. In either case unless a change comes speedily salt is likely to be scarce on this market all winter, as it is not profitable to bring it in by the all-rail route.

**GREEN FRUITS**—The market is restricted to strictly winter lines. Mexican oranges arrived this week, and are very fine fruit, well colored and sweeter than the Mexicans usually are when they arrive on this market. Winter apples are now the staple fruit. Prices are high in all lines, and the quality not by any means up to the standard of excellence. Tokay grapes are still on the market in small quantities, but the price is high. We quote: Snow apples, \$6; spies, Gravenstein's and other good winter varieties, \$5.50; American red, \$5; Mexican oranges, \$5.50 to \$6, according to size. Nellis pears, \$3 per box; Ontario basket pears (last shipment), 75c. per basket; Tokay grapes, \$3.25 per box; Malaga grapes, \$8 per keg; red and black Rogers

*There is no better trade-winner than  
a good article - Sell your customers  
Blue Ribbon Ceylon Tea  
address orders to 12 Front St. East - Toronto  
and they will receive prompt attention*



# OUR CANS CANS CANS

CAN not be surpassed in point of  
workmanship, material, quality.

We are the largest manufacturers in Canada of Key-Opening Fruit Cans, Vegetable Cans, Meat Cans, Spice Cans, Syrup Cans. What are your requirements? Write for quotations to

## THE ACME CAN WORKS

Office and Factory: Ontario St. and Jeanne D'Arc Avenue.

Jas. B. Campbell.

MONTREAL.

William Pratt.

WE WANT TO REMIND YOU LEST YOU FORGET THAT

## The Delhi Canning Co.

STILL LEADS IN QUALITY, AND MEETS THE PRICE.

YOU SHOULD SEE SAMPLE OF OUR 1901 PACK.

Our **CORN** is a trade-winner. **PEAS**—the best we ever packed.

Competitors admit that our **TOMATOES** are superior.

"**EPIPURE**" **CATSUP** has no rival.

**PEACHES**—Choice yellow, XX syrup, tell their own story.

All other lines the best that can be produced.

Packed under the "**MAPLE LEAF**"—our Trade Mark and consumers' guarantee.

Always in stock with Leading Wholesale Grocers.

Factories: **DELHI** and **NIAGARA**.

Head Office: **DELHI**.



TRADE MARK



## The THISTLE Brand

ARE

HIGH-GRADE

**TOMATOES - CORN - PEAS - Etc.**

GUARANTEED  
SECOND TO NONE.

BRIGHTON CANNING CO.



## Hot or Cold

You will find "**Kent**" **Baked Beans** an appetizing dish. They are **thoroughly** cooked, and their delicious flavor makes them palatable either hot or cold.

Put up 2 dozen in a case, to retail at 10c.

**THE KENT CANNING CO., LIMITED,**

Chatham, Ont.

and Catawbas, 40c. per basket; bananas, \$3.25 per bunch.

**BUTTER**—From this date forward prices given will be jobbers' prices to retail trade, as creameries are nearly all closed. Bricks in good demand at 22 to 23c.; packages, 21 to 22c., according to quality. Dairy butter—Supply of choice table butter is very scarce, and there seems small hope of improvement. Best grades are being bought at 14 to 15c. and jobbed at 17 to 18c.

**CHEESE**—All cheese is practically out of first hands, and jobbing prices to retail trade are 10 to 10½c. for best and 9 to 9½c. for inferior cheese.

**EGGS**—A few stray cases of Manitoba are coming, but are of very poor quality. The bulk of the market supply are Ontario eggs. 17c. is paid for good candled stock here, and these are jobbing at 19 to 20c.

#### NOTES.

During the week a carload of Goodwillie & Son's goods, of Welland, Ontario, arrived in the city. These goods are beautifully put up in glass jars of 1½-lb. weight and retail at 25c. It is a most attractive form of package, and the increasing demand shows that with certain sections of the trade these goods are fast superseding the tin cans.

Among visitors to Winnipeg this week was Mr. S. T. Nishimura, a tea merchant of New York, and formerly of Yokohama. He was on his way to Yokohama for a visit.

#### STORY OF AN EGG.

R. J. Gallagher, of Alliston, Ont., wrote his name and address on an egg, which finally got into a shipment to the Old Country. Thomas Orr, of Hamilton, Scotland, got the egg, and wrote Mr. Gallagher, in part, as follows:

"It is with much regret I did as you desired—ate the contents of this shell—so,

now that I have got out of the infirmary, I return the shell to you. The date the egg (excuse me for calling it names) reached here was the 25th of September, 1901, but the combustible inside this shell had the taste of having been laid in the year one. Hoping you will persuade the hens in the Dominion of Canada that the eggs they lay are not for election purposes, nor yet Anarchists' bombs, but for freens in Bonnie Scotland."

#### TRADE CHAT.

**E**X REEVE HUNTER is fitting up his mill at Oxenden, near Wiarton, Ont., and by next summer expects to have a complete roller process installed.

A general store has been started at Port Elgin by McLean & Hood.

The Ottawa Board of Works has decided to allow no more hanging signs to be erected in the capital.

Jas. Holmes, Carthage, Ont., has sold his cheese factory to Mr. Morrison, Woodstock, Ont., for \$4,000.

The annual meeting of the Canadian Packers' Association will be held in Toronto on November 19.

There is a shortage of grain cars in the West, and, in consequence, the receipts of Manitoba wheat are not so large this week as formerly.

A Aldrich has closed his cheese factories at Rainham and Cheapside, Ont., near Hagersville, Ont., and is making preparations to combine both into one on the Rainham town line.

At a meeting of the executive of the Retail Merchants' Association, Peterborough, it was unanimously decided to keep open their places of business on Saturday, October 9 the King's Birthday.

Timothy J. Donoghue, a former Kings tonian, but more recently known as the "Produce King of the Yukon," is at the

Rossin House, Toronto. It is he who is said to have outwitted the astute Yankee dealers of Dawson, and practically to have cornered all the hay, oats and potatoes in that city.

Downing & Co. have recently moved into their new general store, Port Arthur, which they have fitted up in the latest improved fashion, and are now able to conduct their business on a more extensive scale.

S. R. Boyer, of Florenceville, N.B., has sold his buildings and stock to B. Frank Smith, of the same place, who intends to continue his business in shipping farm produce on a more extensive scale than ever from his new headquarters.

In Montreal they are having trouble over the naming of an organization which is to be formed by the Montreal Butter and Cheese Association amalgamating with an association formed by the Montreal egg merchants. The members of the new concern decided to call it the Montreal Produce Exchange. But the Montreal Corn Exchange object to this, they claiming that they have the exclusive right to the word "exchange," and have handed the whole matter over to a council of the Montreal Board of Trade to decide, in spite of the objections of the Butter and Cheese Association, who claim that such matters do not lie within the Board of Trade's jurisdiction. Here the matter rests.

#### DEATH OF MRS. W. G. A. LAMBE.

Mrs. W. G. A. Lambe, wife of Mr. W. G. A. Lambe, the well known broker of Toronto, died suddenly on Sunday last. The deceased had undergone an operation on Friday, but on Sunday there was a sudden collapse, and in spite of what medical skill could do death ensued. THE CANADIAN GROCER extends its sympathy to Mr. Lambe and his afflicted family in the great loss they have sustained.

Purest and Best for all Purposes.



## ST. CHARLES Evaporated (Unsweetened) CREAM

has stood the Test of every Climate, therefore, is particularly valuable for Cold Countries. **Always ready and never fails.** St. Charles Cream received the only Gold Medal awarded at the Pan-American Exposition for a product of this kind. Highest Awards at Paris, World's Fair, and Trans-Mississippi Exposition. Used extensively by the leading nations of the world for Army, Navy and Hospital purposes.



Send your jobber or broker a trial order, or write for full particulars to the FOREIGN DEPARTMENT,

**St. Charles Condensing Co.,**

FACTORY ALSO AT INGERSOLL,  
ONTARIO, CANADA.

**ST. CHARLES, ILLS., U.S.A.**



# "QUALITY TALKS."

We want to ask a simple question :

Why do Retail Grocers buy imported Pork and Beans and pay two prices ???

Somebody is to blame—**WHO IS IT ? ? ? ? ?**



## We Hold the Secret.

We believe that our quality and flavor is superior to any other Canadian Brand and equal to the imported. Our plain Boston Baked Beans and Pork and Beans in Tomato Sauce will retail over your counter at following prices :

|                |   |   |   |     |
|----------------|---|---|---|-----|
| One Pound Cans | - | - | - | 5c. |
| Two        "   | " | " | - | 10  |
| Three     "    | " | " | - | 15  |

These prices will give the Grocer good profits and are the popular prices that catch the Consuming Public.

Send for sample order, one case of each size or drop us a postal for sample can.

**F. R. LALOR CANNING CO.,** HIGH-GRADE  
CANNERS, **DUNNVILLE, ONT.**

# JUST WHAT EVERY GROCER WANTS



### A Good Article

"Empire" Soda is the best leavening agent on the market. It is pure, wholesome, and of unvarying strength. Once used, always used.

### A Good Profit

A case of 120 packets of "Empire" Soda, which sell at 5c. each, costs you \$3.00.

### A Good Display

"Empire" Soda is put up in handsomely lithographed packets, thus making a striking store display.

### A Good Seller

We are telling the women of Canada, through all the leading daily papers, why they should use "Empire" Soda—best for baking. Get ready to supply the demand.

**WINN & HOLLAND,** SOLE AGENTS FOR CANADA, **MONTREAL.**

**BEET SUGAR FACTORY AT WIARTON.**

**W**ORKMEN have about completed the excavating for the new factory, of the Wiarton Beet Sugar Manufacturing Co., Limited, and Mr. Higgins, who is in charge of the building, is in Toronto waiting for the derricks and other machinery on its way from Montreal to enable him to go on with the operations.

Located on the water's edge on one of the leading thoroughfares of Wiarton every opportunity will be given for the reception of the raw material and the shipment by water of the manufactured product. Railroad switches will also be run by the sides of the beet sheds, boiler-house, limekiln, and storage warehouse, thus enabling all raw material to be directly unloaded from the cars at the place where it is used, and the manufactured product readily loaded on the cars. The main building is to be erected entirely of stone and brick, and there will be adjoining it a substantial office building of stone. The main building will be 240x120 ft., 65 feet of the width being the factory proper, four storeys in height, and the other 54 feet, one and two storeys high, is to be used by the agricultural department in weighing and taring beets, as the wash-house, the boiler-room, limekiln and machine-shop. The sugar storage warehouse, 20x75 feet, built also of stone, will be to the right of the main building, and will have a storage capacity of 6,000 barrels of sugar. The arrangement of these buildings will be such as to effect the greatest saving of labor, for the beets will be floated in flumes from the sheds to the factory where they will be converted into sugar. Then the sugar will be packed into barrels and run by gravity into the store-houses.

With an average working capacity of 350 tons of beets per 24 hours this factory will be a model of its kind. This capacity in times of rush may be pushed to 400 and even 450 tons of beets per 24 hours, if necessary. It will be equipped with the best modern machinery for the production of granulated sugar with the greatest economy of fuel, steam and labor.

The Colonial Construction Co., of Toronto, have been awarded the contract, and they have engaged J. C. Dumont, an experienced Michigan engineer. Operations on the foundations were begun on October 8, and it is expected that the first storey walls will be finished before the snow comes.

**A NEW BRUNSWICK RAILWAY.**

The surveying of the line of road from Newcastle to Gibson, N.B., is finished and it is expected that by the fall of 1902 trains

will be running over the whole road from Fredericton to Norton. The railway bridge across the Nashwaak river will be a steel structure resting on stone and masonry abutments and piers and will span the river near its mouth.

**CANADIAN OATS FOR SOUTH AFRICA.**

Through Lord Strathcona's office in London, the Minister of Agriculture, the Hon. Sydney Fisher, has made arrangements whereby practically the whole of the surplus oat crop of Alberta, which this year is more than 1,000,000 bushels in excess of the British Columbian demand, can be delivered in South Africa on account of the War Office. In spite of the distance, the transportation facilities of this country are so perfect that oats can be conveyed from Alberta for a distance of over 3,000 miles, to the Atlantic seaboard, and thence transhipped to South Africa at a less cost than oats from Great Britain or the United States, and yet the farmers of Alberta will receive 25 per cent. higher prices than they have been receiving elsewhere.

The oats are to be purchased in the district between Calgary and Edmonton, shipped to Calgary, thence to Montreal after they are inspected, where they will be elevated, clipped, and bagged before being transhipped on the I. C. R. cars. They will then be loaded from the cars to the steamers waiting at St. John to receive them, whence they will be brought to South Africa.

**CALIFORNIAN OLIVES.**

Californian olive growers are preparing to harvest their crop. In every orchard in the State the trees are loaded with the fruit, and the acreage devoted to the cultivation of olives is much larger this year than ever before. In recent years the yearly crop of olives seldom ran over 2,000 barrels, or, taking seven barrels to the ton, about 286 tons. The growers who sell their olives as they come from the trees have formerly received \$60 per ton for their product, or about 3c. a pound. It costs 1c. a pound to pick the fruit, thus allowing the growers \$40 a ton for their olives. This year the total crop of the State will reach 800 tons, or 5,600 barrels, an increase of 3,600 barrels

over last year. The price this year has dropped 33 1/3 per cent. Olives now bring only \$40 a ton as they come from the tree, half of which goes to the pickers, thus allowing the growers only \$20 per ton.

**BERNARD CAIRNS**

Leader in

**RUBBER STAMPS**

SEALS, STENCILS, Etc.

10 King Street West, - TORONTO

Awarded Diploma at Toronto Exposition, 1901.

**ROLL HOLDERS FOR WRAPPING PAPERS.**

We have these in different kinds—differing in construction, strength and finish—but each a good roll holder.

- The "Candaper" leads—strong, handsome and well made.
- The "Chicago" costs a little less money—has nickle standards and spring knife.
- The "Sterling" is the least expensive of the three—with wood standards and good spring knife.

You know our good name for promptness and care in filling all orders.

**CANADA PAPER CO., Limited**

Toronto and Montreal.

It's not like pie,  
It's healthy

## N. & B. Jelly Powder

Pays to push because it always gives satisfaction.

Be sure you get **THE RIGHT KIND**, made by

**Nicholson & Brock**  
TORONTO.

(A Sample Free)

**POLLEY & WHITE**

MANUFACTURERS OF

**Canadian Evaporated Apples, Onions**

AND OTHER VEGETABLES.

Dealers in Dried Apples and Apples for Export.

Correspondence Solicited.

Cable Address: "WHITE," TRENTON.

**TRENTON, Ont., Canada.**



Subscribers wanting goods or special quotations on anything anywhere in Canada at any time, can get them by mail or wire by corresponding with THE CANADIAN GROCER, Toronto or Montreal.

## "SUPERIOR GLUTEN FLOUR"

In the case of being too thin or dyspeptic, an excessive starch diet (being acted upon only partially at the point of fermentation) becomes an irritant, retarding digestion, and often creating the greatest distress. The freedom from starch in our "SUPERIOR GLUTEN FLOUR" makes it absolutely essential as a relief and cure, in supplying the nutriment that the body demands.

**E. A. SHOEBOOTHAM**

CANADIAN AGENT,

St. James' Park, LONDON, Canada.

**Seely's  
Flavoring  
Extracts  
Best  
on Earth**

ESTABLISHED 1869

## Geo. Stanway & Co.

Brokers and  
General Commission Merchants  
Teas, Sugars, Molasses, | 46 Front St. East,  
Canned Goods | **TORONTO**

Correspondence Solicited.

## ROCK SALT FOR HORSES and CATTLE.



TORONTO SALT WORKS, Toronto, Ont.

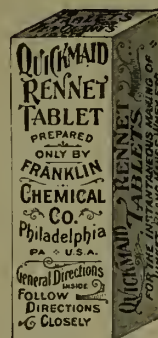
## Smyrna Figs

60-LB. BAGS.

Choice, bright, high grade fruit  
—low price.

**WARREN BROS. & CO.**  
TORONTO.

## QUICKMAID RENNET TABLETS



Make delicious desserts in ten minutes.

A book of recipes goes with each package.

The most reliable Rennet Tablets on the market. For sale by all wholesalers.

Retails at ———  
10 Tablets for 10 Cents.

## SLEE, SLEE & CO., Limited

Tower Bridge Brewery,  
LONDON, ENG.

FOR **English Malt  
Vinegars.**

Ontario Agents

**John W. Bickle & Greening.**  
HAMILTON AND TORONTO.  
From whom Samples and Prices can be obtained.

## NOTE CAREFULLY

that when selling

# JAPAN TEA

you send from your store a tea in which there is no mixture—nothing but the pleasing, satisfying, pure, natural flavored, uncolored tea of

## JAPAN

There's satisfaction in recommending an article like this.

JAPAN CENTRAL TEA TRADERS'  
ASSOCIATION.

Trafalgar Chambers, Sun Life Building.  
Annex.

Tel. Main 4142. MONTREAL, CANADA.

## NEW BRUNSWICK MARKETS.

OFFICE OF THE CANADIAN GROCER.

ST. JOHN, N.B., November 5, 1901.

**T**he chief topic of conversation of late, in this city, has been smallpox. We in St. John have been particularly fortunate, as for years there has not been a case here. This is more than most of the larger cities can say. So, when a few cases were reported last week, there was much more talk than the facts warranted. At the time of writing, things have quieted down, as no new cases have been reported for some days. The disease, so far, has been confined to one locality. Every precaution is being taken. Business is very active. Merchants find it difficult to take delivery of goods arriving, their teams being so busy shipping goods. There is great complaint about delay in getting goods from the West. Lack of cars is reported as the chief difficulty.

**OIL**—In burning oil the market is unchanged. Dealers are very busy getting goods shipped. Demand is very large. Paint oils, which are a light stock, are tending higher. The English market reports quite an advance in linseed oil, and the outlook is for a stiff market. Turpentine is also higher. There is but a fair sale. Lubricating oils are dull at this season, and prices are quite firm. Seal oil continues high. Cod oil is high but not quite as firm. There is an improved sale for candles. The best grades of wax are firm.

**SALT**—Stock is very light of Liverpool coarse salt. Prices are firmly held, and will remain high till about the middle of the month when the first direct Liverpool steamer of the winter port business will arrive. In the meantime supplies are brought via Boston. Our dealers also supply Eastern Maine and other bay ports from there. In fine salt there is only a light business. We quote as follows: Liverpool coarse, 56 to 58c.; English factory-filled, 95c. to \$1; Canadian fine, \$1 per bag; cheese and butter salt bulk, \$2.40 per bbl.; 5-lb. bags, \$2.85 to \$2.90 per bbl.; 10-lb. bags, \$2.70 to \$2.75 per bbl., 20-lb. wood boxes, 22c. each; 10 lb. wood boxes, 14c. each; cartons, \$2 per case of 2 doz.; English bottled salt, \$1.25 to \$1.30 per doz.; mineral rock salt, 60c. per 100 lb. (Selected lumps.)

**CANNED GOODS**—Full lines of new goods are now here, many cars having arrived during the last week. Receipts, particularly in vegetables, are not as large as last season. The markets have been satisfactory. Even with prices firm jobbers have cut figures to cash trade, when buying in any quantity, so fine as not to cover the expense of selling. Some of the larger retail-

ers, unable this year to buy direct, at lowest figures, bought through jobbers, getting their good about at cost. Prices are unchanged. The market is well supplied. Gallon apples are held firm at the higher figures. Blueberries are scarce. A new line was noticed on the market this week put up by a local packer—"Pork and Cabbage." Kipper herring are firm, the supply not being equal to the demand. Haddies are also a short pack. Domestic sardines are quite plentiful.

**GREEN FRUITS**—Business has been very active. Apples are quite plentiful. For best stock full figures are obtained. Considerable cheap fruit is offered. Some nice winter stock is now being received. Grapes are still quite large sellers, chiefly Ontario, but the demand has commenced to fall off. Both Canadian and American pears are offered, but the season is late. Oranges are quite low, and there is an improved sale. Lemons sell freely. Malagas have the market. Lower prices are expected. In cranberries prices are reasonable. Some very good native berries are offered, but they are not as highly colored as those from Cape Cod. Quinces have a limited sale.

**DRIED FRUITS**—The market is now well supplied with both new Valencia and Malaga raisins. Prices, particularly of Valencias for import, continue to ease off. Stock is quite good, particularly Malaga fruit. These in loose muscatels are taking the place of Californians. Two-crown Californian fruit is reported very scarce, but this grade does not come here. In prunes, some shippers decline orders for 80-90's and 90-100's. No foreign prunes are being sold this season. Currants sell freely. The market is easy, showing a great change from last year. Package goods very largely have the market. New figs have a fair sale. Peels are being asked for. New goods are daily expected. Evaporated apples are in very light supply. Buyers are not willing to give present prices. Onions are a fair stock. There is quite a range in quality.

**DAIRY PRODUCE**—Eggs continue to work up. Receipts are light. While case eggs are not high, some fancy prices are heard for fresh stock. In butter, the higher prices have been the cause of quite free receipts from local points and the market is rather quiet. Cheese is dull and rather lower.

**SUGAR**—Prices are 10c. lower all round. Sales are large. Quite a quantity of foreign goods continue to arrive. The candy trade import quite freely. There is an improvement in quality of local goods offered, particularly granulated.

**MOLASSES**—While the market is dull considerable goods are being moved in a small way. There is quite a stock held,

chiefly Porto Rico. Some New Orleans is offered. Syrups in tins has an improved sale.

**FISH**—There have been quite free receipts of both dry cod and pickled herring during the week. The sale of the latter is very large and the high prices continue. Bay herring are about the only grade offering. For two years supplies of Shelburne and Canso herring have been much lighter than formerly. In pollock, prices are still low. There is much less sale than a few years ago. Smoked herring are low. Receipts have been quite free. The heavy American duty cuts that market from us. Our fresh fish are bought at very low figures and smoked on the other side. The sale of fresh fish is small. Finnan haddies have a large sale. We quote as follows: Haddies,  $4\frac{1}{2}$  to  $5\frac{1}{2}$ c.; smoked herring, 8 to 9c.; fresh haddock and cod,  $2\frac{1}{2}$ c.; boneless fish, 4 to 5c.; pollock, \$1.50 to \$1.60 per 100 lb.; pickled herring, \$2.15 to \$2.25 per half bbl.; Canso herring, \$5.50 per bbl.; kippered herring, \$1 per box; Shelburne, \$2.50 per half bbl.

**FLOUR, FEED AND MEAL**—In flour, prices are unchanged. There is considerable movement. Dealers complain very much of delay in shipment. Lack of cars is given as the reason. In oats and oatmeal, prices are very high and are tending upward. Stock here is small. Beans are reported rather firmer. Sales have been light. Barley is high. Split peas have again been advanced. Blue peas are about out of the market. Cornmeal is firm. Heavy export hay shipments still made. We quote as follows: Manitoba flour, \$4.60 to \$4.70; best Ontario, \$3.90 to \$4.00; medium, \$3.60 to \$3.70; oatmeal, \$4.70 to \$4.80; cornmeal, \$2.85 to \$2.90; middlings, \$22 to \$23; oats, 45 to 48c.; hand-picked beans, \$1.75 to \$1.80; prime, \$1.60 to \$1.65; yellow eye beans, \$2.80 to \$3.00; split peas, \$4.50 to \$4.55; barley, \$4.20 to \$4.25; hay, \$12 to \$14.

## ST. JOHN NOTES.

Baird & Peters have been appointed New Brunswick agents for Christie, Brown & Co.

Mr. Sears, for a number of years with Merritt Bros. & Co., leaves this week for Minneapolis.

Mr. Rose, of Rose & Laflamme, Montreal, called on the trade this week in the interests of the Imperial Syrup Co., and did a nice business.

Mr. Robert Jardine, representing The Pure Gold Manufacturing Co., has distributed to the trade a very handsome price list printed in colors, their handsome packages showing off to advantage.

Mr. Sharp, for a number of years chief clerk of the Royal Hotel, is about to join the ranks of the benedicts. The fact will be heard with much interest by a very great many of the travelling men visiting St. John. THE GROCER feels sure they will join in extending congratulations.



|                               |       |       |       |       |       |
|-------------------------------|-------|-------|-------|-------|-------|
| Dry Salted Meats—             |       |       |       |       |       |
| Long clear bacon .....        | 12    |       | 11½   |       |       |
| Smoked meats—                 |       |       |       |       |       |
| Breakfast bacon .....         | 15    |       | 15    |       |       |
| Rolls .....                   | 12    |       | 12    | 11    | 12    |
| Medium Hams .....             | 14    |       | 13½   | 14    | 15    |
| Large Hams .....              | 13    |       | 12¾   |       |       |
| Shoulder hams .....           | 12    |       | 11½   | 8     | 9     |
| Backs .....                   | 15    |       | 15    |       |       |
| Meats out of pickle 1c. less. |       |       |       |       |       |
| Barrel Pork—                  |       |       |       |       |       |
| Canadian heavy mess .....     | 21 00 |       | 19 50 | 21 50 | 22 50 |
| “ short cut .....             | 22 00 | 22 00 | 20 2½ | 22 00 | 23 00 |
| Plate beef .....              | 12 50 | 13 50 | 13 0½ | 14 00 | 14 50 |
| Lard, tines, per lb. ....     |       | 11½   | 11    | 11½   | 12    |
| Tubs .....                    |       |       | 11½   | 12½   | 12½   |
| Pails .....                   |       | 12½   | 11½   | 12½   | 12½   |

# Christie's Fig Bar

**In Tins,  
Half-  
Boxes  
and Boxes**

Include this line in your next order.  
Made from best box figs

**CHRISTIE, BROWN & CO., Limited, Toronto and Montreal.**

THE DOMINION BREWERY CO., LIMITED  
Brewers and Maltsters  
TORONTO

**Manufacturers of the Celebrated**

# WHITE LABEL ALE

ASK FOR IT AND SEE THAT OUR  
BRAND IS ON EVERY CORK.

Our Ales and Porters have been examined by the best Analysts, and they have declared them Pure and Free from any Deleterious Ingredients.

**WM. ROSS, Manager.**



| COFFEE                                         |       | Montreal. |      | Toronto. |       | St. John, Halifax. |  |
|------------------------------------------------|-------|-----------|------|----------|-------|--------------------|--|
| Green—                                         |       |           |      |          |       |                    |  |
| Mocha.....                                     | 24    | 23        | 28   | 25       | 30    |                    |  |
| Old Government Java.....                       | 27    | 22        | 30   | 25       | 30    |                    |  |
| Rio.....                                       | 10    | 7½        | 9½   | 12       | 13    |                    |  |
| Santos.....                                    |       | 9½        | 10½  |          |       |                    |  |
| Plantation Ceylon.....                         | 29    | 26        | 30   | 29       | 31    |                    |  |
| Porto Rico.....                                |       | 22        | 25   | 24       | 28    |                    |  |
| Guatemala.....                                 |       | 25        | 26   | 24       | 26    |                    |  |
| Jamaica.....                                   | 18    | 15        | 20   | 18       | 22    |                    |  |
| Maracalho.....                                 | 13    | 18        | 18   | 13       | 15    |                    |  |
| NUTS                                           |       |           |      |          |       |                    |  |
| Brazil.....                                    |       | 15        | 16   | 8½       | 9     |                    |  |
| Valencia shelled almonds.....                  | 31    | 32        | 30   | 35       | 22    | 25                 |  |
| Tarragona almonds.....                         | 11½   | 12½       | 13   | 14       | 13    | 15                 |  |
| Formegetta almonds.....                        |       |           |      | 14½      |       |                    |  |
| Jordan shelled almonds.....                    |       | 40        | 40   | 43       |       |                    |  |
| Peanuts (roasted).....                         | 7½    | 8         | 8    | 10       | 9     | 10                 |  |
| “ (green).....                                 | 6½    | 7         | 7    | 9        |       |                    |  |
| Cocoanuts, per sack.....                       | 3 00  |           | 3 75 | 3 50     | 4 00  |                    |  |
| Grenoble walnuts.....                          |       | 60        | 60   | 60       | 70    |                    |  |
| Marbot walnuts.....                            | 9½    | 10        | 12½  | 9        | 12    |                    |  |
| Bordeaux walnuts.....                          | 7     | 8         | 11½  | 9        | 10    |                    |  |
| Sicily filberts.....                           | 9     | 10        | 10   | 11½      | 9     | 10                 |  |
| Naples filberts.....                           |       |           | 10   | 11       | 10    | 11                 |  |
| Pecans.....                                    | 10    | 12        | 13   | 15       | 12    | 14                 |  |
| Shelled Walnuts.....                           | 19    | 20        | 20   | 25       |       |                    |  |
| SODA                                           |       |           |      |          |       |                    |  |
| Bl-carb, standard, 112-lb. kegs.....           | 1 65  | 1 80      | 2 00 | 2 25     | 1 70  | 1 75               |  |
| Sal soda, per bbl.....                         | 70    | 75        | 80   | 90       | 85    | 90                 |  |
| Sal Soda, per keg.....                         | 95    | 1 00      | 1 00 | 95       | 1 00  |                    |  |
| Granulated Sal Soda, per lb.....               |       |           | 1    |          |       |                    |  |
| SPICES                                         |       |           |      |          |       |                    |  |
| Pepper, black, ground, in kegs.....            |       |           | 18   | 14       | 15    |                    |  |
| “ palls, boxes.....                            | 16    | 18        |      | 14       | 15    |                    |  |
| “ in 5-lb. cans.....                           | 14    | 17        |      | 19       | 15    | 16                 |  |
| “ whole.....                                   | 15    | 17        |      | 19       | 12    | 13                 |  |
| Pepper, white, ground, in kegs.....            |       |           | 26   | 27       | 24    | 26                 |  |
| “ palls, boxes.....                            | 26    | 27        | 26   | 27       | 24    | 26                 |  |
| “ 5-lb. cans.....                              | 25    | 26        | 25   | 26       | 20    | 22                 |  |
| “ whole.....                                   | 23    | 25        | 23   | 25       | 20    | 22                 |  |
| Ginger, Jamaica.....                           | 19    | 25        | 22   | 25       | 20    | 25                 |  |
| Cloves, whole.....                             | 12    | 30        | 14   | 35       | 18    | 20                 |  |
| Pure mixed spice.....                          | 25    | 30        | 25   | 30       | 25    | 30                 |  |
| Cassia.....                                    | 13    | 18        | 20   | 40       | 16    | 20                 |  |
| Cream tartar, French.....                      |       | 25        | 24   | 25       | 20    | 22                 |  |
| “ “ best.....                                  |       | 28        | 25   | 80       | 25    | 30                 |  |
| Allspice.....                                  | 10    | 15        | 13   | 16       | 15    | 18                 |  |
| WOODENWARE                                     |       |           |      |          |       |                    |  |
| Palls, No. 1, 2-boop.....                      | 1 90  |           | 1 60 |          | 1 90  |                    |  |
| “ “ 3-boop.....                                | 2 05  |           | 1 75 |          | 2 05  |                    |  |
| “ half, and covers.....                        | 1 75  |           | 1 70 |          | 1 75  |                    |  |
| “ quarter, jam and cover.....                  | 1 45  |           | 1 20 |          | 1 45  |                    |  |
| “ candy, and covers.....                       | 2 70  | 3 20      | 1 75 | 2 70     |       |                    |  |
| Tubs No. 0.....                                | 11 00 |           | 8 50 |          | 11 00 |                    |  |
| “ “ 1.....                                     | 9 00  |           | 7 00 |          | 9 00  |                    |  |
| “ “ 2.....                                     | 8 00  |           | 6 25 |          | 8 00  |                    |  |
| “ “ 3.....                                     | 7 00  |           | 5 35 |          | 7 00  |                    |  |
| PETROLEUM                                      |       |           |      |          |       |                    |  |
| Canadian water white.....                      | 14½   | 15½       |      |          |       |                    |  |
| Sarnia water white.....                        | 16    | 17        |      |          |       |                    |  |
| Sarnia prime white.....                        |       | 18        |      |          |       |                    |  |
| American water white.....                      |       | 19        |      |          |       |                    |  |
| Pratt's Astral (barrels extra).....            | 18½   | 19        |      |          |       |                    |  |
| Black— TEAS                                    |       |           |      |          |       |                    |  |
| Congon—Half-chests Kalsow, Moning, Paking..... | 13    | 60        | 12   | 60       | 11    | 40                 |  |
| Caddies Paking, Kalsow.....                    | 17    | 40        | 18   | 50       | 15    | 40                 |  |
| Indian—Darjeelings.....                        | 35    | 55        | 35   | 55       | 80    | 50                 |  |
| Assam Pekoes.....                              | 20    | 40        | 20   | 40       | 18    | 40                 |  |
| Pekoe Sonchong.....                            | 18    | 25        | 18   | 25       | 17    | 24                 |  |
| Ceylon—Broken Pekoes.....                      | 35    | 42        | 35   | 42       | 34    | 40                 |  |
| Pekoes.....                                    | 20    | 30        | 20   | 30       | 20    | 30                 |  |
| Pekoe Sonchong.....                            | 17½   | 40        | 17   | 85       | 17    | 85                 |  |
| China Greens—                                  |       |           |      |          |       |                    |  |
| Gunpowder—Cases, extra first.....              | 42    | 50        | 42   | 50       |       |                    |  |
| Half-chests, ordinary firsts.....              | 22    | 28        | 22   | 28       |       |                    |  |
| Young Hyson—Cases, sifted extra firsts.....    | 42    | 50        | 42   | 50       |       |                    |  |
| Cases, small leaf, firsts.....                 | 35    | 40        | 35   | 40       |       |                    |  |
| Half-chests, ordinary firsts.....              | 22    | 38        | 22   | 38       |       |                    |  |
| Half-chests, seconds.....                      | 17    | 19        | 17   | 19       |       |                    |  |
| “ thirds.....                                  | 15    | 17        | 15   | 17       |       |                    |  |
| “ common.....                                  | 13    | 14        | 13   | 14       |       |                    |  |
| Pingsueys—                                     |       |           |      |          |       |                    |  |
| Young Hyson, ½-chests, firsts.....             | 28    | 32        | 38   | 32       | 80    | 40                 |  |
| “ “ seconds.....                               | 16    | 19        | 16   | 19       |       |                    |  |
| “ Half-hoxes, firsts.....                      | 28    | 32        | 28   | 32       |       |                    |  |
| “ “ seconds.....                               | 16    | 19        | 16   | 19       |       |                    |  |
| Japans—                                        |       |           |      |          |       |                    |  |
| ½-chests, finest May pickings.....             | 38    | 40        | 38   | 40       |       |                    |  |
| Choice.....                                    | 32    | 36        | 33   | 37       |       |                    |  |
| Finest.....                                    | 28    | 30        | 30   | 32       |       |                    |  |
| Fine.....                                      | 25    | 27        | 27   | 30       |       |                    |  |
| Good medium.....                               | 22    | 24        | 25   | 28       |       |                    |  |
| Medium.....                                    | 19    | 20        | 21   | 23       |       |                    |  |
| Good common.....                               | 16    | 18        | 18   | 20       |       |                    |  |
| Common.....                                    | 13    | 15        | 15   | 17       |       |                    |  |
| Nagasaki, ½-chests, Pekoe.....                 | 16    | 22        |      |          |       |                    |  |
| “ “ Oolong.....                                | 14    | 15        |      |          |       |                    |  |
| “ “ Gunpowder.....                             | 16    | 19        |      |          |       |                    |  |
| “ “ Siftings.....                              | 7½    | 11        |      |          |       |                    |  |
| RICE, MACARONI, SAGO, TAPIOCA.                 |       |           |      |          |       |                    |  |
| Rice—Standard B.....                           | 3 00  | 3 10      |      | 3½       | 3 25  | 3 40               |  |
| Patna, per lb.....                             | 4 25  | 4 50      | 4½   | 5        | 5     | 6                  |  |
| Japan.....                                     | 4 40  | 4 90      | 5½   | 6        | 5     | 6                  |  |
| Imperial Seeta.....                            | 4 60  | 4 90      | 4½   | 5½       | 5     | 6                  |  |
| Extra Burmah.....                              |       |           | 4½   | 6        | 4     | 5                  |  |
| Java, extra.....                               |       | 5½        | 6    | 6½       | 6     | 7                  |  |
| Macaroni, dom'lc, per lb, bulk.....            | 5     | 6         |      | 7½       |       |                    |  |
| “ Imp'd, 1-lb. pkg., French.....               | 8     | 12        | 9    | 10       |       |                    |  |
| “ “ Italian.....                               | 8     | 10        | 11   | 12½      |       |                    |  |
| Sago.....                                      | 3½    | 4         | 4    | 4½       | 4½    | 5                  |  |
| Tapioca.....                                   | 3½    | 4         | 4½   | 4½       | 4½    | 5                  |  |



# APPLES POULTRY POTATOES

and all other produce bought and sold on commission.

References: THE CANADIAN BANK OF COMMERCE, Market Branch.

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Established 1854.

Manufacturer of

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BARLEY, SPLIT PEAS,  
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Send for Prices or Samples.  
Prompt Business.



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LARGE SALE on our  
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BLACK and MIXED.

Every package guaranteed finest grade grown.  
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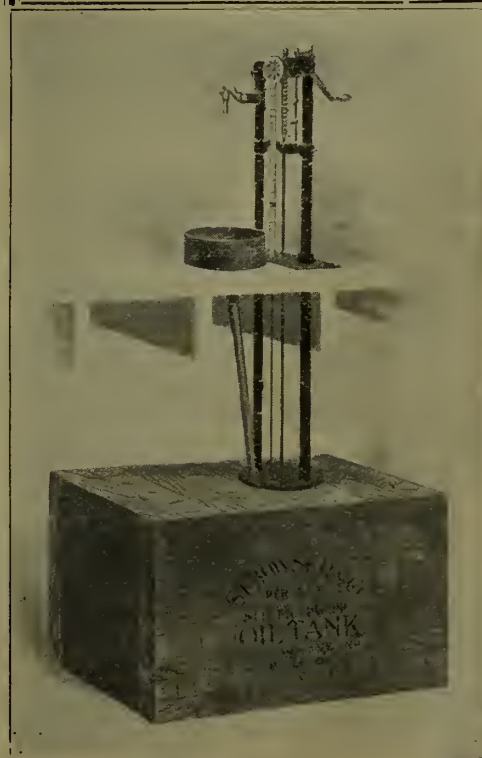
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Tea Packers.

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## Winter is Coming



**AND YOU MAY  
REASONABLY  
EXPECT YOUR  
OIL TRADE TO  
LARGELY IN-  
CREASE.**

Are you tired of going down cellar for your oil and toiling up stairs with heavy unwieldy cans and jugs? If you have been doing this don't you think it about time to give your back a rest, and stay where you can see that the "light-fingered" customer does not get away with goods valued at many times the profit on the oil sale? You can do this if you like by installing in your store a

## BASEMENT OUTFIT BOWSER OIL TANKS

Are equipped with Full Brass Cone Valves, Dial Discharge Registers, and Anti-Drip Nozzles, and Measure Accurate, Gallons, Half-Gallons and Quarts at a Stroke. Fifty Different Styles.

CATALOGUE FREE UPON REQUEST.

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Factory, FORT WAYNE, Ind.

**BOWSER  
Basement  
Self-Measuring  
Oil Outfit**

As shown above.

## THE PROVISION TRADE.

The Markets—The World's Stocks of Lard—Miscellaneous Notes.

### THE WORLD'S STOCKS OF LARD.

CABLE advices to the N. K. Fairbank Co., Chicago, give the following estimates of the stocks of lard held in Europe and afloat, on October 1, 1901, to which are added estimates of former years, and stocks in cities named:

|                                  | 1901.<br>Nov. 1. | 1901.<br>Oct. 1. | 1900.<br>Nov. 1. | 1899.<br>Nov. 1. | 1898.<br>Nov. 1. | 1897.<br>Nov. 1. |
|----------------------------------|------------------|------------------|------------------|------------------|------------------|------------------|
| Liverpool and Manchester .....   | 8,000            | 12,500           | 10,500           | 42,500           | 46,000           | 58,000           |
| Other British ports .....        | 5,000            | 5,000            | 5,500            | 7,500            | 10,000           | 15,000           |
| Hamburg .....                    | 12,000           | 6,000            | 2,500            | 12,000           | 28,000           | 10,000           |
| Bremen .....                     | 1,500            | 1,000            | 2,000            | 3,000            | 4,000            | 2,000            |
| Berlin .....                     | 2,000            | 500              | 1,500            | 2,000            | 1,500            | 4,000            |
| Baltic ports .....               | 8,500            | 8,000            | 7,000            | 7,000            | 8,000            | 7,000            |
| Amsterdam .....                  |                  |                  |                  |                  |                  |                  |
| Rotterdam .....                  | 1,000            | 1,000            | 1,000            | 1,500            | 2,000            | 1,000            |
| Mannheim .....                   |                  |                  |                  |                  |                  |                  |
| Antwerp .....                    | 4,000            | 4,000            | 3,000            | 4,000            | 5,000            | 25,000           |
| French ports .....               | 3,000            | 2,000            | 4,000            | 3,000            | 4,000            | 8,000            |
| Italian and Spanish ports .....  | 1,000            | 1,000            | 1,000            | 1,000            | 1,000            | 1,000            |
| Total in Europe .....            | 46,000           | 41,000           | 38,000           | 83,500           | 109,500          | 131,000          |
| Afloat for Europe .....          | 45,000           | 57,000           | 42,000           | 90,000           | 85,000           | 70,000           |
| Total in Europe and afloat ..... | 91,000           | 98,000           | 80,000           | 173,500          | 194,500          | 201,000          |
| Chicago prime steam .....        | 26,193           | 27,759           | 11,259           | 117,391          | 85,551           | 178,819          |
| Chicago other kinds .....        | 5,091            | 4,487            | 9,080            | 9,487            | 6,517            | 5,596            |
| East St. Louis .....             | 1,027            | 3,531            | 1,913            | None             | None             | None             |
| Kansas City .....                | 4,705            | 5,110            | 2,880            | 6,909            | 4,492            | 2,220            |
| Omaha .....                      | 1,968            | 2,600            | 3,413            | 2,049            | 2,113            | 1,238            |
| New York .....                   | 3,345            | 4,915            | 8,949            | 15,328           | 10,974           | 10,147           |
| Milwaukee .....                  | 1,023            | 808              | 2,723            | 2,900            | 550              | 1,043            |
| Cedar Rapids .....               | 1,098            | 318              | 1,253            | 437              | 506              | 606              |
| South St. Joseph .....           | 1,986            | 2,235            | 600              | 956              | 718              | no record        |
| Total tierces .....              | 137,436          | 149,763          | 122,070          | 328,957          | 305,921          | 403,830          |

### SHOULD HAVE BEEN "BOAR'S HEAD."

Through the letter "e" instead of the letter "o" the N. K. Fairbank Co.'s brand of lard was made to read "Bear" instead of "Boar" in a reading notice in our issue of October 25 (the special number).

### EXPORTS OF CANADIAN PORK HAVE INCREASED.

From the figures supplied by the Commissioner of Agriculture the Canadian export trade in pork, bacon and hams has greatly increased. From the small amount of \$645,360 worth in 1890, the amounts of the exports have swelled up to the magnificent total of \$11,829,000 for the year ending with June, 1901, showing an increase of over \$11,000,000 worth of hog products during the past 10 years.

### THE PROVISION MARKETS.

#### TORONTO.

Dressed hogs are unchanged, the price being still \$7.50 to \$7.75 per 100 lb., and the receipts being heavy. There is a steady demand. Receipts of beef were large. Carcasses are selling at \$5.50 to \$6.50 per

100 lb.; hind quarters, \$6.50 to \$7 per 100 lb.; front quarters, \$5 to \$5.50 per 100 lb. Front quarters are most in demand.

Prices on live hogs have dropped 37½c., selects now selling at \$5.62½ and lights at \$5.37½, and the prospects are for still lower prices. Export cattle in choice lots

report a phenomenal business in consequence, and are not able to cope with orders. Chicago pork is down \$1 per barrel. We quote as follows: Heavy Canadian short cut mess pork, \$22.00; Chicago clear pork, \$22.50 for heavy and \$22.00 for medium; selected heavy short cut mess pork, boneless, \$22.00 to \$22.50; hams, 13 to 14c.; bacon, 15c.; lard, pure Canadian, \$2.40 per pail; refined lard compound (Fairbank's), \$2.01 for 1 to 24 pails; \$2.04 for 25 to 49 pails; \$2.01 for 50 pails and over; Snow White and Globe compound, \$1.72½ per pail; Cottolene, 11½c. for 20 lb. pails, and 10¾c. for 60-lb. tubs, for Quebec and Ontario.

ST. JOHN, N. B.

In pork and beef there have been quite free shipments during the week. Considerable domestic pork is seen on the market. Prices are rather easier. There is also some domestic beef offered. Lard still remains high.

### PROVISION TRADE NOTES.

St. Aubin & Gagne, provision merchants, Lacine, Que., have dissolved partnership.

James St. James, butcher, Sault Ste. Marie, Ont., is going out of business.

Martin Blanchard, a Cornwall, Ont., butcher, has sold out.

The desire of the Montreal Butter and Cheese Association to have eggs inspected before shipment from that port, has been approved of by the Montreal Board of Trade, which has agreed to petition the Government to have eggs included in the General Inspection Act.

Established 1873.

Pork Packers, Commission Merchants,  
Buyers and Exporters of

Eggs, Butter,  
Cheese, Poultry.

D. GUNN, BROTHERS & CO.  
76-78-80 Front St. E. - TORONTO.

EGGS, BUTTER, CHEESE,  
ETC. CONSIGNMENTS  
SOLICITED.

Write us when you have Eggs and  
Butter to offer. Cases supplied.

The J. A. McLean Produce Co., Limited,  
77 Colborne St., TORONTO.

### MONTREAL.

At present the lard market presents the strange spectacle of a falling in values and an inconvenient scarcity of supplies. The world's supply of lard for November 1, 1901, is given as 137,436 tierces, against 149,763 tierces on October 1, 1901. Last year at this time the visible supply was 122,070 tierces or even less than this year. Yet, we are told that it is absolutely impossible to secure the delivery of a carload of lard from any of our Canadian packing houses. The packers of compound lard



The demand for

**REGISTERED**  
*Bow Park*  
**BRAND**  
**HAMS**

is growing every day, and we think it will pay you to handle them.

Your customers will enjoy them and you will be pleased to sell them, as they are the best in any line of goods.

**The Brantford Packing Co.**  
LIMITED  
**BRANTFORD, ONT.**

**REGISTERED**  
*Bow Park*  
**BRANDS**  
**PICKLES**

awarded Silver Medal

**Pan-American Exposition.**

**Shuttleworth & Harris,**  
**BRANTFORD, ONT.**

**HAMS**

**Sugar Cured,  
Bright,  
Juicy,  
Well Flavored.**

There are no better  
Hams made than Fearman's  
"Star Brand."

If you have not proved  
this, send us a sample order.

**F. W. FEARMAN CO.,**

Pork Packers and  
Lard Refiners,

Limited  
**Hamilton, Ont.**

**THE CANADIAN PACKING CO.**  
**LONDON, ONT.**



GUARANTEED CHOICE AND PURE.  
**GOLD MEDAL, PARIS 1900.**  
Please order goods through your wholesale house

**INQUIRIES ABOUT CANADIAN TRADE.**

The following were among the recent inquiries relating to Canadian trade received at the Canadian Government Office in London :

1. Inquiry is made for the name of a first-class firm of Canadian oven builders who would be prepared to work a patent oven for which the patent in Canada is fully secured.

2. A list of wholesale druggists' sundrymen in Canada is asked for by a firm of wholesale stationers in London.

3. A Birmingham firm ask to be placed in communication with one or two large exporters of cheese from Canada.

4. A Dundee firm having opened a department for the sale of wood pulp, would be glad to know of a Canadian exporting firm wishing to appoint an agent for Scotland.

5. A gentleman having 20 years' experience in selling British goods in Canada—having an extensive and influential connection amongst importers, railway companies, etc—is shortly leaving for another business journey, and would be glad to undertake the interests of an additional manufacturer or two.

6. A Bradford firm desires to be placed in communication with umbrella manufacturers in Canada.

7. A firm in the Midlands asks for information respecting the possibility of opening up a trade with Canada in several brands of British-made cigars.

8. The addresses of Canadian carriage manufacturers are asked for by a correspondent who is prepared to take up the agencies of such firms for the United Kingdom.

9. A Huddersfield firm asks to be referred to the principal firms in Canada who are merchants in woollen and worsted goods.

[The names of the firms making the above inquiries, can be obtained on application to the editor of THE CANADIAN GROCER.]

**THE POOR APPLE CROP.**

This year the apple crop, excepting, perhaps, in California and Nova Scotia, is short over all the world. The apple crop is a failure in Sweden and Germany, and there cannot be more than 100,000 barrels stored away in the whole Province of Ontario. Usually, in other years, one dealer has that many.

The quality of the Ontario crop is also poor, and amounts to only about 15 per cent. of the average. In the United States the crop is only about a third of what it was the year before last, the shortage being 47,000,000 barrels. Ontario and Quebec buyers have been compelled to go to Nova Scotia, and they have already shipped over 100,000 barrels from there westward. Nova Scotian apples are also being shipped in large quantities to the British market via Montreal, a thing never heard of before.

Notwithstanding the scarcity of apples everywhere, the English market seems to be very erratic this year, and several dealers have met with positive losses, as the market there does not appear to respond to the high prices prevalent elsewhere.

Every grocer who desires to have the finest goods for his customers, will see that he is never without a full stock of :

**COWAN'S** Hygienic and Perfection Cocoa.  
Queen's Dessert, Royal Navy and Perfection Chocolate.

**COWAN'S** Cake Icings—Chocolate, Pink, Lemon Color and White.

**COWAN'S** Chocolate Cream Bars, Chocolate Ginger, Chocolate Wafers, etc.

ALL ABSOLUTELY PURE GOODS.

**THE COWAN CO., Limited, TORONTO**

## All Bacon and Hams

cured by this company are done after the Irish process, which has made Irish Bacon famous the world over. We guarantee a cure and quality equal in every respect.

**OUR LARD** is absolutely pure, and we are confident of repeat orders wherever it receives a trial.

These are some of our varieties: Breakfast Bacon, Short Roll Bacon, Long Roll Bacon, Wiltshire Bacon, Cumberland Bacon, Long Rib Bacon, Long Clear Bacon, Back or Windsor Bacon, Long and Short Cut Hams, etc.



Registered Trade Mark Brand  
Found on all our Bacon and Hams

**The Farmers' Co-Operative Packing Co.**  
of BRANTFORD, Limited.

## Our Brands Give Satisfaction.

**SUGAR-CURED HAMS,  
BONELESS BREAKFAST BACON,  
ROLL BACON, PURE LARD**

## Hot Weather Specials

READY FOR LUNCHEON :

**BOILED PORK HAMS,  
LUNCH BEEF,  
BOLOGNA SAUSAGE,**

**BOILED BEEF HAMS,  
HAM, CHICKEN and TONGUE  
SAUSAGE.**

**The Park, Blackwell Co., Limited**  
Packers and Exporters, **TORONTO, CANADA.**

London Agents: Messrs. Miller Bros.  
16 Tooley St.

Liverpool Agents: Messrs. W. P. Sinclair & Co.  
12 North John St.



\*\*\*\*\*

# LARD

\*\*\*\*\*



Orders can be filled by any of the leading jobbers in Canada or direct.

There is one word sadly misinterpreted, that word is "substitute." Because an article is a substitute it is not necessarily inferior. The electric light is a substitute for the candle and the modern flour for the product of the windmill. Our **"Boar's Head"** brand of **Refined Lard Compound** is a substitute for hog lard, and is an improvement on any other frying and shortening medium. Grocers totally unable to sell other brands of Compound with any satisfaction, find that **Fairbank's "Boar's Head"** brand takes the place of every other lard with their customers, then, too, the price is about 2c. less per lb. than hog fat.

|             |   |          |            |   |         |
|-------------|---|----------|------------|---|---------|
| Tierces     | - | 400 lbs. | Pails, tin | - | 10 lbs. |
| Boxes       | - | 50 lbs.  | " "        | - | 5 lbs.  |
| Pails, wood | - | 20 lbs.  | " "        | - | 3 lbs.  |
| " tin       | - | 20 lbs.  |            |   |         |

## THE N. K. FAIRBANK COMPANY

Wellington and Ann Sts., MONTREAL, QUE.

OUR  
BRANDS:

"L. & S."

and

"IMPERIAL"

\*



## Fowler's Canadian Co., Limited

(Late LAWRY & SON)

Pork and Beef Packers, Exporters,  
Lard Refiners and Wholesale Dealers in Provisions.

 HAMILTON, CANADA.

## POSSIBILITIES OF EXTENDED TRADE WITH BARBADOS.

THE VIEWS OF A MAN  
FROM THAT ISLAND.

**W**ITHIN the last three weeks I have had the pleasure of interviewing three gentlemen from the British West Indies in regard to the question of trade between them and this country. The outcome of two of the interviews was printed in last week's issue. The third interview was on Monday last, when, thanks to Mr. Charles Pickford, of The Pickford & Black Co., I was given an opportunity of meeting Mr. J. Allen Jones, of Barbados. Mr. Jones, who is a member of the firm of Jones & Swan, general commission agents, Barbados, was in Toronto for a few days on his way to Great Britain. He left Barbados in August and has been visiting points in the United States and Canada. He expects to return home early in January next.

Mr. Jones is a man who, to me, appeared to be consumed with a desire to see more trade done with Canada and the British West Indies.

"What I would like to see," he said, in reply to the question, "is more business men from Canada visit us during your winter months and study for themselves the requirements of our markets. The ground is simply left to the United States. The travellers from that country come down to the West Indies and get the business. Canada could do a great deal more in flour if business was properly pushed. In some instances, merchandise has been sent from Canada to the West Indies which was either not suitable for our market or not properly packed. And because the first venture did not prove a success, the people who sent them, made no further effort."

"What is the opinion in Barbados regarding the quality of Canadian flour?"

"About the first lot of flour that was shipped to Barbados was old stuff that had been held in stock. Naturally, the quality not being good, satisfaction was not given, and Canadian flour got a bad name. The idea that Canadian flour is not suitable for our climate is now, however, exploded. Since your people began to study our market and exercise proper care, we have learned that the quality of Canadian flour is fully equal to that of the United States."

"The idea in regard to hoops is also exploded," interjected Mr. Pickford.

"Yes," continued Mr. Jones, "it is. At one time, you know, it was thought that nothing but the round hoop was the proper thing on a barrel of flour. And that militated for a time against Can-

adian flour, on the barrels of which flat hoops were used. Of course, Barbados is a small place, and it has the prejudices of a small place."

"One thing that the people in the West Indies demand in their flour," remarked Mr. Pickford, "is whiteness. It must be white."

"Yes," added Mr. Jones, "but it must also have body."

"What about Canadian oats?" I asked.

"A few years ago, we, in Barbados, used nothing but oats from the United States. Now they come altogether from Canada. They are very much better than the oats from the United States."

"What does Barbados import?"

"We have to import all our food supplies. In fact, we have to import nearly everything."

"Except your ice and rum," interjected Mr. Pickford with a laugh.

"That's right. We have two factories making ice; the price at which ice sells is one cent per pound, which is, we think, moderate."

"Your exports. What about them?"

"They are largely confined to sugar and molasses. Our island is only 14 miles wide by 21 long and our population 200,000, but last year we exported 60,000 tons of sugar and 15,000 puncheons of molasses. About one-third of our molasses goes to Newfoundland and the balance to Canada. Were our machinery more modern we could do even better than that. Our machinery is very old-fashioned, windmills still being used. Demarara and Trinidad, with their more modern machinery, extract 20 per cent more juice from the cane than we do. Our sugar goes to the United States, the countervailing duty there being more advantageous to Barbados sugar than the Canadian preferential tariff."

"Is there a desire in Barbados to do more business with Canada?"

"There is. But as I have already said, Canadian business men should visit us and learn for themselves what we want. Trade is increasing. I think," he added, addressing himself to Mr. Pickford, "that your steamers last year carried more merchandise for the West Indies than ever before."

"Yes," said Mr. Pickford. "At present the shortage of cars is, however, making our cargoes lighter than they otherwise would be. To give you an example: I know of 15 to 25 carloads of stuff that within the last 10 days have gone to the West Indies via New York which would have gone by our line via Halifax, could the railways have supplied the cars."

"Are not your rates, Mr. Pickford, the same as those on the boats running out of New York?"

"Yes," replied Mr. Pickford, "just the same."

OMAR.

# Enterprise

RENOVATOR.

The perfect carpet and  
clothes cleaner.

Grocers: Send for our  
special offer.

ENTERPRISE SPECIALTY CO.,

83 Bay Street, TORONTO.

## BASKETS

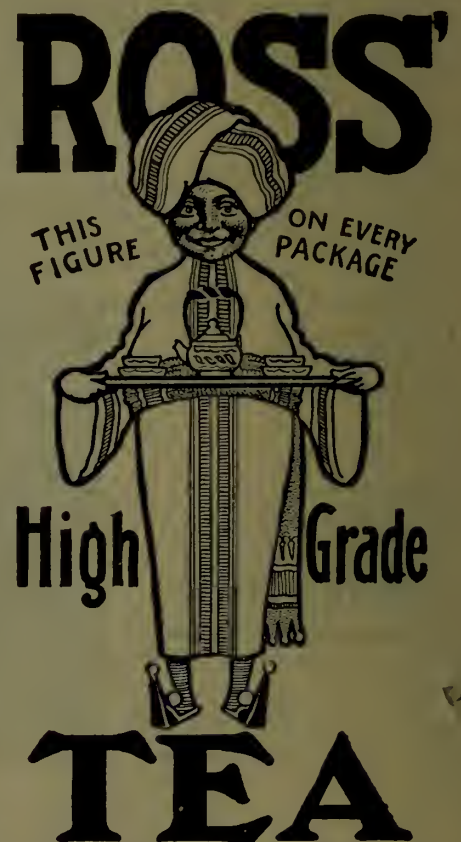
We make them in all shapes and  
sizes. We have

*Grain and Root Baskets,  
Satchel Lunch Baskets  
Clothes Baskets,  
Butcher Baskets,*

In fact, all kinds; besides being very neat  
in appearance, they are strong and dur-  
able. Send your orders to

THE . . .

**Oakville Basket Co.**  
Oakville, Ont.



There is no question about Ceylon Teas being  
the **BEST**, but grocers should be careful not to  
sell teas marked Ceylon and adulterated with  
inferior teas.

**ROSS' HIGH-GRADE** is, without exception,  
the only pure Ceylon tea on the Canadian market.  
For your own edification inquire into this.

THE ROSS TEA CO., - - TORONTO.



# CEYLON AND INDIA TEA

## BLACK

The merit of the **Black Teas** has established them high in popular estimation. They are drunk wherever the English language is spoken. They follow the flag and drive out less meritorious growths.

## OR

But some consumers are wedded to light drawing kinds, with pale liquor and without the full body and richness of the black kinds.

## GREEN

The **Green Teas** of Ceylon and India are made expressly for this trade. In Make, Quality and Price they challenge comparison with other growths.

They are grown, prepared and packed with the same skill by the British Planters who have revolutionized the black tea trade.

They have caught on in Canada and are no longer in the experimental stage. Try them.

## THE TRAFFIC IN COFFEE.

THE actual deliveries of coffee in Europe and the United States during the 10 years beginning with July 1, 1891, and ending with June 30, 1901, have been 121,277,600 bags, or a yearly average of 12,127,761 bags. Of the grand aggregate for the 10 years under consideration, the Republic of Brazil furnished about 62 per cent., or 76,785,000 bags, an average per year of 7,678,500 bags. In the last five years Brazil's exports have been 47,221,000 bags, or a yearly average of 9,444,200 bags.

The deliveries of coffee from all countries to the United States importers during the 10 years 1891-92 to 1900-01 were 50,531,347 bags, or an average per year of 5,053,135 bags. The deliveries in the United States for the 12 months ending with June 30, 1901, amounted to 5,813,883 bags, of which Brazil supplied 1,722,919 bags, or 80.8 per cent.; all other countries, 1,120,961 bags, or 19.2 per cent.

## COFFEE PRODUCTION IN BRAZIL.

The total production of coffee in Brazil during this 10-years' period has been 77,878,000 bags, an average of 7,887,800 bags per year. During that time the smallest total product in 12 months was 1,309,000 bags, in 1893-94, and the greatest total was 10,927,000 bags, in 1900-01. From the ports of Rio de Janeiro and Santos, the great coffee-shipping markets of Brazil, the exports of coffee during the 10 years have been as follows, the year ending on the 30th of June and the figures (in even thousands) representing the number of bags:

| Year.   | Rio de Janeiro. |           | Santos.        |            |
|---------|-----------------|-----------|----------------|------------|
|         | United States.  | Europe.   | United States. | Europe.    |
| 1892... | 2,536,000       | 1,148,000 | 997,000        | 2,556,000  |
| 1893... | 1,972,000       | 953,000   | 1,102,000      | 2,268,000  |
| 1894... | 1,641,000       | 606,000   | 797,000        | 972,000    |
| 1895... | 1,816,000       | 687,000   | 1,347,000      | 2,551,000  |
| 1896... | 1,499,000       | 899,000   | 1,050,000      | 2,067,000  |
| 1897... | 2,342,000       | 1,084,000 | 1,565,000      | 3,369,000  |
| 1898... | 3,007,000       | 1,562,000 | 1,356,000      | 4,659,000  |
| 1899... | 2,364,000       | 874,000   | 1,987,000      | 3,529,000  |
| 1900... | 2,376,000       | 905,000   | 1,619,000      | 4,119,000  |
| 1901... | 1,840,000       | 832,000   | 3,107,000      | 4,725,000  |
| Total.  | 21,393,000      | 9,550,000 | 14,927,000     | 39,815,000 |

The shipments to Europe make a grand aggregate of 10,365,000 bags and those to the United States an aggregate of 36,320,000 bags. The shipments from Rio de Janeiro during the 10 years amounted to 30,913,000 bags and those from Santos to 45,812,000 bags. The trade-year ending June 30, 1901, is noted for the heaviest crop of Brazil coffee on record, for coffee deliveries to the markets of the world for any year on record.

## CANNED HALIBUT.

Halibut canning is an industry which has recently started on Portiere Island, British Columbia, by The British Columbia Fish Company. The first cans were put up three months ago, and the contents are in fine condition, and the flavor, to those who like halibut, all that could be desired. The British Columbia Fish Company are making a trial shipment to China in charge of a Chinese agent. The same company are pickling spring and steel head salmon, according to the latest

approved methods. The product of their skill is very edible. The fish are pickled whole, and when kept for weeks cannot be told from a fresh salmon. To the cured fish there is a slight pickle taste which rather improves the flavor than otherwise. The company are having considerable success in finding a market for this new product of British Columbia.

## CANADIAN TINNED BEEF IN SOUTH AFRICA.

The complaint, that among other things, the Canadian tinned-beef sent to South Africa last April, contained borax, has been withdrawn by the chemist in South Africa by whom it was made. Although borax is used by some firms to preserve their meat before cooking, yet it seems that Canadian packers do not extensively use this chemical. A prominent army officer in Natal who had sampled the beef and read the very gratifying testimonial enclosed, which had been received in regard to previous shipments of Canadian beef, declared the product was of even better quality than stated. As the War Office makes only grave and unsatisfactory statements, the Canadian Department of Agriculture will persevere until the stigma on Canadian beef is removed, and until the packers of this country are again entrusted with orders by the War Office.

## ANOTHER FIRE AT SYDNEY. CAPE BRETON.

On October 29 the store of Voight Bros., Sydney, C.B., was totally destroyed by fire, and the whole business portion of North Sydney was only saved from a similar fate by the determined fight of the firemen and the magnificent water supply which the town possesses. The building is fairly well covered by insurance, but there is only \$4,500 on the stock, which was valued at \$150,000, and was one of the largest in the Maritime Provinces.

## CAUSE OF CHEESE BEING OFF FLAVOR.

The Department of Agriculture has received the report of Prof. Harrison, bacteriologist at the Ontario Agricultural College, regarding the off-flavor of the cheese from the Innerkip and other Ontario factories. He said that the curd had a combined bitter and aromatic smell, and this gave to the cheese a bad flavor and bitter taste. He attributes the cause to certain species of yeasts, bacteria and moulds which are found on maple trees and fruit trees, and which, probably, by wind and dust, found their way into the cans which were probably standing under or near the trees. As the whey was returned in the cans in which the milk was taken away, the infection was more widely spread. Then the empty cans were left on the roadside, exposed to the dust and dirt, also causing infection. Besides all this, gas-producing germs were found in most of the barns that were examined, they being dirty, dusty, and full of cobwebs.

## B. C. FRUITS IN WINNIPEG.

As a result of a conference with the officials of The Dominion Express Company, British Columbian fruit growers expect to be able to place their strawberries and other perishable fruits on the Winnipeg market next season at a price that will enable them to compete with those grown in other centres. On account of the long distance, it is proposed that they should send their fruit consignments eastward in ventilated crates.

## VISIT FROM THE TEA COMMISSIONER.

Mr. William Mackenzie, Ceylon tea commissioner, was in Toronto a few days last week. After calling on the wholesale trade he was much impressed with the progress that was being made with Ceylon greens. He said they were making equally good progress in the United States.

POPULARITY

is the proof of merit, and no brand has ever achieved popularity so quickly as

"BOBS"

CHEWING TOBACCO

In 5 and 10c. Plugs.

BOBS costs you only 36 cents, and pays a good profit.

BOBS is well advertised.

BOBS is selling well in almost every store from the Atlantic to the Pacific.

BOBS is A BIG PLUG FOR LITTLE MONEY

Made by

THE EMPIRE TOBACCO CO., LIMITED  
MONTREAL, QUE.



CANADIAN ADVERTISING is best done by THE  
E. DESBARATS ADVERTISING AGENCY  
MONTREAL

Mediterranean Fruits  
Granulated and Raw Sugars  
Molasses and Syrups, Glucose, Etc.

Excelsior Macaroni  
White Castile Soap

C. A. CHOUILLOU & CIE.  
14 Place Royale (Customs House Sq.) MONTREAL.

## "Chief Keokuk"

Pickles and Condiments.

## "Montrose"

Tomatoes, Peas and Vegetables.

SOLD ON THEIR MERITS.

KEOKUK PICKLE CO.

KEOKUK, IOWA, U.S.A.



## CLOTHES PINS...

Selected and full count, in  
packages of 4 doz.—6 doz.  
—12 each to a case.

This makes a very attractive  
shelf display line. Also in  
cases of 5 gross, large and  
small sizes. Ask for quotations.

BOECKH BROS. & COMPANY,  
TORONTO.

Manufactured by  
WM. CANE & SONS MFG. CO.,  
NEWMARKET. Limited,

Hugh Walker & Son, Wholesale Fruit Importers, Guelph, Ont.

- DIRECT IMPORTERS OF -

## Fancy and Domestic Fruits.

OUR SPECIALTIES

Fancy Oranges, Lemons, Malaga Grapes, Cape Cod Cranberries.

Special Attention to Mail and Telephone Orders.

**GRIMBLE'S** English Malt  
Six GOLD Medals **VINEGAR**

GRIMBLE & CO., Limited, London, N.W., Eng.



Capstan Brand

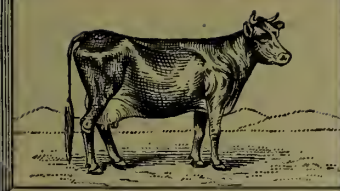
## BAKING POWDER

¼-lb., ½-lb., 1-lb. and 5-lb. sizes.

No purer line of Baking Powder on the market. Quality guaranteed.  
Write us for prices.

The Capstan Mfg. Co., - Toronto.

DWIGHT'S



SODA

## THE MOUTH WATERS

when reading our cook book, but to taste buns  
and pastry made with

Dwight's Cow Brand Soda

—that's the test!

Ask your customers about it.

JOHN DWIGHT & CO.,  
34 Yonge St., TORONTO.

Agencies in all leading centres.



## LICORICE..

We manufacture everything in the Licorice line carried by the Gro-  
cery, Drug and Confectionery trades. We might mention—Y. & S. Stick  
Licorice, plain and corrugated; Acme Licorice Pellets; Y. & S. Licorice  
Lozenges, in cans or glass jars; A B C Blocks; Purity & Dulce Brand one  
cent sticks; Bundled Licorice Root; Small Cigars, 300 to box, etc. In PLI-  
ABLE LICORICE, Triple Tunnel Tubes, Mint Puff-Straps, Navy Plugs and  
Golf-Sticks 100 to box; Blow Pipes 200 and 300 to box; Manhattan  
Wafers, 2 ½ lb. boxes; Curved Stem Pipes, 200 to box. Write for illustrated  
catalogue.

YOUNG & SMYLLIE

Established 1845.

BROOKLYN, N.Y.



# I've Been Thinking! WHY

do people eat **Mustard**?

**And Why**

do they eat **Keen's Mustard**?

And everyone says :

# KEEN'S D.S.F. MUSTARD

brings out the **real flavor** be it Roast Beef, Ham, Tongue or Salad.

## Current Market Quotations for Proprietary Articles

November 7, 1901.

Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy. The editors do not supervise them. If a change is made, either an advance or decline, it is referred to in the market reports, as a matter of news, whether manufacturers request it or not.

### BAKING POWDER.

|                                         |         |  |
|-----------------------------------------|---------|--|
| Cook's Friend—                          |         |  |
| Size 1, in 2 and 4 doz. boxes.....      | \$ 2 40 |  |
| " 10, in 4 doz. boxes.....              | 2 10    |  |
| " 2 in 6 ".....                         | 80      |  |
| " 12, in 6 ".....                       | 70      |  |
| " 3, in 4 ".....                        | 45      |  |
| Pound tins, 3 doz. in case.....         | 3 00    |  |
| 12oz. tins, 3 " ".....                  | 2 40    |  |
| 9oz. tins, 4 " ".....                   | 1 10    |  |
| 5 b. tins, 1/2 " ".....                 | 4 00    |  |
| Diamond—                                |         |  |
| W. H. GILLARD & CO.                     |         |  |
| 1 lb. tins, 2 doz. in case.....per doz. | 2 00    |  |
| 1/2 lb. tins, 3 " ".....                | 1 25    |  |
| 1/4 lb. tins, 4 " ".....                | 0 75    |  |

### IMPERIAL BAKING POWDER.

| Cases Contain. | Sizes of Cans. | Per Doz. |
|----------------|----------------|----------|
| 4 doz.         | 10c.           | \$0 85   |
| 3 "            | 6-oz.          | 1 75     |
| 2 and 3 doz.   | 12-oz.         | 3 40     |
| 2 and 1 3 doz. | 16-oz.         | 4 35     |
| 1 doz.         | 2 1/2-lb.      | 10 40    |
| 1/2 and 1 doz. | 5-lb.          | 19 50    |

### MAGIC BAKING POWDER.

| Cases Contain. | Sizes of Cans. | Per Doz. |
|----------------|----------------|----------|
| 4 doz.         | 4-oz.          | \$0 65   |
| 4 "            | 6-oz.          | 0 80     |
| 4 "            | 8-oz.          | 1 00     |
| 4 "            | 12-oz.         | 1 50     |
| 4 "            | 16-oz.         | 1 80     |
| 1 "            | 2 1/2-lb.      | 4 50     |
| 1 "            | 5-lb.          | 7 75     |

### JERSEY CREAM BAKING POWDER.

|                               |      |
|-------------------------------|------|
| 1/2 size, 5 doz. in case..... | 40   |
| 1/4 size, 4 doz. in case..... | 75   |
| 1/2 " 3 " ".....              | 1 25 |
| 1 " 2 " ".....                | 2 25 |

### BLACKING.

#### SHOE POLISH.

HENRI JONAS & Co. Per gross

|                        |        |
|------------------------|--------|
| Jonas'.....            | \$9 00 |
| Froments.....          | 7 50   |
| Military dressing..... | 24 00  |

### BLUE.

|                                        |        |
|----------------------------------------|--------|
| Keen's Oxford, per lb.....             | \$0 17 |
| In 10 box lots or case.....            | 0 16   |
| Reckitt's Square Blue 12-lb. box.....  | 0 17   |
| Reckitt's Square Blue, 5 box lots..... | 0 16   |

### BLACK LEAD.

|                                                                           |      |
|---------------------------------------------------------------------------|------|
| Reckitt's per box.....                                                    | 1 15 |
| Box contains either 1 gro., 1 oz. size; 1/2 gro., 2 oz. or 1/4 gro. 4 oz. |      |

### CORN BROOMS

| BOECKH BROS & COMPANY             |      | doz. net |
|-----------------------------------|------|----------|
| Bamboo Handles, A, 4 strings..... | 4 35 |          |
| " " B, 4 strings.....             | 4 10 |          |
| " " C, 3 strings.....             | 3 85 |          |
| " " D, 3 strings.....             | 3 60 |          |
| " " E, 3 strings.....             | 3 35 |          |
| " " F, 3 strings.....             | 3 10 |          |
| " " I, 3 strings.....             | 2 85 |          |

### BISCUITS.

#### CARR & CO., LIMITED.

Frank Magor & Co., Agents.

|                                                                                |          |
|--------------------------------------------------------------------------------|----------|
| Cafe Noir.....                                                                 | 0 15     |
| Ensign.....                                                                    | 0 12 1/2 |
| Metropolitan mixed.....                                                        | 0 09     |
| Special price list of Fancy Tins for Xmas trade and other lines on application |          |

### CANNED GOODS.

#### MUSHROOMS.

HENRI JONAS & Co.

|                         |         |
|-------------------------|---------|
| Mushrooms, Ronel.....   | \$15 50 |
| 1st choice Duthell..... | 18 50   |
| 1st choice Lenoir.....  | 19 50   |
| extra Lenoir.....       | 24 00   |
| Per case, 100 tins.     |         |

#### FRENCH PEAS—DELORY'S

HENRI JONAS & Co.

|                     |        |
|---------------------|--------|
| Moyen's No. 2.....  | \$9 00 |
| " No. 1.....        | 10 50  |
| 1/2 Fins.....       | 12 50  |
| Fins.....           | 14 00  |
| Tree fins.....      | 15 00  |
| Extra fins.....     | 16 50  |
| Sur extra fins..... | 18 00  |

#### FRENCH SARDINES.

HENRI JONAS & Co.

|                      |        |
|----------------------|--------|
| 1/2 Trefavennes..... | \$9 50 |
| 1/2 Rolland.....     | 9 50   |
| 1/2 Delory.....      | 10 50  |
| 1/2 Club Alps.....   | 12 50  |

### CHOCOLATES & COCOAS.

|                                            |          |
|--------------------------------------------|----------|
| Epps's cocoa, case of 14 lbs., per lb..... | 0 35     |
| Smaller quantities.....                    | 0 37 1/2 |

#### CADBURY'S.

|                                              |          |
|----------------------------------------------|----------|
| Frank Magor & Co., Agents                    | per doz. |
| Cocoa essence, 3 oz. packages.....           | \$1 65   |
| Mexican chocolate, 1/4 and 1/2 lb. pkgs..... | 0 40     |
| Rock Chocolate, loose.....                   | 0 40     |
| " 1-lb. tins.....                            | 0 42     |
| Nibs, 11-lb. tins.....                       | 0 35 1/2 |

#### Chocolate—FRY'S.

|                                           |      |
|-------------------------------------------|------|
| Caracas, 1/4's, 6-lb. boxes.....          | 0 42 |
| Vanilla, 1/4's.....                       | 0 42 |
| "Gold Medal" Sweet, 1/4's, 6 lb. bxs..... | 0 29 |
| Pure, unsweetened, 1/4's, 6 lb. bxs.....  | 0 42 |
| Fry's "Diamond," 1/4's, 14 lb. bxs.....   | 0 24 |
| Fry's "Monogram," 1/4's, 14 lb. bxs.....  | 0 24 |

#### Cocoa—

|                                        |      |
|----------------------------------------|------|
| Concentrated, 1/4's 1 doz. in box..... | 2 40 |
| " 1/2's.....                           | 4 50 |
| " 1 lbs.....                           | 8 25 |
| Homoeopathic, 1/4's 14 lb. boxes.....  |      |
| " 1/2 lbs. 12 lb. boxes.....           |      |

### JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.

|                                        |      |
|----------------------------------------|------|
| Mott's Broma.....per lb.               | 0 30 |
| Mott's Prepared Cocoa.....             | 0 28 |
| Mott's Homoeopathic Cocoa (1/4's)..... | 0 32 |
| Mott's Breakfast Cocoa (in ins).....   | 0 40 |
| Mott's No. 1 Chocolate.....            | 0 30 |
| Mott's Breakfast Chocolate.....        | 0 28 |
| Mott's Caracas Chocolate.....          | 0 40 |
| Mott's Diamond Chocolate.....          | 0 23 |
| Mott's French-Can. Chocolate.....      | 0 18 |
| Mott's Navy or Cooking Chocolate.....  | 0 28 |
| Mott's Cocoa Nibs.....                 | 0 35 |
| Mott's Cocoa Shells.....               | 0 05 |
| Vanilla Sticks, per gross.....         | 0 90 |
| Mott's Confectionery Chocolate.....    | 0 21 |
| Mott's Sweet Chocolate Liqueurs.....   | 0 19 |

#### THE COWAN CO., LIMITED.

|                                                                               |        |
|-------------------------------------------------------------------------------|--------|
| Cocoa—                                                                        |        |
| Hygienic, 1-lb. tins, per doz.....                                            | \$7 25 |
| " 1/2-lb. tins.....                                                           | 3 75   |
| " 1/4-lb. tins.....                                                           | 2 25   |
| " fancy tins.....                                                             | 0 90   |
| Hygienic, 5-lb. tins, for soda water fountains, restaurants, etc. per lb..... | 0 55   |
| Perfection, 1/2-lb. tins, per doz.....                                        | 3 00   |
| Cocoa Essence, sweet, 1/2-lb. tins, per doz.....                              | 2 25   |

#### Chocolate—

|                                       |        |
|---------------------------------------|--------|
| Queen's Desert, 1/4's and 1/2's.....  | \$0 40 |
| Mexican Vanilla, 1/4's and 1/2's..... | 0 42   |
| Royal Navy Rock.....                  | 0 30   |
| Diamond.....                          | 0 25   |
| " 8's.....                            | 0 28   |

#### WALTER BAKER & CO., LIMITED.

|                                                        |       |
|--------------------------------------------------------|-------|
| Premium No. 1 chocolate, 12-lb. boxes.....             | \$ 38 |
| Vanilla chocolate 6-lb. boxes.....                     | 47    |
| German sweet, 6-lb. boxes.....                         | 27    |
| Breakfast cocoa, 1/2-lb. tins, plain; 6-lb. boxes..... |       |
| Cracked cocoa, 1/2-lb. pkgs. 12-lb. bxs.               | 35    |
| Caracas sweet chocolate, 6-lb. boxes                   | 37    |
| Soluble chocolate (hot or cold soda)                   |       |
| 1-lb. cans.....                                        | 45    |
| Vanilla chocolate wafers, 48 to box, per box.....      | 1 56  |



# Edwardsburg Silver Gloss Starch.

Your idea may be that all starch is starch and that your customers won't detect even a slight difference in quality. You may think that because there is a cent or two extra profit on "Mushroom" brands (that come and go), you can retain the confidence of your trade—it doesn't pay to trifle with the confidence that a customer has in you and your goods.

Edwardsburg Silver Gloss Starch is as staple as flour. In the name there is the fame of nearly half a century. In the making there is the skill of long experience combined with honesty of purpose and unequalled manufacturing facilities. Edwardsburg Silver Gloss Starch represents the highest type of perfection there is or can be in starch. Kegs of 100-lbs.—handsome enamelled horse-shoe tins holding 6-lbs.—handsome 1-lb. packages that give a touch of life and color and "go" to a grocer's shelves.

## Edwardsburg Starch Co'y, Limited

Established 1858.

164 St. James Street,  
Montreal.

Works,  
Cardinal, Ont.

53 Front Street East,  
Toronto.

# DUNN'S PURE MUSTARDS

GIVE UNBOUNDED SATISFACTION.

The reason is—They are profitable to dealers and satisfying to consumers.

### CHEESE.

|                                    |        |
|------------------------------------|--------|
| Imperial—Large size jars, per doz. | \$8 25 |
| Medium size jars                   | 4 50   |
| Small size jars                    | 2 40   |
| Individual size jars               | 1 00   |
| Imperial Holder—Large size         | 18 00  |
| Medium size                        | 15 00  |
| Small size                         | 12 00  |
| Roquefort—Large size, per doz.     | 2 40   |
| Small size                         | 1 40   |
| Paragon—Large size, per doz.       | 8 25   |
| Medium size                        | 4 50   |
| Small size                         | 2 40   |
| Individual size                    | 1 00   |

### COFFEE.

|                            |       |
|----------------------------|-------|
| JAMES TURNER & CO. per lb. |       |
| Mexico                     | 0 32  |
| Damasco                    | 0 28  |
| Galio                      | 0 20  |
| Sirdar                     | 0 17  |
| Old Dutch Rio              | 0 12½ |

### CLOTHES PINS.

|                                       |      |
|---------------------------------------|------|
| BROOKH BROS. & CO.                    |      |
| Clothes Pins (full count), 5 gross in |      |
| case, per case                        | 0 55 |
| 100 L. packages (12 to a case)        | 0 70 |
| 50 L. packages (12 to a case)         | 0 90 |

### COUPON BOOKS—ALLISON'S.

For sale in Canada by—The Eby, Blain Co., Limited, Toronto. C. O. Bauchman & Fils, Montreal.

|                                                  |          |
|--------------------------------------------------|----------|
| \$1, \$2, \$3, \$5, \$10 and \$20 books.         |          |
| Un- Covers and num- Coupons                      |          |
| tered. numbered.                                 |          |
| In lots of less than 100 books, 1 kind assorted. | 4. 4½c   |
| 100 to 500 books                                 | 3½c. 4c. |
| 500 to 1,000 books                               | 3c. 3½c. |

### Allison's Coupon Pass Book.

|               |               |
|---------------|---------------|
| \$ 1 00 books | 3 cents each  |
| 2 00 books    | 3 cents each  |
| 3 00 books    | 3 cents each  |
| 4 00 books    | 4 cents each  |
| 5 00 books    | 5 cents each  |
| 10 00 books   | 6 cents each  |
| 15 00 books   | 7 cents each  |
| 20 00 books   | 8 cents each  |
| 25 00 books   | 9 cents each  |
| 30 00 books   | 10 cents each |

### EXTRACTS.

|                              |        |
|------------------------------|--------|
| HENRI JONAS & Co. Per gross. |        |
| 8 oz. London Extracts        | \$6 00 |
| 2 oz. " (no corkscrews)      | 5 50   |
| 2 oz. Spruce essence         | 9 00   |
| 2 oz. S. Spruce essence      | 6 00   |
| 4 oz. Anchor extracts        | 9 00   |
| 1 oz. " "                    | 21 00  |
| 1 lb. " "                    | 36 00  |
| 1 lb. " "                    | 70 00  |
| 1 oz. Flat " "               | 9 00   |
| 2 oz. Flat, bottle extracts  | 18 00  |
| 2 oz. Square " "             | 21 00  |
| 4 oz. " (cooked)             | 36 00  |
| 8 oz. " "                    | 72 00  |
| 8 oz. " glass stop extracts  | 5 50   |
| 3 oz. " "                    | 7 00   |

|                                    |      |
|------------------------------------|------|
| 2½ oz. Round quintessence extracts | 2 00 |
| 4 oz. Jockey decanters             | 3 50 |

### FOOD.

|                                     |      |
|-------------------------------------|------|
| Robinson's Patent Barley ¼ lb. tins | 1 25 |
| " " 1 lb. tins                      | 2 25 |
| " " Groats, ¼ lb. tins              | 1 25 |
| " " 1 lb. tins                      | 2 25 |

|                         |        |
|-------------------------|--------|
| GILLETT'S POWDERED LYE. |        |
| 4 doz. in case          | \$3 60 |

### JAMS AND JELLIES.

|                                           |        |
|-------------------------------------------|--------|
| SOUTHWELL'S GOODS. per doz.               |        |
| Frank Magor & Co., Agents.                |        |
| Orange Marmalade                          | 1 50   |
| Clear Jelly Marmalade                     | 1 80   |
| Strawberry W. F. Jam                      | 2 00   |
| Raspberry " "                             | 2 00   |
| Apricot " "                               | 1 75   |
| Black Currant " "                         | 1 85   |
| Other Jams, W. F.                         | 1 55   |
| Red Currant Jelly                         | 2 75   |
| Jams—T. UPTON & CO.                       |        |
| 1-lb. glass jars 2 doz. in case, per doz  | \$1 00 |
| 5-lb. tin pails, 8 pails in crate, per lb | 0 67   |
| 7-lb. wood pails, 5 " "                   | 0 07   |
| 14-lb. wood pails, per lb                 | 0 67   |
| 30-lb. " "                                | 0 06½  |
| Jellies—                                  |        |
| 1-lb. glass jars, per doz.                | \$1 00 |
| 7-lb. wood pails, per lb.                 | 0 06½  |
| 14-lb. " "                                | 0 06½  |
| 30-lb. " "                                | 0 06½  |

### LICORICE.

|                                                    |        |
|----------------------------------------------------|--------|
| YOUNG & SMYLLIE'S LIST.                            |        |
| 5-lb. boxes, wood or paper, per lb.                | \$0 40 |
| Fancy boxes (36 or 50 sticks) per box              | 1 25   |
| " Ringed " 5 lb. boxes, per lb.                    | 0 40   |
| "Aome" Pellets, 5 lb. cans, per can                | 2 00   |
| "Aome" Pellets, fancy boxes (40) per box           | 1 50   |
| Tar, Licorice and Tolu Wafers, 5 lb. cans, per can | 2 00   |
| Licorice Lozenges, 5 lb. glass jars                | 1 75   |
| " " 20 5 lb. cans                                  | 1 50   |
| "Purly" Licorice 10 sticks                         | 1 45   |
| " " 100 sticks                                     | 0 73   |

### MINCE MEAT.

|                                    |         |
|------------------------------------|---------|
| Wathey's Condensed, per gross, net | \$12 00 |
| " per case of doz., net            | 3 00    |

### MUSTARD.

|                                |        |
|--------------------------------|--------|
| COOLMAN'S OR KEEN'S            |        |
| D. S. F., ¼ lb. tins, per doz. | \$1 40 |
| " ½ lb. tins, " "              | 2 50   |
| " 1 lb. tins, " "              | 5 00   |
| Durham, 4 lb. jars, per jar    | 0 75   |
| " 1 lb. " "                    | 0 25   |
| E. D., ¼ lb. tins, per doz.    | 0 85   |
| " ½ lb. tins " "               | 1 45   |
| JONAS' FRENCH MUSTARDS         |        |
| HENRI JONAS & Co. Per gross.   |        |
| Pony size                      | \$7 50 |
| Imperial, medium               | 9 00   |
| Imperial, large                | 12 00  |
| Tumblers                       | 12 00  |
| Mugs                           | 13 20  |
| Plnt jars                      | 18 00  |
| Quart jars                     | 24 00  |

### MATCHES.

|                                  |        |
|----------------------------------|--------|
| Eddy's Telegraph, 5-case lots    | \$4 00 |
| " single cases                   | 4 25   |
| Telephone, 5-case lots           | 3 90   |
| " single cases                   | 4 10   |
| Eagle Parlors, 200s, 5-case lots | 1 60   |
| " " single cases                 | 1 70   |
| " " 100s, 5-case lots            | 1 80   |
| " " single cases                 | 1 90   |
| Victoria Parlors, 5-case lots    | 2 90   |
| " single cases                   | 3 10   |

### ORANGE MARMALADE.

|                                   |        |
|-----------------------------------|--------|
| T. UPTON & CO.                    |        |
| 1-lb. glass 2 doz. case, per doz. | \$1 00 |
| 7-lb. pails and 5 and 7 lb. tins  | 0 07   |

### PICKLES.

|                                       |      |
|---------------------------------------|------|
| STEPHENS' A. P. Tippet & Co., Agents. |      |
| Patent stoppers (pints), per doz.     | 2 30 |
| Corked (pints), " "                   | 1 90 |

RECKITT'S Blue and Black Lead { ALWAYS GIVE YOUR CUSTOMERS SATISFACTION







# The Auer Gas Lamp

Money-Back Style.

Makes its own Gas.

OUR No. 8 is the best all around lamp on the market for either the store or home.

IT IS FITTED with an up and down adjuster so that the burner can be lowered two feet. You can hang it on a hook or screw it up—we supply a hook and a screw plate with it.

IT GIVES a light of a 100 candle power and is a fine lamp to show goods with.

THE COST of running it is less than an oil lamp and there is no smell or smoke from it.

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YOUR MONEY REFUNDED IF YOU ARE NOT PERFECTLY SATISFIED.

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When the Canadian winter weather comes upon us; when the air is full of grippe and pneumonia, and sudden climatic changes wreck the constitution, then it is that we Canadians should take our holidays.

\* \* \* \*

For a far less expenditure of money than it costs for a trip to Europe one may enjoy a voyage to the British West Indies by Pickford & Black steamers, sailing from Halifax every other Monday . . . .

\* \* \* \*

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it is the best.

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of any kind that is of value to business men supplied by our Bureau. We can give you market quotations from any town in Canada, reports from the city markets, stock quotations, etc. You can get commercial news from any Canadian paper through us.

Write us, giving us particulars of what you want and where you want it from, and we will quote you prices by return.

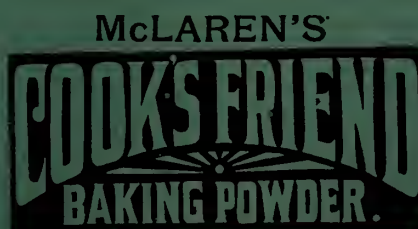
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and



## DECORATED OPAL

Bright, Attractive. 5c., 10c., 15c. and 25c. Counter Goods.

### OUR NEW LINES

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Ink Stands, Matches, etc., to retail for 10c. each.

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A line of quick sellers in turquoise blue trays and boxes to retail at 10c. and 15c. each.

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The best line of vases on the market. Just the thing for Xmas trade. Retail for 10c., 15c. and 25c.

It's your own fault if you have not got one of our splendidly illustrated Opal Catalogues, as we are only too glad to send one for the asking and we want every up-to-date merchant to have one

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## OF COURSE

there are other brands of Mince Meat besides WETHEY'S, but if you want the only kind that has special merits, is suitable to everyone's taste and, at the same time, yields a good profit,

## SELL WETHEY'S CONDENSED MINCE MEAT

It has a deliciousness and wholesomeness peculiar only to this make, and which has resulted in placing it in the front rank

All Wholesalers Handle It.

Manufactured by . . .

**J. H. WETHEY,**  
ST. CATHARINES, ONT.

# Crosse & Blackwell, Limited

## Pickles, Sauces, Jams and Preserved Provisions.

C. E. COLSON & SON,

MONTREAL.

CHAS. F. CLARK, President.

JARED CHITTENDEN, Treasurer.

...ESTABLISHED 1849..

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The original and only Genuine Preparation for Cleaning Cutlery 6d. and 1s. Canisters.

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## JOHN OAKEY & SONS, LIMITED

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THE  
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AND  
**GENERAL STOREKEEPER**

**COLMAN'S  
MUSTARD**



**BEST ON EARTH**

**BISCUITS**

**BISCUITS**

Something Tasty and Delicious.



**CARR & CO'S FINGER  
CREAM**

MELTS IN THE MOUTH.

Original Cases or Sample Orders.

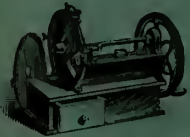
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Agents for the Dominion.

16 St. John Street, MONTREAL

C. E. JARVIS & CO., Vancouver, Agents for B.C.

Rotary  
Smoked Beef Shaver  
with Patented  
Self-Sharpening Device



No. 125, 2 Blades, \$18.00  
No. 129, 1 Blade, 18.00

Self-Priming and  
Measuring Pump



No. 97, \$3.50

Auger for above Pump



No. 97, 60 cents

## "ENTERPRISE"

### Rapid Grinding and Pulverizing Mill

Fitted with General Electric Co's. 1/2 H. P. Motor

The Machine is self-contained and is ready for connection to feed wire as shipped from factory

Will be furnished with Motor suitable for all conditions as to Current, Voltage, etc.

#### GRINDING CAPACITY

##### FAST SPEED

Granulating 3 pounds of Coffee per minute

##### SLOW SPEED

Granulating 2 pounds of Coffee per minute

Pulverizing 1-2 pound of Coffee per minute

Can be regulated for Fine or Coarse Grinding while Mill is running

Pulverizing Grinders furnished only when so ordered

Illustrated Catalogue Mailed FREE. Order from your Jobber



No. 8712

Height, 30 inches. Width 18 inches  
Length, 22 inches Weight, 250 lbs.

Capacity of Iron Hopper  
4 lbs. of Coffee

PRICE ON APPLICATION

*The Enterprise Manufacturing Co. of Pa.*

*Philadelphia, Pa., U. S. A.*

## SOME MERCHANTS' EXPERIENCE.

Solomon said in his haste: "ALL MEN ARE LIARS!" He didn't mean it. He was simply so mad with one man that he included all the rest.

Let us not fall into Solomon's mistake. We should take out of our experience the wisdom there is in it and stop right there!

Otherwise we are as stupid as the cat who sat down on a hot stove lid. She will never sit down on a hot stove lid again, and that shows good judgment. But she will never sit down on a cold one, either.

Now, some merchants have had hard experiences lately with coupon books that were represented to be absolutely correct in count and made up just as good as any other, but they were not, and you won't know what a perfect coupon book is until you have tried either Allison's Coupon Books or Allison's Coupon Pass Books. Both are good; one book suits some, while the other fills the bill with the rest of the merchants.

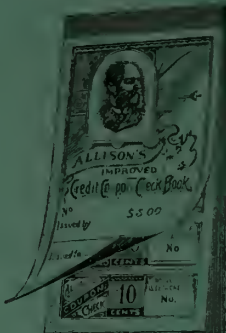
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C. O. Beauchemin & Fils, Montreal.

**ALLISON COUPON CO.,** Manufacturers,  
Indianapolis, Indiana.



## Symington's

### "Edinburgh" Coffee Essence

Is the Purest and therefore Best and Cheapest!

Refuse imitations said to be "just as good" as Symington's, and recollect that the careful process by which Symington's Essence is made eliminates all unpleasant properties.

ANYONE CAN DRINK IT.

**THOS. SYMINGTON & CO.,**  
EDINBURGH and LONDON.

Agents, **W. B. Bayley & Co.,** Toronto



## MacUrquarht's Worcester Sauce.

A rich, "full-bodied" table sauce that has won a great name and fame in England. Piquant, appetizing, healthful. An honest table sauce, and most economical because of its great richness, strength. It goes twice and thrice as far as the common, everyday, thin, watery Sauces said to be "just as good."

## "Griffin" Brand Seeded Raisins==Prunes, etc.

The "Griffin" Brand is the standard brand of the Pacific Coast Dried Fruits. The Dried Apricots, Peaches, Pears, Seeded Raisins and Prunes that are packed under the seal of the "Griffin" never vary in their high quality. They reach you in original packages just as they leave the luxurious vineyards. The "Griffin" Brand will "win new trade" for you.

# Win New Trade!

## Wheat Marrow.

Scarce four weeks have passed since we took the Agency for that ideal, sterilized Breakfast Food, and already your orders are taxing our resources to the limit. Perhaps the large profits it pays you is a great stimulant—perhaps you push it because the demand warrants your exertions. In any event, its superior points for the table and for use in frying oysters, fish, meat, etc., make it unlike any other Cereal Food on the market. Ask your wholesaler about it.

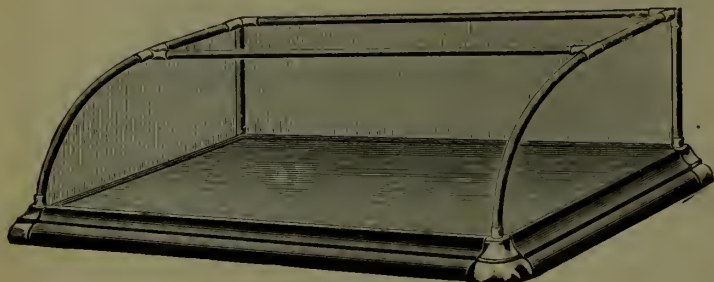
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Sold by Leading Wholesalers Everywhere.
~~~~~

ARTHUR P. TIPPET & CO, AGTS.,

8 Place Royale,  
Montreal.

23 Scott Street,  
Toronto.

# SPECIAL HOLIDAY OFFER.



Length, 3 ft.; Height, 13 in.; Depth, 2 ft.

An Oval Front Show Case, in Polished Oak or Cherry, three feet long, with solid nickel joints, sliding mirror doors and extra quality diamond glass throughout. This magnificent case, and an assortment of quick-selling Toilet Soaps for

**\$25.00.**

This offer means 56 per cent. profit for you.

To further advertise our popular lines of Toilet Soaps, we have made arrangements with a large show case manufacturer, whereby we are in position to make this astonishing offer. The assortment of toilets has been carefully made from our regular advertised lines, which are quick sellers and sure to please customers. The Show Case displays your goods to the best advantage, and creates a profitable trade in Toilet Soaps. This offer is for a limited time only, so, if interested, write to-day. Note that there are no lines over 10 cents—they are all quick sellers.

|                                          |   |   |                 |                |
|------------------------------------------|---|---|-----------------|----------------|
| Proceeds from selling Toilet Soaps       | - | - | -               | \$27.20        |
| Value of Show Case                       | - | - | -               | \$12.00        |
|                                          |   |   |                 | <u>\$39.20</u> |
| Our Special Net Price for a Limited Time | - |   |                 | \$25.00        |
|                                          |   |   | Your Net Profit | <u>\$14.20</u> |

WRITE US TO-DAY FOR FURTHER PARTICULARS.

**JOHN TAYLOR & CO.,**

77 Front Street East, **TORONTO**

**Annual Sales  
Exceed  
33,000,000 lbs.**



**Grand Prix  
Highest Award,  
Paris 1900.**

The extraordinary success of **CHOCOLAT-MENIER** all over the world, is rivaled by "**MENIER'S BREAKFAST COCOA.**" This Cocoa is absolutely pure. Sold this year for the first time in Canada and the United States, its sale is already enormous.

Ask your wholesaler for it. If he will not supply you, write to **HERDT & CO., 180 St. James Street, Montreal, Canada.**

**A GOOD MARGIN OF PROFIT FOR THE RETAILERS.**





## A Tickler !

My "Pharaoh" roc. Cigar is a great "tickler." The man who has been smoking the ordinary roc. Cigar opens his eyes wide and smiles broadly when he lights up the "Pharaoh." It is a revelation even to men who have been paying 15 and 20 cents apiece for their Cigars.

If you want to make a man good-natured, send in for a trial order of a thousand or more of my Cigars, including one or two hundred of the "Pharaoh." You can make a bigger profit and get better Cigars and give a man a "tickler" if you send in at my expense for a trial order. What's the use of waiting?—*I take all the risk.*

**Payne's "Pharaoh"**  
**roc. Cigar.**

J. BRUCE PAYNE, Mfr.,  
Granby, Que.

## THE SEASON FOR MINCE MEAT

It is very near-by. A good trade is open to the grocer who sells

## LYTLE'S MINCE MEAT

for it is the good kind that gives satisfaction to your customers, and helps to secure the best kind of trade.

—In 5-lb. fibre pails.

—In 7, 14, 28 and 60-lb. wood pails.

Ask your wholesaler for quotations.

**T. A. LYTLE & CO.**

124-128 Richmond St. West

**TORONTO.**

## They Took The Hint.

It is quite evident that a in our advertisement last likely to advance very soon. been pouring in, surely they themselves upon their pur- avail themselves, we are inclined to think it is not too late yet, as Oats are advancing steadily and we are kept busy issuing price lists.

goodly number took the hint week that Rolled Oats were By the way the orders have must now be congratulating chase! To those who didn't

## Tillson's Pan-Dried Oats

are enjoying the largest sale in Canada, because of their unrivalled and uniform quality. That's the best reason why our shipping facilities are taxed to the utmost.

**THE TILLSON CO., Limited, Tilsonburg, Ont.**

JAN 22 1902  
 to Mont. *Price*



A JAPANESE TEA-HOUSE GARDEN.

The World's Greatest Tea Country

— is —

# JAPAN

The World's Favorite Tea

— is —

# JAPAN TEA

The highest standard of purity, the choicest flavor and the greatest refreshment are represented in every package of JAPAN TEA. It is prepared with care and cleanliness from tender leaves and buds, and surpasses in flavor and excellence all other teas. Every pound is inspected by the Japanese Government before export.

JAPAN CENTRAL TEA TRADERS'  
ASSOCIATION.

Trafalgar Chambers, Sun Life Building.  
Annex.

Tel. Main 4142. MONTREAL, CANADA.



ALWAYS BE PREPARED

to supply your customers with our

# TEA ROSE DRIPS



FANCY SYRUP.

The price is right, reasonable, and will be readily paid by those who desire a syrup that's really very delicious. It is decidedly the best and only kind for you to sell your customers. It is put up in very attractive tins. For sale by all wholesale dealers.

ROSE &amp; LAFLAMME,

Wholesale  
Distributors,

MONTREAL

## Ivory Gloss Starch

Satisfies careful housekeepers because it gives such a beautiful finish, and satisfies economical housekeepers because of its reasonable price—hence, an increased demand is continually being evidenced for . . .

## Ivory Gloss Starch

Manufactured by

THE ST. LAWRENCE STARCH CO.,  
LIMITED,

PORT CREDIT, ONT.



## FOR THE LADIES' SAKE

buy a good reliable line of Extracts. You cannot do better than sell

"R. F." FOR 10c. AND "GOLDEN QUINTESSENCES" FOR 25c.

The goods are always right and the profits also. We please the grocer and his most particular customers.

ROBINSON MFG. CO.,

TORONTO.

THE BEST FRUIT ONLY is used in the preparation of

## "Neilson's Home-Made Mince Meat."

The quality is always right, and the goods are guaranteed to give satisfaction.

In 2-lb., 5-lb. tins; 12-lb., 27-lb. pails; and 65-lb. tubs. Order now.

Tel.—Park 294.

WM. NEILSON, 60 Lynd Ave., TORONTO.



GREECE'S CHOICEST PRODUCTIONS  
Now in stock in cases and half-cases.



W. H. GILLARD & CO., Wholesale Grocers, HAMILTON




## False Economy

To do without a good scale. Why, a poor scale can lose for you hundreds of dollars, and you won't know where you lost it either. Good grocers have found out our Computing Scales **save for them money.** Allow us to show it to you. Send a post card, and we will call—you will be under no obligation to buy.

C. WILSON & SON

69 Esplanade Street East,

TORONTO, ONT.

A   
Sure  
Seller.



PINT AND HALF-PINT  
BOTTLES.

Sold by all Wholesale Grocers



Batty & Co.

ESTABLISHED 1894

LONDON.



OLIVES  
AND  
PURE  
OLIVE  
OILS.



Makers of High-class

INDIAN  
CURRIES  
AND  
CHUTNIES.

PICKLES  
OF  
ALL KINDS.



SAUCES  
OF  
ALL KINDS.





# The Canadian Manufacturers in Convention

**A Notable Gathering at Montreal, Where Important Subjects were Discussed and Significant Speeches by Public Men Delivered.**



HE thirtieth annual convention of The Canadian Manufacturers' Association was held in Montreal on Tuesday and Wednesday, November 5 and 6. This was the first time in its history that the association has met outside of Toronto. About 150 delegates were present from all parts of the Dominion and it was doubtless as representative an industrial gathering as Canada has ever seen. The Montreal conferees attended the meetings in large num-

bers and the two evening sessions saw an attendance of over 400 of Canada's wealthiest citizens.

The first item on the programme was of a character to make the visiting delegates feel thoroughly at home. It was a civic reception at the City Hall at which his worship Mayor Prefontaine, in the name of the citizens of Montreal, extended a hearty welcome to the association. The City Hall presented a busy scene about 10 o'clock Tuesday morning as the delegates arrived. They were met by a number of aldermen and Hon. Mr. Rolland, who, by the way, took a warm interest in the entertainment of the visitors

throughout their stay, and escorted them to the council chamber which was pretty well filled. Mayor Prefontaine then read the following

## ADDRESS OF WELCOME.

"Mr. President and Gentlemen,—It gives me the greatest pleasure to address a few words of welcome to your association and to express the satisfaction of our citizens at being privileged to entertain your association in a city which owes so much, and which will owe much more to the manufacturing industry of Canada before Montreal's destiny is attained.

"I am one of those who believe that this

## GOOD CITY OF MONTREAL,

at present by far the largest, most wealthy and most influential community in the Dominion of Canada—is destined to be one of the three principal cities of the American continent. And in arriving at this conclusion, I have been influenced, among other things, by a recognition of the sterling character and indomitable enterprise of her manufacturers, and a firm belief in a vast development of her manufacturing industry. Of course, I take into account Montreal's unrivalled position as a great seaport in the very heart of the most productive of the continents, and I anticipate the steady improvement of all of her unrivalled



natural trade facilities. I do not fail to recognize the importance of advancing our educational methods, and of perfecting our municipal system of government, and I admit the value of the proverbial energy, industry and skill of our mentally strong, northern-bred working classes—the bone and sinew—yes, and the wholesome heart—of our community. I am perfectly aware, too, of

#### THE ESSENTIAL IMPORTANCE

of maintaining the soundness—the reputation for scrupulous integrity of our great financial and commercial institutions; but I firmly believe that none of the other interests working for the future greatness of the city in which you are to-day, is of greater importance than the one with which your association is so intimately and so profitably connected.

"And, as Mayor of Montreal, I am proud to say that this good city is almost as much interested in the development of the industrial institutions throughout the length and breadth of this Canada of ours, as it is in those located within our own municipal boundaries.

"Our harbor is the national port. Montreal is, as the metropolis, the

#### HANDMAID OF THE WHOLE COUNTRY.

Every extra bushel of grain raised in Canada means that much more export trade for Montreal, or will, when our terminal facilities are put on the footing they ought to rest on; every factory established or enlarged means increased trade. So our interests are identical, whether we live here under the shadow of Mount Royal, or are engaged in the development of industrial activity along the busy shores of the great lakes or in the prairie towns of the Far West. It is to your advantage, as well as to ours, that the manufacturing industries of Canada should flourish and that Montreal should prosper and succeed in that gigantic work of perfecting the terminal facilities in the harbor, to which she has set her hands.

"Perhaps I may be permitted to say here that I hope the time has about come when we good Canadians from every hamlet, every village, every town, every city, every Province, of Canada, will regard the interests of our most remote fellow-countrymen as identical with our own. Montreal, I hope, and really believe, has got far beyond that foolish stage when it regards the progress of a sister community with an eye of jealousy, and of all the things which make me proud of the city which has been so generous to me, that is one I especially admire. With our

#### MARVELLOUS UNDEVELOPED RESOURCES

before us, we have plenty to demand our attention besides squabbling and the cultivation of little sectional jealousies. We are all Canadians, whether by accident of birth we speak French or English, let us do our duty as such in the special sphere of operations in which we happen to be thrown, feeling that while doing our duty by our own district we owe a duty to Canada as a whole, and have a share in the progress and happiness of the whole Dominion. The future of the country depends upon the friendly cooperation of all sections of its widely-spread population, and it is because The Manufacturers' Association is devised with the noble object of securing this very cooperation within one of the most important interests in the country that I take special pride in welcoming you here to-day.

"As I am told that I am to have the privilege of addressing some further remarks to you upon another occasion, I will content myself now with assuring you that you are

#### THOROUGHLY WELCOME

and that the citizens of Montreal trust that your visit will be productive of much practical benefit and of personal pleasure."

Mr. P. W. Ellis, president of the association, in reply, thanked, on behalf of the members, the Mayor for his kind reception. He said that 300 years ago Montreal was the principal trading post in Canada, and it was still so to-day; it was the gateway of the Dominion. The association was one of great importance; and, no doubt, this convention in Montreal would lead to the forming of plans which would greatly advance the interests of the manufacturers in the Dominion, for none of the members of the association were more enthusiastic than those of Montreal.

Mr. J. D. Rolland, Chairman of the Reception Committee, spoke a few words of welcome, and referred to the growth of manufacturing interests in the city and country.

The delegates then proceeded outside, where cabs and hacks were awaiting them, for a drive through the city and around the mountain. In the vehicle with Mayor Prefontaine were Ald. Sadler, Mr. R. Munro and Mr. P. W. Ellis.

#### WOOLLEN BRANCH MEETS.

But while the majority of the members were being entertained, a section of the association was already getting down to work. Forty-two members of the woollen branch met in the ladies' ordinary at the Windsor Hotel where they held a private meeting. A plan of operations was outlined after a full discussion of the existing grievances of the woollen industry, and a resolution was framed to be brought before the general meeting. The following officers were elected for the year. They are:

Chairman—Mr. J. B. Henderson, Paris, Ont.

First vice-chairman—Mr. S. T. Willett, Chambly Canton.

Second vice-chairman—Mr. E. T. Dufton, Stratford, Ont.

Secretary—Mr. T. A. Russell

Committee—Messrs. R. R. Stevenson, J. Turnbull, Montreal; J. P. Murray, Toronto; J. Kendry, Peterboro', Ont.; G. Forbes, Hespeler, Ont.; G. Pattinson Preston, Ont.; J. Dick, Toronto; J. F. Morley, M. Boas, St. Hyacinthe, Que.

The first business session of the association was held in the afternoon in the ladies' ordinary of the Windsor, the president, Mr. P. W. Ellis, Toronto, occupying the chair. After expressing pleasure at the large attendance, he asked the members to be terse and concise in their remarks to facilitate the transaction of business. He appointed a committee on resolutions, composed of Messrs. Hees, Roden, Murray, McNaught, Munro, MacMaster, and others, who had resolutions to bring before the meeting.

A letter was read from Vice-President C. C. Ballantyne regretting his enforced absence from the city and his inability to attend the convention. He trusted that the meetings and banquet would be eminently successful, expressed thanks to Messrs. Wm. MacMaster and Frank Paul for their cooperation during the past year and concluded with his warmest wishes for the future.

#### IRON AND STEEL INDUSTRY.

Mr. George E. Drummond then rose to ask if the association would take in consideration the iron and steel and chemical industries. He pointed out how gratifying it was to Canadians to have seen the immense expansion in the iron and steel industry of the past year. Steel has been carried to a higher point than ever and he considered it would be necessary to afford parallel protection to the industry. A committee was later appointed to look into the matter.

#### REPORT OF THE TARIFF COMMITTEE.

The report of the Tariff Committee was read by Mr. Hees as follows:

Your Tariff Committee begs leave to submit the following report covering the work of the past year, during which time we have held several meetings to discuss tariff matters, brought to our attention by our members:

#### DRAWBACK FOR EXPORT.

The first was in the form of a resolution from the Executive Committee asking whether the drawback of duty paid on articles entering into goods for export should be allowed when these articles were manufactured in Canada. The matter was carefully discussed by representatives here on both sides. It was finally resolved, however, that the Committee could not support the request asking that the drawback be not allowed on these classes of goods.

#### WOOLLENS.

The second matter under consideration was the request of the woollen manufacturers to have the duty increased on woollen goods entering into Canada. This matter has been fully placed before the Committee and before the Association in general. We have voiced the sentiments of our members in strongly submitting to the Government the request last year for protection, and instructed our secretary to assist the woollen deputations in every way possible. So far no concession has



been made, and we have to commend the matter to the attention of the assembled convention again this year.

#### IRON TUBING.

The third matter under consideration related to the duty on iron tubing and angle iron for the manufacture of spring beds. A request was made for the admission of it free for this purpose as well as for the manufacture of iron bedsteads. This request was recommended to the Government, and we hope that it will yet be adopted.

#### OATMEAL.

The fourth matter related to the duty on oatmeal. The oatmeal millers asked that the Association endorse their request for such alteration of the tariff as to prevent the duty on raw material exceeding that on the finished product, as is often the case under the working of the Customs tariff, where the duty on the raw material is on a specific basis, while that on the finished article is on an ad valorem basis.

#### LUMBER.

A request was made by the lumber manufacturers of British Columbia that the Association endorse their request for a duty of \$2 per thousand on lumber. Your committee consisted of representatives of the Ontario lumber interests, and also those of the furniture interests involved, but was unable to do further than recommend to the Government the position of the duty on such lumber as is not manufactured in Canada. We have, therefore, submitted the matter for your attention at this meeting.

#### BARBITT METAL.

Certain manufacturers of barbitt metal, which at present carries a duty of 10 per cent., while the raw material entering into it carries a duty of 15 per cent., have asked that this duty be increased to 25 per cent. We corresponded with a number of members of the Association interested in this material, but have not yet been able to get strong enough support to present it fairly to the Government.

#### LEAD.

The question of the duty on lead and lead products was brought to our attention by correspondents during the year. As this is an important question affecting many interests, we have held it over to be considered also to-day.

#### GOVERNMENT IMPORTATIONS.

One of our members urged that the Association should express itself against the Government importing articles without paying duty. Your committee had not, however, before it sufficient information to enable it to act in this matter, and it was felt that the Government would in all cases give the preference to Canadian products where these were obtainable.

One of our members drew attention to the desire of securing a higher duty on paper boxes entering Canada. We were not able, however, to get any support on this from other paper-box manufacturers, so the matter has been allowed to rest.

#### BET-ROOT SUGAR MACHINERY.

The announcement of the Government to allow the entrance of machinery for the manufacture of beet-root sugar into Canada free of duty for one year was brought to our attention by some of our members interested. While we felt that this was not the proper manner for the Government to take up the encouragement of an important industry looking to the beet-root sugar manufacture, still we felt that as the concession was granted only for one year with a view to starting the industry in Canada, it should not be strenuously opposed by manufacturers.

#### OIL.

The question of the tariff on oil was raised by one of the members of the Association that we support the somewhat general petition that had been presented to the Government asking that the duty should be removed. The Tariff Committee, after considering this question, had the matter fully discussed before the Executive of the Association, the result being the passing of a resolution in which the committee of the Association declined to support the request for the removal of duties on oil products.

At this meeting several matters have been brought to our attention, viz., the tariff on the following items:

- (a) Woollen goods.
- (b) Oatmeal.
- (c) Lumber.
- (d) Folding boxes.
- (e) Coal.
- (f) Agricultural implements.
- (g) Flour.
- (h) Shirts and collars.
- (i) White lead and resulting products.
- (j) Spades and shovels.

It is the recommendation of your Tariff Committee that one or two names of persons who may be interested in these be added to the representatives of the particular interests involved, that they report to the committee of the whole at the meeting to-morrow morning and discuss the tariff items referred to and then report to the general meeting of the Association. We commend this policy for your adoption.

There are also a number of other tariff items to which attention has been drawn since this circular has been sent out, and it is for the meeting to decide whether you will have any of these discussed or not. It was the opinion of the Tariff Committee that this could not well be done. If, however, you wish to make provision for recommendation to the general meeting, on tariff items other than those mentioned in the circular, we would recommend that you decide upon it at once.

All of which is submitted, on behalf of the committee for the year.

GEO. H. HEES, Chairman.

Investigations into other tariff matters were also asked for, notably, on granite, on reeds and rattan, for the proper appraising of goods (with considerable applause),

and on finished licorice for confection purposes. The following committees were appointed to draft resolutions in regard to the different matters, which resolutions were to come before the general convention for final approval:

#### PERSONNEL OF COMMITTEES.

WOOLLEN.—Messrs. J. B. Henderson, Forbes, Dick, Pattinson, Warner, J. R. Shaw.

OATMEAL.—Messrs. Thomas Martin, J. D. Flavell, W. Thompson.

LUMBER.—Messrs. W. K. MacNaught, W. B. Tyndall, J. R. Shaw, E. J. Koyse, D. W. Karn, Newcombe, Saunders, Curry (Amherst, N.S.), Craig (Firstbrook Box Co.), Mason and Frost.

FOLDING BOX.—Messrs. A. Jephcott, D. F. Brown, J. Wilson, Geo. A. Mace, Millar, Ritchie, John M. Laae, Wm. Stone.

AGRICULTURAL IMPLEMENT.—Messrs. James Maxwell, Cockshutt, Verity, representative of Massey-Harris Co.; Frost, Cox, and representative of Whitman & Barnes.

SHIRT AND COLLAR.—Messrs. Tooke, Skelton, Gor-



President Robert Munro, Montreal.

don, Wilkins, Sims, Morrice, Greene, Kendry, Winnett, Hudon and Beaudry.

PROPER APPRAISING.—Messrs. Brainard, Travers, Verity, Greene, Cockshutt, Rosamond and Gill.

IRON AND STEEL.—Messrs. G. E. Drummond, A. J. Moxham, J. M. Taylor, Hobson, Cockshutt, Verity, Bertram, J. O. Thorn, Peters, Gill, Moffatt, Birge and Travers.

CHEMICALS.—Messrs. George, James McCall, Smallman, J. P. Murray.

#### REPORT OF RECEPTION COMMITTEE.

The report of the Reception Committee was then read by the chairman, Mr. Thos. Roden, after which it was adopted:

MR. PRESIDENT AND GENTLEMEN,—

Your Reception Committee begs leave to report that we have followed in part the suggestions made at our last year's general meeting re. the planning of a series of dinners, associated with discussion of interest and import to the manufacturing industries of Canada.

January 25 a banquet was held after which a lecture was given by Mr. Harvey on the Metric System of Weights, Measures and Currency, associated with general discussion.

In February a lecture was given by Mr. Kennedy on the development of the steel and iron industries in Canada.

On March 22 a lecture was given by the National Cash Register Co., under the auspices of the Association. The meeting was well attended



and was the means of suggesting many reforms in our manufacturing establishments.

April 25 a dinner was held, followed by addresses on Chemistry as applied to the Arts and Manufactures, by Professor Lang and Dr. Ellis. An evening of enjoyment and profit was spent, from which influence the college theorist and practical business man were brought into closer sympathy in the solution of the problems of the day.

October 20 a luncheon was tendered to the foreign and Canadian correspondents associated with the Duke of York's visit.

We are pleased to report that all of these meetings were very successful, and we take this opportunity of thanking the officers and members of the Association for their generous sympathy and support in making them so. It will also be gratifying to you to know that in every case but one the receipts exceeded the expenditures, and that, as shown, your committee has a balance to its credit.

We are strongly of opinion that it will be advisable to continue this form of entertainment, and we trust that the same hearty support accorded in the past will be given in the future.

The arrangements for the present convention have been carried on by this committee, through the secretary, Mr. T. A. Russell, working in conjunction with the Montreal branch, reports of which cannot be given until its conclusion.

We regret that it has not been possible to arrange for meetings in the different cities as suggested in last year's report. The membership in most localities not being sufficiently large to warrant the expense, we felt it advisable to await improved conditions.

We take this opportunity of expressing our sincere appreciation of the work of our secretary, Mr. T. A. Russell, in rendering such hearty and invaluable assistance in bringing our efforts to such a successful issue.

Respectfully submitted,  
THOS. RODEN.

Some discussion took place upon the advisability of adopting the metric system. Mr. Mason, of Mason & Risch, thought that the association ought to urge the Government to take it up without regard to the action of other countries. "We ought to take an initial step in this important matter, and our own Government's action would be an object lesson to other Governments. Thus the metric system would soon come into general use." Mr. Mason also referred to Mr. Hardy's able address upon the metric system, delivered in Toronto.

#### INDUSTRY AND MEMBERSHIP.

Mr. James P. Murray, the chairman, read the report of the Industry and Membership Committee, as follows:

Your Industry and Membership Committee begs leave to submit its report of work done during the past year.

In connection with the membership portion of our work, attention was first directed to the possibility of securing an increased representation of members in our Association from the city of Montreal. Through the active cooperation of our first vice-president, Mr. C. C. Ballantyne, arrangements were completed for a meeting to be held jointly of the Montreal members of the Canadian Manufacturers' Association and the members of the Montreal Manufacturers' Association with a view to amalgamating the two. At this meeting, which took place at Montreal, it was resolved that the Montreal Association unite with the Canadian Manufacturers' Association, and that a local branch be also established in connection therewith for the city of Montreal. From that time our membership in Montreal has rapidly increased, until it numbers at the present time some 125, although even this number should be doubled during the coming Association year.

We have also had formed during the year local branches at Halifax, for the Province of Nova Scotia; Vancouver, for the Province of British Columbia; Winnipeg, for the Province of Manitoba, and one in the city of Toronto. During that time the membership has also grown at a satisfactory rate.

The other matters which we have entered upon and carried out have been the securing of the formation as sections of the Canadian Manufacturers' Association, the Woollen Manufacturers' Section, the Agricultural Implement Manufacturers' Section, the Oatmeal Section and the Piano Section, all being members of the general Association, having a special committee for their own section, and with our secretary as their secretary.

At our last annual meeting we reported with some considerable enthusiasm that our membership had increased to 342. We are able to report to-day that we have 825 members in good standing and 28 applications pending acceptance at the first meeting of our new Executive Committee—certainly a growth that must be satisfying to the members of the Association, for we must recognize that a strong membership is the first requisite for a good association. Unless we have a sufficiently numerous membership we shall lack funds to carry on our work; shall not have the men on our committees that we require, nor will our deliberations receive the attention that they require. The Membership Committee has therefore always most important work to do in connection with the progress of the Association. In addition, however, to the work done by the committee, we have to notice the special efforts put forth by some of our members. What these are, and who deserve the praise, may be seen from the following list of proposals for membership by different members:

#### NEW MEMBERS PROPOSED BY

Membership Committee, 225; J. O. Thorn, 87; C. C. Ballantyne, 39; J. P. Murray, 25; Wm. Stone, 10; W. K. George, 9; P. W. Ellis, 9; Jas. Davidson, 8; C. H. Riches, 7; F. H. Wright, 6; W. K. McNaught,

6; John McFarlane, 6; Thomas Roden, 4; F. B. Featherstonhaugh, 3; Geo. H. Hees, 3; J. J. McGill, 3; Lang Tanning Co., 3; Geo. Evans, 2; Geo. Booth, 2; R. E. Menzie, 2; J. J. Cassidy, 2; Wm. McMaster, 2; J. F. Ellis, 2; Robt. Munro, 2; N. A. Bent Chair Co., 2; J. D. Rolland, 2; W. E. Harris, 2.

#### INDUSTRY.

In connection with the Industry Section of the work of your committee, it is not necessary for us to report in any considerable detail. Several of the matters that are referred to in the report of other committees were first brought up in our committee, which was regarded as the pioneer in the work of the Executive Committee, and matters were then referred to the separate proper committees for final report.

We have to note, however, the increased interest that was taken through our efforts in the Metric System. On the recommendation of your committee this subject was made the basis of one evening's discussion at the first monthly dinner held under the auspices of the Reception Committee. Col. Jeffrey Burland was to have introduced the subject, but in his absence it was ably dealt with by Mr. Arthur Harvey, Toronto, Prof. Ellis and Principal Galbraith, of the School of Practical Science, and others. The result was the adoption of a resolution at that meeting recommending to the Executive Committee that it place itself on record as in favor of a conference between representatives of the English-speaking nations with a view to securing a uniform system of weights and measures, etc., on a decimal basis. The result of this discussion has already been made public, and has led to a considerable revival of interest in the subject in Canada.

#### MUSEUM OF PRODUCTS.

We have been able to arrange at the offices of our Association for a very considerable display of the products of several countries, notably, the West Indies, having received representative exhibits of their products with a view of encouraging trade with that sister colony. In the same way we have also received samples of Karui Gum, and other articles from Australia; some of the products of their own manufacture, and we hope gradually to add to our collection so that it will become one of the valuable assets of the Association.

Under the heading of work of this committee has also been grouped the work attaching to the proper furnishing of our head offices. These are now very adequately supplied with the necessary machinery for an up-to-date mercantile office, and we believe a credit to the Association. We cordially invite any members when in Toronto to visit the offices of the Association and there become acquainted with the different parts of its work.

In conclusion, your committee recommend that, as the work of the Reception Committee and the Industry and Membership were so identical in many respects, it would be well to amalgamate these two, making a committee to be known as "The Reception and Membership Committee," which would be able to adequately look after the work of the Association in these two important particulars.

All of which is submitted on behalf of the Industry and Membership report.

JAMES P. MURRAY, Chairman.  
T. A. RUSSELL, Secretary.

#### REPORT OF PARLIAMENTARY COMMITTEE.

The secretary then read the report of the Parliamentary Committee, as follows:

Your Parliamentary Committee begs leave to submit herewith its report covering work for the past year. This work falls naturally under two headings: First, those matters of Dominion legislation that received attention; and, second, legislative matters in the Province of Ontario. Any matters affecting the interests of manufacturers in the Province of Quebec were looked after by the local section in Montreal.

The matters that have received the attention of your committee in the field of Dominion legislation may be outlined as follows:

First.—The Alien Labor Bill.—During the last session of Parliament, a Bill was introduced by the Premier amending the Alien Labor Act in several important particulars. Your committee carefully investigated the terms of the Bill proposed, and, while not in sympathy with this class of legislation, decided not to oppose the Act, but to seek for such amendments as would prevent some of the most serious hardships to manufacturers. We, therefore, secured the insertion in the Bill of a clause providing that the Act should not apply in the case of the importation of skilled labor not obtainable in Canada and required for the development of any of our manufacturing industries.

#### TRADE MARK ACT.

Another Bill was that introduced to amend the Trade Mark and Design Act by making the Union Label rank as a Trade Mark. This Bill had passed the Commons at the previous session of Parliament, and was last year introduced in the Senate. Your committee held special meetings to consider its opposition, and acting with the Montreal branch, sent a representative to Ottawa to oppose this Bill before the Banking and Commerce Committee of the Senate. Despite the support of it there by representatives of all the labor organizations, the efforts of your repre-



sentative were successful in having the Bill reported on unfavorably by a unanimous vote.

#### PATENT ACT.

Patent Act.—A Bill was introduced seeking to extend the life of a patent that had not been used or developed by the holder during its natural term. This was considered as injurious to the interests of manufacturers, and on our opposition to it laid before the Minister of Agriculture, the Bill was withdrawn.

The other matters receiving the most careful attention of your committee were the Patent Act and the working of the Patent Office. At the annual meeting a year ago instructions were given to your committee to investigate this subject and place its views before the Government with a view to securing an improvement in the facilities afforded by the Patent Office.

Our work in this department divides itself under two heads: First, recommendations affecting the working of the Patent Office, on which our views were set forth as follows:

"It was resolved that the secretary prepare and forward to the Department of Agriculture at Ottawa a resolution dealing with this subject and embodying the following points:

"1st.—That the entire revenue derived from the Patent Office should be expended on the office in order that the work might be as efficiently done as possible.

"2nd.—That the services of an official thoroughly skilled in the work of a modern patent office should be secured for the purpose of directing the examiners in the Canadian Patent Office.

"3rd.—To print copies of patents so that they may be obtained at a reasonable price.

"4th.—To make it incumbent on examiners to take up applications as far as possible in the order of filing.

"5th.—To provide a sufficient number of examiners to expedite the business of the office.

"In presenting this resolution the attention of the Government was also to be directed to the following points:

"In support of suggestion No. 5 it was pointed out that the number of patents applied for during the year ending June 30, 1900, in the United States, was 39,815; that the number of examiners was 200; that, therefore, the number of applications to be considered by each examiner was approximately 200.

"On the other hand, the number of applications that have been received in Canada for the year ending September 30, 1900, was 4,576, and the number of examiners at present employed is seven, making a total of 663 applications to be considered by each examiner. Consequently an examiner in the Canadian Patent Office is required to look into at least three times as many patents as it is considered he is able to do in the United States Patent Office."

In this connection we have to note that during the year a substantial improvement has taken place in the working of the Patent Office; that the number of examiners has been increased, and that other facilities have been provided to expedite the work of the office. Other suggestions, however, covering the printing of patents, etc., have not yet been provided for. We commend our recommendations once more to your support.

The nature and scope of the amendments to the Patent Act proposed could not be better set forth than in the following statement, prepared for the committee by Mr. J. E. Maybee:

The Deputy Commissioner of Patents should not necessarily be the Deputy of the Minister of Agriculture (as now required), as the association has already suggested that a specially qualified person be employed to take charge of the Patent Office, and such a person should bear the rank of Deputy Commissioner of Patents.

Very important changes are suggested in section 7. We advocate amending the section so as to avoid the possibility of having a Canadian patent voided through a use of the invention by another party in some other country or by its description in a printed publication which has not reached Canada.

In this we will follow British precedent.

Of at least equal importance is the change suggested to section 8.

The committee strongly approves the amendment set out in Mr. Fisher's Bill of last session, which struck out that part of the section which limits a Canadian patent to expire on the date of expiration of the first expiring prior foreign patent for the same invention.

Much hardship has been caused Canadian patentees by this proviso, which in 1898 was struck out of the United States statutes. It is felt that a patentee in Canada who tries to protect his invention in foreign countries should not be placed in a worse position than the patentee who leaves his invention absolutely open to the inhabitants of foreign countries and contents himself with only a Canadian patent.

A very radical departure is suggested in regard to patent fees.

Fees are now payable in three instalments of \$20 each, \$20 payable on filing the application, \$20 before the expiration of the first six years of the life of the patent and \$20 before the end of 12 years. This arrangement is troublesome to all parties and many have lost their patents through carelessness or inadvertence in failing to pay their renewal fees. It is suggested that the filing fee be made \$15, and that a further fee of \$15 be made payable after the allowance of the application. The patent when issued is to remain in force for the full term of 18 years without requiring further attention from the patentee in regard to fees, but, subject, of course, to any other requirements of the Act.

The office revenue would not suffer by this, and Acts of Parliament (expensive and troublesome to obtain), would no longer be required to revive forfeited patents.

A complete change is suggested also in regard to the procedure relating to "Interferences," that is in those cases when two or more persons have applied for patents for substantially the same invention and which are pending in the office at the same time. At present the dispute may be settled either by arbitrators or by the Exchequer Court. Arbitration is expensive and uncertain, and it is suggested that interferences be settled by the Patent Office, primarily by an official to be known as the Examiner of Interferences, and, if an appeal is desired, by a Board of Appeal.

This Board of Appeal is to be composed of the Deputy Commissioner and two examiners, and its formation was considered desirable, primarily, as providing a court of appeal from the decision of a primary examiner who may have rejected any or all of the claims of a pending application; the extension of its powers to interference cases naturally followed.

In interference proceedings the commissioner has full power to make all necessary rules and regulations, but the United States rules of procedure are recommended as a guide.

Section 37 on manufacture and importation was left alone, but the secretary is desired to find out, either from Ottawa or England, what is the cause of the delay in Canada becoming a member of the Berne Convention as to industrial property. If the delay is caused by the necessity of changing this section, the committee recommend that circulars should be prepared setting forth any arguments that may be advanced both for and against the changes, and asking the opinion of the members whether, in view of such required changes, Canada should become a member of the Convention.

An important discussion arose over sections 25 and 26, relating to joint ownership of patents. As these sections now stand no intimation is given that an assignee of any undivided interest in a patent, no matter how small, is entitled to work the invention independently of the other owners and to pocket all the proceeds, unless a special agreement to the contrary is entered into. It is suggested that a clause be added to section 26 notifying the public that an assignment of an interest in a patent creates a tenancy-in-common between the joint owners, so that assignors will be warned to have special agreements prepared, when assigning, defining the rights of the joint owners.

It is also deemed advisable that a clause should be added to section 26 providing that assignments must be registered within three months of their date of execution.

In section 39 it is advised that the item relating to reissue fees be changed to read, "On every application for reissue of a patent after surrender the fee shall be \$20."

Owing to the loose wording of the present item it has been the practice to charge \$4 per year for every unexpired year of the 18-year term, making \$72 if a patent were reissued during the first year of its life.

In section 55 a change was made making it an offence to advertise articles as patented which were not so patented, as some manufacturers have sustained injury to their trade by this particular deception.

The words "for the purpose of deceiving the public" were dropped, as it is deemed the act of falsely marking



goods as patented should be sufficient proof of wrong intent.

A number of other changes were suggested, but the above are the most important, and for further detailed information the annexed schedule, showing the Act as it stands, and also as we have amended it, or have suggested it should be amended, may be consulted :

Section 5, to read : " There shall be a Deputy Commissioner of Patents, and the Governor-in-Council may, from time to time, appoint such officers and clerks under the Deputy Commissioner as are necessary for the purpose of this Act, and such officers and clerks shall hold office during pleasure."

Section 7, to read : " Any person who has invented any new and useful art, machine, manufacture, or composition of matter, or any new and useful improvement in any art, machine, manufacture, or composition of matter, or any new and useful improvement in any art, machine, manufacture or composition of matter, which was not used or described in any printed publication, in Canada, by any other person before his invention thereof, and which has not been in public use or on sale, in Canada, with the consent or allowance of the inventor thereof for more than one year previous to his application for patent thereof in Canada, may, on a petition to that effect presented to the commissioner, and on compliance with the other regulations of this Act, obtain a patent granting to such person the exclusive property in such invention."

Section 8.—In line 1: Change " person " for " inventor " ; in line 2, " any other " for " a foreign " ; in line 7, strike out " foreign," and add after " patent " the words " in any other country."

The committee approves of the amendment of this section adopted during the recent session of Parliament, dropping the last clause of the section which reads " and under any circumstances if a foreign patent exists the Canadian patent shall expire at the earliest date on which any foreign patent for the same invention expires."

Section 16.—The first clause to read : " The commissioner on the recommendation of an examiner shall object to grant a petition in any of the following cases."

Section 16 : " Recommendation is made that an additional clause be added to this section provided that the action of the commissioner in granting or refusing a patent shall be subject to revision by any court of competent jurisdiction."

Section 16, part c, to read : " When it appears to him that the invention has already been patented in Canada or elsewhere to another person, unless the commissioner has doubts as to whether the patentee or the applicant is the first inventor."

Section 19 : This whole clause should be struck out, the policy of appointment of arbitrators being condemned.

In its place substitute : " In case of conflicting applications for any patent, the matter shall be referred for decision to a skilled person in the employ of the Patent Office, to be known as the ' Examiner of Interferences.' "

2. " The Examiner of Interferences shall be appointed by the commissioner to hold office during his pleasure."

3. " An appeal may be taken from the decision of the Examiner of Interferences to the Board of Appeal, provided same be entered within six months from the date of the decision of the Examiner of Interferences."

4. " The commissioner may, from time to time, frame such rules as he may deem necessary to govern the procedure before the Examiner of Interferences, the taking of the necessary evidence and the procedure of appeal."

It is deemed desirable that the rules of the United States Patent Office relating to interferences be followed in the main, particularly as to the filing of the preliminary statements of the opposing parties.

Section 22, clause 1 : Strike out all the words after " 18 years " in line 2, beginning " but at the time of the application." The clause is to read : " The term limit for the duration of every patent of invention issued by the Patent Office shall be 18 years."

Section 22 : Clause 2 to be struck out.

Section 22 : Clause 3 to be struck out.

In section 23 : " Whenever any patent is deemed defective or inoperative by reason of insufficient description or specification, or by reason of the patentee claiming more or less than he had a right to claim as new, etc."

Section 23 : That a clause be added to this section, providing that the date for application of reissue of a patent shall be limited to two years.

Section 24, clause 4, to read : " In case of death of the original patentee, or of his having assigned the patent, a

like right shall vest in his legal representatives or assigns, any of whom may make disclaimer."

Section 26 : Recommend that the words " and such an assignment shall create a tenancy-in-common between the joint owners of the patent unless a special agreement to the contrary is entered into between the parties " be added after " in writing " in the third line.

Section 26—line 3 : " Any instrument " should be " an instrument." Further, an addition should be made to this section providing that an assignment must be recorded within three months after the date of the execution of the assignment.

Section 29 : Add in line 2, after the word " patentee," " or his legal representatives," so that it would read, " Every person who, without the consent in writing of the patentee or his legal representatives, makes, constructs, etc."

Section 37 : In connection with this section, recommendation is made that the secretary ascertain from the Department in Canada, or, if necessary, in England, what changes in the present Patent Act are necessary if Canada is to become signatory to the Berne Convention ; and then a circular letter should be prepared setting forth briefly both sides of the question, and this should be sent to all members of the association to ascertain their views as to whether Canada should adopt these changes, and become a party to this convention or not ; and, also, that we ask the Department not to make any changes in the Patent Act which may be necessary for adherence to the Berne Convention until the views of the manufacturers on the changes proposed can be ascertained.

Section 39—Item 1, to read as follows : " The full fee for a patent of 18 years shall be \$30, \$15 of which shall be payable on the filing of the application, and the remaining \$15 within six months after the allowance of the patent."

Strike out the next four items of this section, and amend item No. 11 of this section to read : " On every application for reissue of a patent after surrender the fee shall be \$20."

Section 43 : Strike out all after the word " Act " in line 3, so that the section will read, " No person shall be exempt from the payment of any fee or charge payable in respect of any services performed for such person under this Act."

Section 46, to read : " Every person, who, before the issue of a patent has purchased, constructed or acquired with the consent or allowance of the inventor any invention for which a patent is afterwards obtained under this Act, etc."

Section 47, to read : " All specifications, draughts, models, disclaimers, judgments, and other papers except caveats and pending applications for patents shall be open to the inspection of the public at the Patent Office under such regulations as are adopted in that behalf."

Section 55—line 17 : Drop the words " For the purpose of deceiving the public," so that this clause will read : " Who advertises or offers for sale as patented any article not patented in Canada is guilty of a misdemeanor."

The following to be added as a section to the Patent Act : " Every applicant for a patent or for the reissue of a patent, any of the claims of which have been finally rejected by the examiner in charge of the application, may, within six months after the date of such rejection, appeal from the decision to a board of appeal composed of the Deputy Commissioner of Patents and two examiners in the employ of the Patent Office to be appointed by him, neither of whom shall be the examiner whose decision is appealed from."

Our recommendations re the amendment of the Act were not taken up by the Minister of Agriculture last year, the reason being given that with the entrance of Canada into the Berne Convention, certain changes might possibly have to be provided for, and that in the meantime the Patent Act should remain as it stood until revision could take place bringing it thoroughly up to date.

#### TRADE MARKS.

Trade Mark Fees :—Recommendation was also made to the Minister of Agriculture that the present trade mark fees be reduced from \$35 for general trade marks, and \$25 for specific trade marks, to \$7.50 and \$5 respectively.

With this was also a couple of recommendations that means be devised to protect illustrations, labels, and novel advertising matter at a slight cost.

The committee also recommend the substitution of the words " Copyright in Canada," in place of the lengthy notification now required, as the long form now in use



often considerably mars the appearance of articles which it is intended to protect.

#### INSOLVENCY LEGISLATION.

At the annual meeting a year ago a strong resolution was adopted placing on record the opinion of the members present there, that we should have a uniform Insolvency Act for the Dominion of Canada. During the year a special sub-committee was appointed to deal with this question and to investigate the special conditions surrounding same. In doing so, the sub-committee reported that they had discovered difficulties in the way of putting into force a Dominion Insolvency Act, that had not been formerly anticipated, from different conditions in different parts of the Dominion.

After consideration of these, however, your committee desires to place on record our thorough appreciation of the advantages to be derived from the securing of a uniform Insolvency Act for Canada. We believe, however, that it is only possible to secure this by the cooperation of the Government in power, through their taking it up as a Government measure. We would urge, therefore, that our Parliamentary Committee for the coming year endeavor to have the Dominion Government bring in a measure to provide for an Act on the lines suggested.

#### COMPANY LEGISLATION.

Over a year ago at the time when our association was being reorganized, attention was drawn to an Act introduced in the Ontario Legislature to charge a license on all extra Provincial companies doing business in the Province. At that time attention was given by your committee, who understood that it was only intended to apply to underground insurance companies.

The measure was hastily passed through Legislature, and since that time our manufacturers in every Province have found that it applied to many classes of firms and corporations not previously expected.

The Act has become law, and the time for its disallowance by the Dominion Government has passed. The question again comes up in the form of a Bill respecting outside companies of the Legislature of the Northwest Territories. By this Act, the company has to pay a license fee of \$150 in order to do business in that territory.

This Act has come into force, and can only be affected now by a disallowance of the Dominion Government. It is for you, as manufacturers, to consider whether or not we should take any steps to endeavor to do away with such legislation, and to prevent its enactment in the future. It simply means that the obtaining of a charter to do business in any one Province, or, in fact, in the Dominion itself, no longer carries with it any guarantee as to what rights are actually involved even in the Dominion of Canada.

#### LEGISLATIVE MEASURES IN THE PROVINCE OF ONTARIO.

##### ASSESSMENT COMMISSION

The most important matter receiving the attention of your committee in Ontario legislative measures was the assessment commission appointed to ascertain the views of different bodies as to the most equitable form of assessment.

Your committee after properly formulating its views on the question, corresponded with every member in the Province of Ontario, asking their opinion on the matters under discussion. The result was an expression of opinion from practically all our Ontario members to strengthen our hands in going before the commission.

Acting on the information obtained in this way the committee conferred with the association's solicitor, and prepared a report, which was presented to the commission. Several of our most representative manufacturers were present, and our memorandum was submitted. It has already been printed in *Industrial Canada*, and is therefore in the hands of our members.

Briefly, the two points strongly urged were, first, that the present system of assessment on personalty was unfair and unjust, and should be abolished; and, second, that if some tax is required to replace it, a business tax based on rental values as determined by assessment would be the most preferable.

We understand that the assessment commission is reporting favorably on the recommendations of The Manufacturers' Association.

#### FACTORY ACT.

A Bill was introduced to amend the Ontario Factories Act, by requiring the use of the natural drop fire escape. This was successfully opposed.

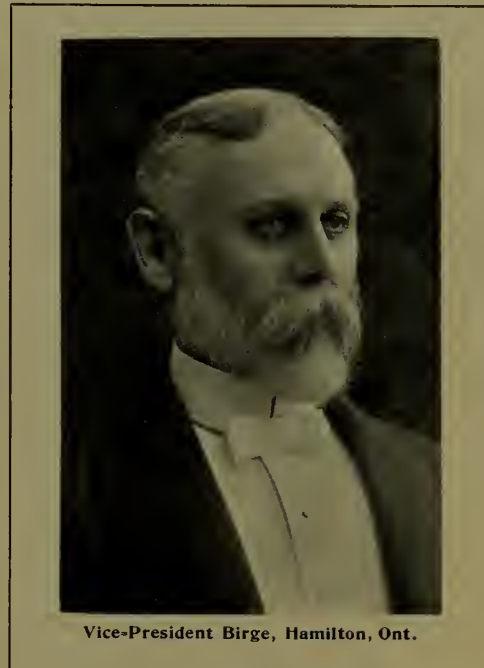
Another Bill, introduced by Mr. Carpenter, to provide for the use of some special form of fire escape, was also opposed successfully, the committee taking the stand that no one form of fire escape should be required, as conditions vary with different factories.

The Bill introduced by Hon. John Dryden, Minister of Agriculture, to amend the Factories Act, with reference to fire escapes, was discussed, and on advice of your committee an amendment was added, whereby any device for a fire escape might be made satisfactory by order of the Lieutenant-Governor-in-Council.

The Bill to provide for boiler inspection, introduced by Mr. Carscallen, was considered to be onerous in its working out and was opposed. The Bill was withdrawn.

The Ontario Mining Act.—Your committee was also asked to support the request of certain mining interests of the Province of Ontario, asking for a disallowance of the Ontario Mining Act. We believed, however, that we had not sufficient information on the subject, and decided to take no action in the matter.

In conclusion, your committee would strongly recommend that you consider carefully the four questions we have sug-



Vice-President Birge, Hamilton, Ont.

gested for your consideration—the incorporation of the association; amendments to the Patent Act, and the working of the Patent Office; the question of Insolvency Legislation, and lastly, the question of extra-Provincial company legislation.

#### INCORPORATION URGED.

Each of the four subjects recommended for action were discussed. The president explained that the time seemed to have arrived when the association should have a legal standing, and that it should apply for incorporation at the earliest possible date after considering carefully what matters the incorporation should cover. It was decided on the motion of Mr. W. K. McNaught, seconded by Mr. D. W. Karn, that the matter be referred to the Executive, with instruction to take the necessary steps for incorporation.

#### PATENTS.

Mr. Featherstonhaugh objected to the wording of the report in regard to patents. He thought that while the association should press home its recommendations, it should also give the Minister of Agriculture credit for the improvements he had made.

Mr. J. O. Thorn opposed any such change. He claimed that sufficient credit had been given. Beyond the appoint-

ment of more examiners nothing had been done at Ottawa. There was not enough money spent in the Department at Ottawa and the receipts were out of all proportion to the expenditure. It takes 10, 11 or 12 months to get a patent in this country; in the United States similar patents are granted in three months. Printings had not yet been decided upon. He again argued that the Government got all the credit it deserved and that there was plenty of room for improvements.

#### INSOLVENCY URGED

The question of insolvency legislation was discussed and it was decided that there was still need for a Federal law.

Mr. Robert Munro reminded the association that British Columbia had lately passed a very good Act and that Nova Scotia was considering the same. He thought that, perhaps, the necessity of a Dominion Act would not be needed if all the Provinces adopted suitable legislation.

Mr. J. R. Shaw said he did not think the question of insolvency legislation should be dropped, but that the association ought to pass such a strong resolution as would let the Government see that they would get no rest till an insolvency enactment was granted. He complained that the banks had too much influence on legislation. Mr. Shaw was advised to prepare a resolution and place it before the Resolution Committee.

#### EXTRA PROVINCIAL TAXATION.

The subject of incorporated companies being taxed when doing business outside of the Province in which their charters have been granted provoked a good deal of discussion. Mr. Russell impressed the seriousness of the matter upon the convention. Mr. Frost contended that the Northwest Territories did not have the power to pass such legislation as has just been enacted, even though Ontario, as a Province, had.

Mr. Robert Meighen contended the Territories were quite within their powers to pass such an Act but thought the association should advise the Territories that they were asking for too many secrets of the extra-Provincial companies about their balance sheets and by-laws.

Mr. Bertram, of Dundas, thought that a Dominion charter should cover all the Provinces.

Mr. F. Braidwood, Westmount, said that over-legislation was the curse of Canada, and the sooner something was done to check it the better, not only for manufacturers but the country at large. It was high time the whole question was taken up by that association.

Messrs. Frost and Meighen were appointed to draw up a resolution in reference to the matter, to be placed before the Resolution Committee; and on the motion of Mr. D. W. Karn, seconded by Mr. J. O. Thorn, the report was adopted.

#### INDUSTRIAL EXHIBITION COMMITTEE.

Next came the report of the Industrial Exhibition Committee, which was read by Mr. W. K. McNaught:

Gentlemen:—Your representatives to the Toronto Industrial Exhibition have to report a considerable advance during the past year in so far as the interests of the manufacturers generally are concerned.

Owing to the action taken by this association last year, the number of our representatives to the Toronto Industrial Exhibition Association was increased from five members to 12. Two of your representatives had the honor to be elected on the board of directors, and one of them to the office of 1st vice-president of the association.

As a consequence of this increased representation, the various manufacturing departments of the Exhibition were practically placed under the supervision and control of the members of this association, with the result that an increased interest was manifested by our manufacturers as evidenced by the largest and best exhibit of manufactured goods ever shown at any Canadian exhibition.

It may be of interest here to note the importance of showing machinery in motion and the processes of manufacture were practical. Several fine exhibits of this kind were made at the recent Exhibition, and in every case they proved to be a valuable advertisement for the manufacturer showing them.

Your representatives would recommend that special awards be given for this class of exhibits, and that attention be called to this in the official prize-list and through the press. A sub-committee has been appointed for the purpose of securing exhibits of this character.

Your representatives are sorry to have to report that the money asked last spring was not voted by the citizens of Toronto, and, as a consequence, the products of our workshops had again to be displayed in buildings entirely unsuited to the needs of exhibitors. Not only were they totally inadequate for the effective display of the exhibits, both as to size and arrangement, but the roofs of nearly all of them were so defective as to positively endanger the safety of many of the exhibits during the severe storms that occurred during the first week of the Exhibition.

The responsibility for this state of affairs rests entirely upon the City Council, which, under the terms of the agreement now in force with the Exhibition Company, are bound to maintain all the buildings in a proper state of repair, and to erect such new ones as may be necessary.

While our manufacturers did all they could to make a good showing of their products, even in spite of defective buildings and other drawbacks, in order to impress the many visitors—including those from the United States and other foreign countries—it can hardly be expected that they will again take the risk of placing valuable goods in buildings so unsafe and unsuitable for exhibition purposes.

Indeed, the consensus of opinion amongst the exhibitors of manufactured goods seemed to be that unless new and up-to-date buildings were at once erected to take the place of those that have done duty for the past 23 years, it would be utterly impossible to secure the attendance of many of our leading manufacturers who have hitherto stood by it, and done their best to make it a success. So far as the manufacturers are concerned the Toronto Industrial Exhibition is now at the parting of the ways, and if it is to continue the erection of new buildings is imperative.

Your representatives feel that they cannot bring this report to a close without congratulating the manufacturers of the Dominion in general, and the members of this association in particular, upon the very great advance which they have effected in the quality of design and finish of their products during the past decade, as evidenced at the Toronto Exhibition. In many lines, notably, carriages, pianos, stoves, machinery and furniture, the display was not only notable in variety and extent, but the quality would fairly challenge comparison with similar goods manufactured in any other country in the world. The bringing together of such goods from the various sections of our Dominion not only has a good effect upon the manufacturers themselves, by enabling them to compare their products with those of their chief competitors, but it does much to impress the public with the fact that Canadian manufactures are equal if not superior to similar goods from foreign countries. To visitors from other countries, these exhibitions offer an opportunity of seeing the resources of Canada in such a shape that they are enabled to carry away some idea of our capabilities. This has oftentimes been the means of opening up trade relations with this country in lines that had never been exported before.

Generally speaking, such exhibitions are valuable national educators and should be upheld and encouraged in every legitimate way by our manufacturers. In this connection your representatives recommend that it would be a step in the right direction if our association had representation in the Ottawa, London and Winnipeg industrial exhibitions and any others deemed of sufficient importance, as well as that at Toronto. Our association should be represented on those organizations by members living in the several cities, and we think it would benefit this association as well as the exhibitions named, if they were thus brought into closer touch with the Canadian manufacturers.

#### ALL-CANADIAN EXHIBITION.

This report brought home to manufacturers the utility of exhibitions. Mr. J. O. Thorn, said: "The time seems to me to have arrived when we should have an all-Canadian exhibition where we can show the people of this country what high-class goods are made in their own workshops. At present we are importing \$110,000,000 worth of goods from the United States, much of which should be bought right here (applause). The people of this country do not know what fine goods and what a great variety of manufactures we make in this country. Let us show them in an all-Canadian exhibition."

#### SIDE-TRACKED AT PARIS.

Mr. Cockshutt (Brantford), spoke about Canadian exhibitions in foreign countries. He felt that there was much



in this connection in which the association might interest itself. "At Paris, for instance, our firm was side-tracked, for we were put out eight miles from the Exhibition proper. Our goods were not properly advertised on this account. I feel that the manufacturers ought to be consulted when such things as division of space come up for decision and you might consider it advisable to appoint a committee to look after our representation at foreign exhibitions. At present some companies who do not try to export get the best places, while those that even go to the expense of sending a special representative are granted the poorest positions. That is my experience and it seems to me that the association ought to take some action in the matter."

#### SIDESHOWS.

Mr. R. Brown, Toronto, thought that too little attention was given to manufacturers at exhibitions, and too much to sideshows and such things.

Mr. Booth, of Toronto, did not agree with Mr. Brown. "The reason for the diminution in the display of manufactures is that the manufacturers have been too busy making money to make exhibitions. Even where space has been held at Toronto for certain manufacturers they have had to decline to take it at the last moment on account of press of business."

#### EXHIBITIONS AS EDUCATORS.

Speaking of the educative value of an exhibition, Mr. McNaught said: "I went through the Toronto Exhibition with Sir Wilfrid Laurier, and he expressed great surprise at some of the domestic manufactures that he saw. He did not know that such fine goods were made in this country. If the Premier can learn so much from an exhibition, how much more can the rank and file of our population learn? I believe we had a finer exhibit of pianos and furniture at Toronto than they had at Buffalo." He also emphasized the importance of making displays and sending them around to the different shows at Toronto, Ottawa, London, Winnipeg, etc. "Let the men in the same line combine to do this."

#### EXHIBITIONS AND FURNITURE

Mr. Shaw said his company had made a \$6,000 exhibit of furniture and it was sold six times over at Toronto this year. He believed that it is just as important to have a national exhibition as it is to have a national port. An all-Canadian exhibition would be productive of an immense amount of good to the manufacturers, and he called upon the different sections to drop petty jealousies and have one. "Why, the people of this country have no idea of what is manufactured within their own gates. We make mahogany furniture, yet the retailers have to say it is American Grand Rapids furniture to make it sell. We ought to show our people how excellent domestic goods are, and they can be informed in no better way than by an exhibition that will educate them through the eye."

It was also suggested that the manufacturing section of an exhibition ought to receive as many prizes as the agricultural section.

#### CANADIAN GOODS AT GLASGOW.

Mr. Cummings, lately returned from South Africa, said: "If the gentleman who sent \$6,000 worth of furniture to Toronto made \$30,000 on the Exhibition, the same display at Glasgow ought to have been worth millions to him. The Canadian agricultural display at Glasgow was first-class, but our manufactures deserved a better exhibit. See that a first-class representation is made at Wolverhampton next year, and I can assure you great results."

The programme of the evening session drew a large gathering, addresses being announced by P. W. Ellis, Jas. Cummings, the Canadian Commissioner to South Africa; Mr. Wm. Whyte, lately returned from Siberia, and C. J. Alexander, a Scotchman, who views Canadian manufactures from a cosmopolitan standpoint. The latter gentleman is a Scotch freetrader by birth, an American protectionist by conviction. The first announcement was a disappointment: Mr. Moxham found it impossible to come.

After the secretary had read letters from Canadian agents at different points, including Mr. Thomas Moffatt, at Cape Town; the Canadian agent at Brussels, Belgium; L. L. Horsford, St. Kitt's, West Indies, Port of Spain, Trinidad and Kingston, Jamaica, Mr. Ellis began his annual address amid loud cheers. He spoke as follows:

#### PRESIDENT ELLIS' ADDRESS.

In response to the kind invitation of our Montreal members we are assembled here to report respecting the work of the past year, and to formulate the policy for the year we are now entering upon.

The annual meetings of the Association have formerly been held in Toronto, where its officers are located; however, it has been deemed desirable that those important conferences should now be held in different industrial centres, and it is most appropriate that this change of policy should begin with Montreal, for not only is Montreal the most populous city in our Dominion, but also our most important financial and industrial centre. It is the home of many of our largest and most representative manufacturing establishments, and the head of ocean navigation in the east. All Canadians take a pardonable pride in this city, around which cluster so many important events of our early Canadian history.

#### HISTORICAL PERIOD.

Since we last had the pleasure of meeting in annual session in the city of Toronto, many momentous events have taken place.

The past fifteen months have been especially eventful ones in the history of the world, and of the British Empire, notably: passing the threshold into the twentieth century; the death of our beloved Mother Queen, which has brought the Empire into a closer touch by a greater bond of common sympathy; the accession of a king to the throne of the British Empire, a king of whom we may feel justly proud, for Edward VII. is aptly described as the most popular man in Great Britain to-day; the Boer War, a fight for British liberty, in which the sons of Canada and other parts of the Empire have taken such a creditable part, showing forth better than words their loyal attachment to the British throne; the confederation of Australian Provinces somewhat on the model of our Dominion; the occupation of China by allied troops representing seven different nations, the first occasion that the United States has been represented with European troops to settle an Eastern question; the most important financial and industrial event of the world's history, viz., the formation of the giant Steel Combine in the United States, which in its scope and vast capitalization has been fitly characterized as a challenge to the rest of the world; the tragic and deplorable death of one of the greatest of that country's presidents, President McKinley; the memorable visit to Canada of the Heir Apparent and his popular Consort, their Royal Highnesses, the Duke and Duchess of Cornwall and York.

#### INDUSTRIAL PROGRESS.

But I must not continue to discuss any one of these features that have so marked the political, social and commercial progress during the past year, but must rather devote myself to those matters on which, as President of the Canadian Manufacturers' Association, I have had exceptional opportunity of receiving information first hand, and I consequently turn to say a few words on the industrial and manufacturing progress of our Dominion.

In so doing, I feel that if there is one doctrine that we should emphasize at our annual gathering, it is the absolute oneness of the interests of all the great producing classes of this country.

We have heard of the evils of stirring up Provincial, racial and other divisions, but is it not even more disastrous to stir up divisions on industrial lines? Can the Canadian farmer be prosperous when the mines are closed, when the fish catch is small, or when the factories are idle? Or, again, who feels the loss of a crop in Manitoba more quickly or more keenly than the manufacturer who has made goods for that market, the half of which he cannot dispose of, and on the other half of which he is unable to realize satisfactory payment? Thus, while there may have been times when certain persons have tried to stir up feeling between the different producing classes of Canada, let us hope that in the light of the past and present experience such policy is forever dead, and it devolves upon this Association, as an integral part of the great producing army of Canada, to assist in the education of the Canadian people as to the intimate relation that exists between the welfare of the farming, mining, fishing and manufacturing classes. We must seek by every possible means to obtain from the Canadian people, on whom our industries depend for their support, an intelligent interest in the great factories that employ our workpeople and populate our towns and cities.

How often do we hear that our manufactures are insignificant as compared with the other great industries of this country? How often do we hear that our exports of manufactured goods amount to only \$16,000,000, a paltry 10 per cent. of the exports of the country? How often are we told that our exports require more assistance than those of any other class, and yet are the least important? But I have to-night a new phase of this question to present, when I emphasize the fact that our exports of manufactured goods comprise not merely 10 per cent., but approximately 40 per cent. of the total exports of our country.

We have here an Association, to the membership of which there have been admitted those firms believed to be bona-fide Canadian manufacturing establishments, and I take the export of articles that are made by members of this Association. Thus, are not asbestos, mica and salt manufactured articles? Is not our canned fish a manufactured product? Is not our timber, when sawn into deals, laths, planks, scantlings, box-shooks, barrel staves, etc., an item in the list of manufactured goods?—at least, large factories employing many men, using millions of dollars of machinery, and paying large sums for factory insurance, are involved. Are not our canned meats, bacon, ham, etc., manufactured goods? If not factories what are we to call establishments like that of the Laing Packing and Provision Company, of this city? Are not our flour, oatmeal, etc., manufactured products? If not, how would you class an establishment like The Ogilvie Milling Company, also of this city? Hence, I go through the list of exports, keeping always in mind the difficulty of drawing a hard and fast line between the manufactured article and the raw material. I have not included the output of the mine, when shipped in its crude state, nor of the forest when shipped as logs, poles, etc., nor of our fisheries when exported without further labor than the catching; nor even such products of the farm as butter and cheese, which may, in the broad sense, be regarded as manufactured articles,



and are often made in large factories. In short, I include only those articles made in what we commonly regard as factories, using machinery and motive power.

I have no need to stretch the meaning of the term "manufacture," and yet I find that out of a total export of \$177,241,115 of all classes of goods last year, the exports of manufactured goods amounted to \$67,894,928, or 38.3 per cent. of the whole. Is not this significant? I will endeavor to show now what it means.

By the census of 1901, it is shown that 370,256 hands were employed to produce \$476,258,886 worth of manufactured products; that is, one person for every \$1,286 worth of goods produced. If this same proportion holds to-day, we have 52,874 people in Canadian factories producing manufactured goods for foreign countries. If, then, as is generally supposed, one person in employment supports four others, we have 211,496 people supported in Canada by our export manufacturers alone. But we always recognize that our export manufacturers are only a small proportion of our total production. What this is will be shown by our census, the returns of which are now in process of preparation. To-night I can only approximate it.

Our export trade in manufactures has increased since 1891 by 106 per cent. If our home production had only increased half this amount then our total output would now be \$730,000,000. This illustrates to what a large extent Canadian manufacturers have taken possession of the home market. We may emphasize this condition still further by our knowledge of the imports into South Africa prior to the outbreak of the present war. The imports there to supply some 800,000 whites and 3,000,000 Kaffirs were as large as the imports into Canada to supply the numerous wants of over 5,000,000 highly civilized and prosperous inhabitants. What, then, does it represent if our output of manufactured goods last year amounted to \$730,000,000? It means the employment of approximately 575,000, and the support of 2,300,000 people.

Gentlemen, these figures amaze us, and we can only await the announcement of the census returns to verify their correctness. From them it is seen that approximately two-fifths of the people of Canada are supported by our manufacturing industries. What this means, as compared with the export only of raw products, may be gained by a glance at our last census.

The value of the raw materials used by our manufacturers was approximately \$256,000,000, the value of the finished product, \$476,000,000. In other words, the industries of the country were responsible for retaining \$220,000,000 of money within our own borders. Taking the figures of growth that we have already referred to, this would mean for the year in which we have already entered, that the manufacturing industries of Canada have been a net source of wealth to the country of approximately \$400,000,000.

#### IMMIGRATION.

And at this stage I wish to point to a feature connected with the immigration policy of our Government.

The Dominion Government, as well as the various Provincial Administrations, have been giving attention to the possibility of increasing the flow of immigration to our country, and rightly so. But, in so doing, they have pointed out only the value of Canada as an agricultural country, and the expressed opinion of some of the most prominent visitors from Great Britain to Canada during this year has been that we can never expect any great flow of immigration to a country that is represented as purely agricultural. If we ever expect to direct a steady stream of population to Canada from the crowded industrial centres of Great Britain and the Continent of Europe, we must point out that there are wide and varied occupations in which they may find employment, that our industries and our commerce, our mining and fishing also offer varied inducements for varied talents. But I must not dwell longer on this subject.

#### IMPORTANCE OF MANUFACTURING.

What I have endeavored to emphasize is that the manufacturer in Canada is not a monopolist, robbing the classes whom he employs, or those to whom he sells, but in the great fabric of national greatness that we are weaving, he constitutes a part so important that no one, save the most earnest student of Canadian statistics, can well estimate. In my mind we have a right to expect that our public men, our statesmen, and our press will so far forget party strife in matters that vitally affect the industrial progress of our country, that they will endeavor at all times to support any policy that tends to our commercial advancement.

This may be done in various ways. First, privately, by patronizing, so far as possible, home industries. By this I do not mean any narrow policy of buying only what we make, but the cultivation of national pride and confidence in our own products, and a willingness, other things being equal, to purchase that which is made in our own factories and by our own workpeople. Dictates of self-interest alone should justify this partiality.

#### ASSISTANCE OF MUNICIPALITIES.

The other method is by the aid of public policy. This is done in two ways. First, by bonus industries by municipalities and towns, and, second, by tariff legislation. I think that there is no more striking testimony to the recognized value of manufacturing establishments to a country than the willingness that appears in almost every town and city in our Dominion to assist by bonuses or the granting of special privileges, the establishment of some industry that will employ workpeople and provide good substantial pay-rolls. In this we cannot too strongly condemn the foolish rivalry of certain towns which prompts them to outbid each other for the establishment of an industry already located in another town. Benefit secured in this is almost always overbalanced by the injury wrought. The policy of creating local well-being at the expense of one's own neighbors is strongly to be deprecated.

#### TARIFF LEGISLATION.

Still another method of encouraging the development of our industries is the undertaking of it, not as a local question, but as a Dominion and national one through tariff legislation. On this great question I do

not propose to say much. I believe that all the thinking people of Canada, the men who have her national progress at heart, breathe easier to-day when the tariff question is not a main feature of party politics. I believe that I voice the sentiments of the Canadian people in saying that in matters that are so sensitive and so nicely balanced as trade, where so much depends on mutual confidence and good faith, the less that trade questions become the dividing line in party politics the better for our country. Were it not that as a people we are jealous of seeing governmental rights transferred from us, we would gladly place such questions in the hands of a strong and impartial commission for administration.

We have to-day what may, I think, be fairly called a moderate tariff, one to which no section of the community with the well-being of the whole at heart, can take exception, for all must admit that in a new country capital will not invest itself in manufacturing unless it has some assurance that it will not be swamped by the manufactured goods of older countries who produce for a larger market. The situation of Canada is striking in this respect, on account of its geographical position, so contiguous to the great manufacturing Republic to the south of us. Under a practically prohibitive tariff, the manufacturing establishments there have reached a stupendous magnitude. We are so close to them that many of their centres are nearer to consuming points in Canada than our own industrial cities of Montreal and Toronto. Our styles in all lines are identical with theirs, and our market is suitable in every respect for any of their surplus production. These, and other conditions, generally make me feel positive in the statement that even the most ardent free trader must feel that we have now moved just as far in the direction of free trade as is possible until the growth of our population provides a home market sufficient to develop our industries to a competitive level.

#### RECIPROCITY.

This brings me to the much-talked-of question of reciprocity—I mean much talked of in the United States, for I think that the cry fails to find a responsive chord in Canada at the present time. Without endeavoring to stir up the question, I believe the feeling in Canada to-day to be that, if we begin to talk reciprocity, the United States will reciprocity us out of business. Why this feeling? It is because the people of Canada feel that any substantial advantage to them would be contested, while every effort would be directed towards securing a freer access to our market. The people of Canada are not ignorant, they read and study. They see that our imports last year from the United States were \$119,306,000, while the exports to them of our products, not including precious metals, were less than \$44,000,000. While the United States has large cities that should be a market for our farm produce we find that we imported more than twice as much of their farm produce as they did of ours. Is this satisfactory? No, and gentlemen, I am much mistaken if there is not in Canada to-day a strong feeling in favor of terminating this most unsatisfactory arrangement whereby their goods have an easy access to our market, and ours are practically excluded from theirs. What seems to be the only way open is the adoption of a different kind of reciprocity than that proposed by our friends to the south, viz., a reciprocity tariff, placing ours on a level with theirs. Our farmers see that we purchase some \$60,000,000 of manufactured goods, two-thirds of which could be made in Canada. While this vast volume of the product of United States labor is purchased by us, the producer of food in Canada is practically prohibited from selling food products to the United States laborers who make the goods that he purchases. Some are not slow to reason that, were these goods made in Canada our farmers would be called on to supply every kind of food product required for a new Canadian city not less in size and numbers than the present city of Toronto.

The manufacturers do not seek to foment trouble, but I am confident that before we can ever hope to gain from the United States any favorable access to their market, we must first assume, not a defiant or hostile attitude, but a determined, manly, national spirit, and show to them that we propose to guard our own interests first, last and always. This makes me feel that before any reciprocal arrangement is possible, we must adopt a scale of duties against their goods that will have the same effect as theirs has at present on ours, and by this means alone I think it possible to have the United States extend to us the reciprocal arrangement that will give us the benefit our people desire.

#### PREFERENTIAL TARIFF.

But I must turn now to a country with which our trade relations are more pleasant, Great Britain. The original preferential tariff, subsequently increased to 33½ per cent., was a change in our fiscal policy which was much more likely to affect our manufacturers than any one class, and that they accepted the same without any determined protest speaks volumes for their loyalty and attachment to the British Crown. They understood it as a move intended to improve the feeling of the British people towards Canada, a feeling which it was hoped would show itself in larger purchases of our great output of farm products. While many manufacturers felt strongly that sentiment of this kind influenced business only to a slight extent, and while they pointed to the fact that Great Britain never entertained more friendly feelings to the United States than now, when her tariff is as nearly prohibitive as it is possible to make it, still they made no protest, feeling that if this policy assisted in developing a market for our farmers, and at the same time became the means of eventually obtaining some substantial advantage in the markets of the sister colonies and Great Britain, we would have little to regret. At the same time I am sure it is the opinion of Canadian manufacturers that the duty of the Government is to legislate, first for Canada, and for Great Britain afterwards; in other words, that the preference should give the British manufacturer a substantial advantage over his foreign competitor, but not over the Canadian, and, that when any Canadian industry has suffered, attention should be given promptly and fairly. This is only just to the men who have invested their capital in such particular industries. And I am one of those who believe that we render the greatest service to the Empire to which we belong when we take measures to develop our own strength and resources rather than handicap any section of our own people to give a trade advantage to any section of the British trading community. We strongly commend the policy of stability in tariff legislation, but, at the same time, feel that from



time to time attention should be given in a thorough way to this question in order that measures may be taken to meet any new difficulties that may have resulted from changing conditions.

In concluding this reference to tariff matters, it is well to refer to the strong feeling that I believe prevails among the manufacturers of Canada in favor of obtaining, if possible, some reciprocal trade arrangement between our country and the other sister colonies, as well as Great Britain herself. While we recognize the difficulty attending the bringing about of such an important matter, and the diplomatic rules that have to be observed, we would strongly urge our Government to keep this matter ever in mind, and to take every fair opportunity to press forward towards its accomplishment.

#### GENERAL TRADE CONDITIONS.

As President of this important Association, it is a pleasure to note the gratifying increase in the exports from our country. Last year our total exports amounted to \$177,241,115, the highest ever reached at any time in the history of Canada. Our exports for the three months of July, August and September, just closed, amounted to \$50,134,195 and from these I am pleased to note a satisfactory increase in the export of manufactured goods above those of the corresponding period of last year. This growing export trade strongly confirms me in the view that the unprecedented activity in all lines of manufacture and business generally has been sound and healthy and that so far we have no reason to anticipate any speedy relapse or depression. Our bank returns also indicate the same feature. In the month of September, just closed, for which the banking returns have been issued, we show several new records in banking statistics for Canada. In that month the total net circulation amounted to \$56,000,000, which is within \$11,000,000 of the total circulating power of our Canadian Banks.

#### ADDITION OF NEWFOUNDLAND.

As manufacturers, too, we have noted with considerable satisfaction the renewed interest in the question of confederating Newfoundland with the Dominion of Canada. While many of us are not in a position to go into all the political aspects of this question, we would, as producers, gladly hail the incorporation of the Island of Newfoundland as a part of the Dominion bringing it under our tariff laws, and opening to us a market which is at present very largely supplied by the United States.

The Association's influence has been largely instrumental in creating a greater interest in industrial life in our universities.

It is technical and commercial education which has placed Germany in the position of a dangerous rival to Great Britain, and there is need for energetic action to face the keen and growing competition of industrial countries, such as Germany and the United States, countries which have given attention to practical, as well as theoretical education.

One proof that our people are eager for a more scientific knowledge of their special trades is that there are 25,000 Canadians receiving instruction by mail through the United States National Correspondence Schools. This indicates that our artisans feel the need of a more practical education.

Capable, well-trained men are as important in business as in professional life. The great majority of students in the past have gone into the so-called learned professions, but, if I can read the tendency of the times aright, a much greater proportion will enter commercial life in the future. Why should not the student, if he chooses, instead of confining himself to theories and economic conditions of days long past, devote himself to the study and solving of the great vital problems of our own time and country? Modern conditions are such that men must be trained to handle large matters, and select the rank and file to attend to smaller details. They must be able to organize, arrange the division of labor, grasp and understand opportunities, and nowhere should the liberal and broadening tendencies of our industrial life be better assisted than in the colleges of our Dominion.

The field of industry will never be fully occupied, but will always offer rewards to the right kind of ability.

It is true our country presents great natural advantages, but, without the inventive skill and its intelligent application, backed up by enterprise and energy, we shall fall in the scale of nations, for the survival of the fittest is a law which never changes.

#### SKILLED ACCOUNTING.

I wish to emphasize the importance to our manufacturers of having skilled accountants. In our offices we are accustomed to obtain the best help available to keep our accounts, regulate our credits, and attend to our banking: though often—too often—this help is not as skilled and as highly trained as it should be: but, in the factory, where we deal with materials, time, machinery, waste and wear and tear, all representing money, the same regard for skilled help as a rule is not observed, and indeed the services of skilled accountants, capable of following all these items accurately, and of formulating reliable cost accounts, are difficult to obtain. In these days of keen competition it is highly important that the manufacturer should know, to the fraction of a cent, the cost of his goods.

#### TRADE AND NAVIGATION RETURNS.

At the same time we have given close attention to the securing of reliable information for our members upon the progress of trade in which they are interested. Through representations made to the Government by our Association, it was decided to issue a monthly trade and navigation report, classifying the exports and imports under some 1,400 headings. These reports are issued shortly after the close of each month, and are a credit to the Department of Customs by whom they are issued. I commend this blue book to the study of every member, in order that he may inform himself properly as to what extent his foreign competitors are taking possession of the Canadian market, and at the same time I desire to praise the Government for their prompt action in this matter.

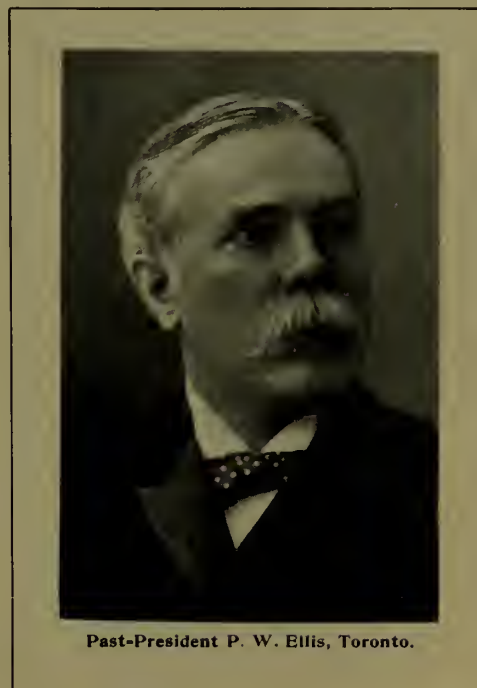
We also hope, in the offices of our own Association, to give special care to the working out of such statistical information as may be of practical advantage to our members.

#### CHEMICAL INDUSTRY.

In the same line I would point to the success that has recently attended our efforts in the formation of a Canadian section of the Society of Chemical Industry. This important society, with headquarters in Great Britain, publishes a journal full of most valuable information for every class of manufacture into which industrial chemistry enters. The formation of a Canadian section, whose membership is composed both of practical manufacturers and of the teaching chemists of our country, will afford many opportunities of discussing questions that should greatly affect the cost of production in many important lines of Canadian goods, and the utilization of various classes of waste material.

#### LABOR QUESTION.

Another important topic on which I might be expected to say a few words is the relation of our Association and our members to the Labor Question and the Labor Unions of Canada. At the outset let me say that our Association has never had any connection with labor questions as such, that we have no organization for industrial warfare, and that in the past our relations with labor organizations have been most cordial. We must deplore, however, the occasional strikes that have occurred during the past year, and we believe it to be important that all possible provisions should be made to prevent these ruinous contests, which injure employers and employees and entail heavy loss on the general public as well. The practical question of improving this situation is a most difficult one. We hear much to-day of compulsory arbitration and its operations in New Zealand. While this matter has never been discussed at any of our meetings, I am sure that the members of our Association would view with alarm any hasty experimental legislation along these lines. The great difficulty attending the securing of impartial arbitrators,



Past-President P. W. Ellis, Toronto.

who are also competent to judge of the merits of questions at issue, and the still more serious difficulty of enforcing decisions in a country like Canada, so contiguous to the manufacturing republic to the South, should cause hesitation. There are very conflicting opinions expressed as to the working of this system in New Zealand, and it is well to note that even a successful operation in that country would not guarantee any success here. New Zealand is a country at least a week's sail from any neighbor. It is entirely self-contained, and its problems are mixed up in no way with any other country. Here in Canada, however, the case is entirely different. We are so close to the United States, and our questions are so interwoven with theirs, that the adoption of any similar policy here might have serious effects. I feel, therefore, that it would be little short of an industrial misfortune if any aggressive legislative policy were adopted by our Government, while the success would be, to say the least, highly speculative.

There are one or two features in connection with Trade Unionism, however, that we must deplore to-day. One is the policy of some international trade unions, which have declared industrial strife in Canada at the incentive of organizations whose headquarters are situated in the United States, and whose interests are entirely opposed to the furtherance of the industrial progress of Canada. The other is the growing tendency of certain unions to claim privileges relating to the government of businesses which practically mean the handing over of the management of those who have the responsibility to those who have not. It will ever be the aim of this Association to assist in the promotion of the very best feeling between master and man, and to encourage among our members, as much as possible, a policy of liberal treatment of their work-people, but the labor question is at present no part of our work. Should



any occasion arise, however, that might check Canadian industrial development we could not stand aloof.

#### TRANSPORTATION.

But to turn to a new subject. There is no matter of more vital interest to our manufacturers to-day than the question of transportation, and we commend to the earnest attention of the Government the careful consideration of the best means of extending our transportation facilities. As yet only a very slight proportion of the produce of the farm, the forest, the mine, and the factory find their way to consuming markets abroad through Canadian channels. We commend to the attention of the Government the encouragement of Canadian shipping from Canadian ports, and with it also the encouragement of Canadian shipbuilding. There is no industry that requires the product of so many different classes as shipbuilding, and any aggressive policy in this direction should commend itself at once to the attention of the whole Canadian people.

#### MEMBERSHIP AND INFLUENCE.

But I must now say a few words about the Association over which I have had the honor of presiding during the past year.

We started the past year with a membership of 342, and I am pleased to announce to-day that we enter the new year with a membership of over 825. This increasing membership is widening the influence of our Association, which is continuing to attract members by the vigorous and aggressive manner in which it applies itself to all matters affecting manufacturers. We may now fairly claim that we represent the widest expression of industrial public opinion.

The serious consideration that has been given to the suggestions of this Association by our legislators will give added strength and influence. Our increased membership supplies us with the funds necessary to continue the work with energy, to employ a competent staff, whose entire time is devoted to the interest of our members, and to provide roomy and well-equipped general offices. I must here testify from personal observation to the large amount of time devoted, and valuable work accomplished by the Executive and other committees of our Association, whose voluntary service speaks volumes for their public spirit, interest in and attachment to the Association. The reports of the various committees, which will be placed before you, will review at some length the work undertaken, and what has been accomplished.

#### GENERAL OBJECT OF THE ASSOCIATION.

The general object of the Association, first and foremost, is to serve our country faithfully and loyally, and, so far as is consistent with this, to help each other in the promotion of our manufacturing industries, and according to By-Laws 1 and 2:

1. To secure by all legitimate means the aid of both public opinion and Government policy in favor of home industries and the promotion of Canadian manufacturing enterprises.

2. To enable those engaged in all branches of Canadian manufacturing enterprises to act in concert, as a united body, whenever action in behalf of any particular industry or the whole body becomes necessary.

It is also our purpose to bring into harmony the views of our manufacturers from all parts of the Dominion. We must meet together in a spirit of mutual concession that we may aim in obtaining the objects of the Association with oneness of purpose. In all our transactions, we know no party; the Association is absolutely non-political and non-partisan, devoting all its energies to advancing the industrial interests of the Dominion.

#### ORGANIZATION.

Our Association is now thoroughly organized. We have the Central Executive Committee, on which are representatives of every section of the Dominion, and we have as well local and Provincial branches organized to take up questions of local and municipal interest. We also have various committees who give careful attention to the working out of those matters which relate to the important subjects allotted to them. The Association has nothing to do with prices or combinations to affect prices, but aims only at acting together to show the direction of Canadian industrial opinion, and to advance the manufacturing interests of our country.

#### PARLIAMENTARY COMMITTEE.

Our Parliamentary Committee also has important work before it. Our large financial, transportation and other cooperative interests are represented at Ottawa by able agents well qualified to place before our representatives the views of those important interests. The manufacturers of Canada should also be represented by one capable of imparting reliable information to the members of Parliament, that they may deal with questions affecting the industrial interests of Canada, and be fully acquainted with our side of the question, which has not been altogether the case heretofore.

#### COMMERCIAL INTELLIGENCE COMMITTEE.

Our Committee on Commercial Intelligence was organized for the purpose of investigating special questions relating to the interests of manufacturers, the development of our export trade, and other important matters.

#### EXPORT TRADE AND TRADE INDEX.

I would refer also to the important work undertaken by the Association in connection with export trade. Last year we issued The Canadian Trade Index, which is a classified directory of the membership of our Association, published in English, French and Spanish. 15,000 copies of this work have been distributed, advertising our members and their products to one another, and also to buyers outside of Canada. We cannot well conceive the vast amount of good this will do, for already hundreds of inquiries have poured into the office as a result, and many firms have reported new trade connections obtained through this medium.

We have appointed correspondents in various foreign countries to post us on trade conditions there. We have advertised in foreign journals that we will furnish any information with reference to Canadian

trade, and every foreign mail brings inquiries for different classes of goods. These are at once communicated to our members by special bulletins, and afterwards published in Industrial Canada.

#### GENERAL INFORMATION.

At the office of the Association there is kept on file as complete lists of foreign tariffs, freight charges, etc., as possible, for the information of our members. We have obtained exhibits from some foreign countries showing the products that can be exported to Canada, and also the class of manufactured goods that they purchase. We have arranged to obtain reliable confidential reports on the standing of foreign firms at the minimum of cost. As a result of this work, I am able to report that over forty firms have arranged for the representation of goods outside of Canada through the direct efforts of the Association.

#### DEATH OF MEMBERS.

In closing, I must refer to the breaches that have been caused in our membership through death during the past year. These have been not a few, and we have from time to time chronicled the death of members in almost every Province of the Dominion. I note to-day the especially sad circumstances attending the death of one of our esteemed members, who was to have taken an active part in this annual meeting. I refer to Mr. Walter E. H. Massey, President of the Massey-Harris Company in Toronto, one of our best members, and Vice-Chairman of the Agricultural Implement Section of this Association. In Mr. Massey, Canada has lost one of the most enterprising of her sons.

Mr. Ellis sat down midst the prolonged cheers from the attentive audience.

In reply to a vote of thanks, Mr. Ellis said: "I wish every manufacturer in Canada would esteem it his highest ambition to be president of The Canadian Manufacturers' Association, and that he would get every brother manufacturer to become a member of the association. You have guarding your association sincere, thoughtful men; your money is well spent. I feel sure the interest we have in one another will bind all our hearts. This is the proudest day I have passed."

#### SOUTH-AFRICAN TRADE.

Mr. James Cummings then gave an address on the "South-African Trade." He had been sent out to see why Canadian trade was so slack in that country, and he spent four months looking over the field. After describing the topographical, zoological and other features of the country, he said that the white population did not work, and the dark did not want to work. For 20 years the loyal man's position there was bad. The Dutch sneered at him, and though he stood by his flag it will be long before South Africa becomes much from an agricultural standpoint. But it will be one of the greatest buying countries in the world, as there were between 8,000,000 and 10,000,000 souls, and the working classes were not to be depended upon. The work of the Canadian soldiers had paved the way for Canadian goods. After describing the four points in that country, the speaker referred to its products, which, he said, were principally ostrich feathers, wool, hair, and copper. Johannesburg will soon be a much larger city than Montreal, and will consume twice as much goods as that city. Canada will be able to send agricultural implements, carriages, boots and shoes, canned goods, bacon, and cheese. Now, these products went by way of New York and London. What was needed was a direct line from Canada there. There was also a big demand for Canadian lumber and furniture. Timber should be sent there in a finished condition. The speaker emphasized that goods should not be sent on "spec." or sent extravagantly. A dozen good live Canadians should be sent there, too, to push Canadian goods. Only finished goods should be sent. The speaker concluded by saying that he did not believe in reciprocity, which would only lead to the Canadians being hewers of wood and drawers of water for the Americans.

A hearty vote of thanks was accorded Mr. Cummings for his interesting address.

#### CHANCES IN ASIATIC RUSSIA.

Mr. William White, of the Canadian Pacific Railway, who recently made a visit there in the interest of his company, followed. Mr. White's interesting and very specific



paper formed part of the report which he made to the president of the road on his return. In Mr. White's absence the paper was read by Mr. T. A. Russell, the secretary of the association.

Mr. White's paper stated that the meat products are shipped to Western Russia, France and Germany. The stock consists chiefly of horses and cattle. Caravan routes run into all the stations on the railway from small settlements in the north and south. The whole of this western region, or rather the whole of Siberia, right through to Vladivostock, is watered by large rivers. The good lands will accommodate many millions of people yet to come.

#### TARIFF AGAINST UNITED STATES.

During Mr. White's visit a tariff war was on between the United States and Russia, and the trade done by the former in axes, electrical apparatus and other lines was diverted to England and other countries. Implements are admitted free. After the tariff war is over there will be a large increase in imports from the United States, chiefly of implements, portable engines, etc. The ordinary Russian tariff is a heavy one. The duties on woollen goods are absolutely prohibitory, while those on flour, cottons, sheet iron, glassware, woodenware, etc., are very high. The policy of Russia is to encourage home industry. At the same time when Eastern Siberia begins to be peopled and the mines to be worked, the demand for foreign goods will be considerable, because the Russians of Western Russia are backward in manufacturing, and the cost of carrying goods by rail to Siberia will necessarily be very great.

Mr. White was accorded a hearty vote of thanks.

#### FROM A BRITISH VIEW.

After a vote of thanks had been unanimously passed for this address, Mr. C. J. Alexander gave a brief address on "Canadian Manufactures from a British View." The speaker said that for 40 years he had been a merchant and a manufacturer in Scotland, and had been president of the South of Scotland Chamber of Commerce. Free trade was the general sentiment of the associated chambers of Great Britain and Ireland, and he still believed it to be for the best interests of Great Britain. He came here as a free trader before his eyes were opened by the X-rays of practical demonstration. He was now convinced that a tariff that does really protect is absolutely necessary. Under the reduced Wilson tariff all domestic industries suffered. Foreign importations increased and domestic manufactures were displaced, whilst under the Dingley tariff foreign importations were checked and correspondingly domestic manufactures took their place. The object of protection is not to increase prices, but, by getting our own home market, to reduce them. The development of our home industries is by far the most potent factor in giving us an increase of population. We should see our home industries are kept effectually protected, and that what now goes to the foreigner is kept in our own midst, so as to encourage skilled labor to come to our shores. The speaker went on to say that it made his heart sore to find our young men, well educated and well trained, going over to build up the States instead of remaining here. Prosperous industries afford an opening for the vigorous sons of our farmers, and he knew of no class who would benefit more by thriving industries than the farmers themselves. Of imported woollens, he would ask: Does your farmer get any market or demand for his wool? Not one ounce. Whereas by having woollens manufactured here he can increase his flocks and find a home demand to his hand. Referring to the preferential tariff, the speaker said that England stands pre-eminent the world over in the manufacture of woollens and in conceding this preference it has been granted to our greatest competitor, for which we cannot

point to one particle of reciprocal advantage. Of course, there is the sentiment of loyalty, but Canadian interests are not to be sacrificed to those of the Mother Country, and the speaker did not think Great Britain wished such to be done.

A vote of thanks was accorded the speaker, and it was voted and carried that his address be printed in the organ of the association.

The chairman then called on the audience to sing "God Save the King," and the convention adjourned till the following morning.

Wednesday was a decidedly busy day; in fact, the proceedings developed into a race against time. President Ellis and Secretary Russell worked hard and won out.

#### RESOLUTIONS REGARDING THE TARIFF.

The morning meeting was devoted to a discussion of the proposed resolutions, and was private. The result was the passing of resolutions pertaining to various trade commodities, from woollens to laths. Other resolutions were considered and passed, but not finally, and will go forward to the Tariff Committee in order that any other interests not yet represented shall have an opportunity to consider them.

The resolution on woollens passed finally, and was as follows: "The request of the Woollen Manufacturers' Committee is that you endorse their request to the Government for a net tariff after the reduction of the preferential tariff of not less than 30 per cent., or its equivalent, upon all classes of finished woollen, worsted, and knitted goods and carpets, and of 20 per cent., or its equivalent, on all classes of woollen and worsted yarns."

The committee on folding boxes urged that the present duty of 35 per cent. ad valorem be changed to a specific duty of 6 cents per pound.

The committee on shirts, collars, cuffs and blouses recommended the ad valorem duty to be at the same rate as paid on their raw material, plus a specific duty of 24 cents per dozen on collars; 48 cents on cuffs; \$1 on shirts, and \$1 on blouses. The specific duties which are strongly recommended being the only protection.

The committee on lumber urged the following tariffs on sawn lumber or timber:—"White pine, red (Norway) pine, hemlock, tamarac, spruce, Douglas fir, cedar, \$2 per 1,000 feet.

"Shingles, 30 cents per 1,000.

"Laths, 20 cents per 1,000."

The committee on oatmeal urged upon the Government the necessity of changing the duty on oatmeal from an ad valorem duty of 20 per cent. to a specific of 60 cents per 100 pounds. And that a duty of six cents per pound be charged upon lithograph covers on all package goods.

The Agricultural Implement Section Committee requested the association to strongly urge the Government to increase the duties on all agricultural implements.

The report of the committee on valuation states that the subject was so important that it did not think it possible in the short time at its disposal to make a full report. It believed that there are several subjects in this connection which deserve the best attention of the association, viz.: "The necessity of the Government's adopting better methods of obtaining information regarding the prices ruling in foreign markets by means of a service similar to that of the United States consular service; also, that there is a great necessity of using our influence to induce the Government to put a check to the present large importation of so-called job or imperfect goods and overplus foreign production at less than standard values. This is a growing evil, and we believe that in no case should such goods enter at a lower value. We also believe that there is room for improvement in the unification of values



at different ports of entry, and would like the association to consider this matter as well.

The committee whose reports regarding tariff were not finally passed upon were those on licorice, bleaching powder, granite (finished), iron and steel, and on reed and rattan furniture, and baby carriages.

#### REPORT OF THE COMMERCIAL INTELLIGENCE COMMITTEE.

The afternoon session opened half an hour late, with the report of the Commercial Intelligence Committee.

With your indulgence your Commercial Intelligence Committee offers the following brief report of its work during the year. The varied topics discussed by the committee only admit of the most general classification. We will refer first to those bearing on domestic affairs, and then to others more directly concerned with what we may term our "foreign relations," i.e., with export trade.

First, then, with regard to domestic subjects:

(1) Insurance for Registered Mail Matter.—We recommend to the Government that the English system of postal insurance be introduced into Canada. The representative of the Postmaster-General discussed the matter fully with us and informed us that the Government was already considering the partial introduction of the English system. In England the maximum insurance is much higher, viz., \$600. If the present experiment is successful, however, as there is no reason to doubt but that it will, the limit of insurance will be raised to that observed in England.

(2) Fire Insurance.—The heavy increases in fire insurance rates in Canada have drawn protest from many of our members, and the matter was referred to this committee for attention. A sub-committee is now engaged in collecting information. We regret that we are unable to present the result of their deliberations to-day. Whatever it will be, however, will be at the disposal of our members through the columns of *Industrial Canada*.

(3) Information on the Standing of Foreign Firms.—In order better to answer the many inquiries coming to our office for information on the standing of foreign firms with which trade is to be opened, the following plan has been adopted after careful consideration: We have selected two of the most reputable mercantile houses abroad to furnish us the required confidential reports at a moderate charge. These reports are then furnished to members of the Association at a minimum rate. Once the reports are in our possession they are available for other members than those at whose instance they were originally secured at half the original cost. This arrangement has been of much assistance to many of our members who have been doing an export trade, and will, we are sure, be taken advantage of by others as occasion arises.

(4) Better Import Returns.—Your committee found it necessary to ask the Government for more speedy and better classified returns, particularly of imports. Up to this time unrevised import statistics with a very inadequate classification appeared every three months. The Government recognized the importance of your committee's suggestion, and by centralizing much of the routine work of statistical tabulation was able to realize great improvement at Ottawa.

The Customs Department now issues a monthly statement of imports and exports, fully classified as in the annual tables of Trade and Navigation. We commend this monthly publication to any of our members who are not yet acquainted with it. It is practically our only means of following closely the course of trade.

(5) The Census.—Your committee had specially under its purview the industrial census. In its conference and correspondence with Mr. Blue, the Census Commissioner, many changes in the schedules were suggested and adopted. One of the most important suggestions also adopted was for the appointment of specially qualified enumerators for the census of manufacturers. The cooperation of the Association was also pledged the census officials in the work of harvesting the information sought for. Your committee also urged that the actual as well as the legal population of the country should be taken. The Government responded by preparing to this end a special schedule. What the result of this new schedule has been is not yet made public. The opinion is further held by your committee that the time has arrived for this country to place its census work upon a more satisfactory basis than at present.

(6) Mr. Larke Should Re-visit Canada.—Your committee drew the Government's attention to the fact that Mr. Larke, the Canadian Commercial Agent at Sydney, Australia, has

not revisited his fatherland since his departure for Australia seven years ago, and represented that opportunity should be given him to return and inform himself carefully as to the industrial conditions here. We ask you endorsement of this practical request in order that the matter may be brought again to the attention of the Government.

(7) Canada's Representation at the Inauguration of the Australian Commonwealth.—Your Committee passed a resolution urging that Canada be represented at this ceremony by Sir Wilfrid Laurier, or if not by him, by some other member of the Cabinet. The resolution was presented to Sir Wilfrid by a special deputation to Ottawa. We trust that the worthy representation of the Postmaster-General at this function will be evidenced in future trade negotiations between Canada and Australia.

(8) Information for the Visiting Journalists.—The visit to Canada of their Royal Highnesses and the distinguished journalists accompanying them was considered an opportune time by the Executive of the Association to supply the latter gentlemen with information on the industrial resources of Canada. Your committee accordingly prepared a handsome pamphlet of 23 pages, which was presented to the visiting journalists along with copies of the *Dominion Year Book* and the *Immigration literature* published by the Dominion Government. The pamphlet was also sent to all the daily newspapers of the United Kingdom, and to many of the journals of the sister colonies of South Africa and Australia.

(9) A Canadian Consular System.—Repeatedly during the past year your committee has had brought to its attention important questions bearing on the export trade of Canada. Time and again the inestimable value of that trade to the country has been impressed on it and on the Executive, as has the wisdom of any policy tending to assist its development. At the same time it has been forced upon our attention that our shippers are handicapped in various ways through lack of organized commercial communication. There is no use closing our eyes to this fact. In the first place, Canada is not so well known in the world's markets as are her competitors. In the second place, we have no machinery for the securing of reliable and up-to-date information as to the needs of foreign countries such as is supplied bounteously to industrial interests in other lands. How these difficulties are to be met has been the problem before your committee, and to-day we submit to your recommendation, which we trust you will take into your serious consideration as the most important single subject coming before the present convention. Its significance for the country at large cannot well be overstated.

At the outset let us be clear as to our position. We do not believe in relying too much on Government support or Government interference in trade matters. At the same time we feel that in a work of this particular kind success can be secured only through active Government cooperation. The practice of the whole world recognizes the correctness of this attitude, and our own Government does not fail altogether in this respect. The Dominion already expends some \$18,000 on large commercial agencies abroad. It also provides for the distribution of information and the answering of certain inquiries through our Immigration Agencies, such reports being then printed and circulated in the monthly trade and commerce blue books. We do not underestimate these efforts but rather wish to bear tribute to the assistance they have already rendered our exporters. But much remains to be done. For example—some of our commercial agents only receive a trifling fee of \$250 per year, and consequently have most of their time and interest taken up with private business, which may, and too often does, conflict with their impartial representation of Canadian interests.

In the second place, it is notorious that our present system of trade agents is inadequate and disappointing. In London, the heart of the Empire, we have been making use of the High Commissioner's office, though this office is organized for political, rather than for commercial ends.

The Canadian Section of the Imperial Institute has also been of some service, but it is far removed from the business part of the city and is accordingly out of touch with actual business.

Further, as already pointed out, our representative in Australia has not been enabled to return and post himself on Canadian affairs during the past seven years and is not provided with adequate allowance for travel, etc. Our representative in South Africa has also no allowance for travelling expenses and no salary, his total revenue being allowance for office rent. At home, reports on trade and commerce, such as exist, are not issued until some eight weeks after the close of the month to which they refer. While we recognize then that work is begun in the right direction, still we feel that active steps should be taken to make it efficient.



We believe, in short, that the time has now arrived when Canada should be adequately represented in foreign countries, by permanent foreign offices, imitating in some respects, though not in its entirety, what is recognized as the most complete consular system in the world, that of the United States.

We recommend that the annual meeting endorse this decision, and that it press upon the Government the necessity of taking into its immediate consideration the establishment of a Canadian consular system. The term "Canadian consul" we believe more suitable for foreign use than the present term in vogue "commercial agent."

The consular offices we suggest should be established at the following places, which we name in order of their importance, subject to revision:

London, England; Sydney, Australia; Cape Town, South Africa; Yokohama, Japan; Kingston, Jamaica; Paris, France; Hamburg, Germany; Rio Janeiro, Brazil; Calcutta, India, and Shanghai, China.

The distribution of our representatives in this manner would practically cover the world. For example our consul at Hamburg could keep more or less in touch with Holland and the Scandinavian States, Austro-Hungary and Russia, while our consul at Kingston, Jamaica, would have an eye, not only to the British West Indies, but also to Central America and the North Coast of South America, which includes nearly all the South-American Republics.

We have carefully estimated the cost of such a policy, and believe that it could be carried out in its entirety, for some time to come at least, at a total cost of not exceeding \$75,000, from which we may deduct \$15,000 or \$18,000 already expended on our commercial agencies.

In making the recommendation, we commend to your attention certain pertinent points relating to the establishment of this system.

(1) That the posts should be graded according to their importance commercially, and consuls paid accordingly.

(2) That consuls chosen should be appointed for their seeming fitness for the position regardless of party affiliations.

(3) That consuls should be prohibited from entering into commercial or business pursuits, or enterprises of any kind whatsoever.

(4) That it shall be the duty of the consuls to provide weekly trade letters to the Home Government concerning such items of trade and commerce as may be of interest concerning conditions in any or all of the countries which may come within their jurisdiction.

(5) That these letters and reports be embodied in the monthly reports, but that same shall be sent out as received weekly in the form of advance sheets, to such as may request them, freely, and without charge.

(6) That the Home Office be so reorganized as to insure the proper and effective working of this system.

(7) That all consuls shall be loyal native-born Canadians, who will have the interest of their country at heart, and will work hard for the advancement of her interests among the nations of the world.

S. M. WICKETT, Chairman.

T. A. RUSSELL, Secretary.

Mr. Hees, in a neat speech, laid great stress on the need of a consular service.

#### REPORT OF RAILWAY AND TRANSPORTATION COMMITTEE.

The secretary then read the report of the Railway and Transportation Committee, in the absence of Mr. Campbell:

Your Railway and Transportation Committee begs leave to submit its report regarding the work of the past year.

It was the subject of regret to all members of our Committee that the chairman you elected a year ago, Mr. John M. Taylor, of the Dominion Radiator Company, was compelled to resign owing to absence from Canada for some months. The present chairman succeeded him in the month of May.

The matters brought to the attention of your committee during the year have been many, some of which have been dealt with successfully.

We have striven, as far as was in our power, to avoid making the committee a mere grievance section to assist in the presentation of every minor complaint to the railway companies, and have sought as much as possible to advance in a broad way the transportation interests of your members by dealing with those matters of most striking importance.

The work may be briefly referred to as follows:

#### CLASSIFICATION.

Many of our members have communicated their special grievances to the Association. Your committee gave these its utmost care, and selecting some of the most striking instances presented, asked for and secured an appointment with the Canadian Freight Classification Committee for discussing the changes desired.

Without going into detail your committee asked:

(a) That a lower minimum carload weight be placed on pianos and organs from that of 20,000 lb. previously prevailing. This really amounted to more than cost of shipment by open freight. As a result, the minimum weight was reduced to 14,000 lb., with second-class rating.

(b) For a carload rate on bicycles, always before shipped as open freight. This was granted, and a satisfactory carload minimum provided.

(c) A reduction of the minimum carload weight on woodenware, which, at the present time, is fully 25 per cent. above the capacity of the cars provided.

(d) That the classification of cased whisky be made the same as bulk.

These two last requests have not yet been acceded to.

#### CLAIMS.

At the same time the committee took special pains to dwell upon the slow and unsatisfactory method of dealing



Secretary T. A. Russell, Toronto.

with claims. Communications were sent to the railway companies, and replies received that the matter would receive their attention. Since then, however, we have had no intimation that it received any notice. Consequently, this point was strongly referred to in our report to the Government Railway Commissioner, Mr. S. J. McLean.

#### NOTICE OF CHANGE OF RATES.

Reference has often been made to the fact that changes in rates and classifications are often put into force without any notice from the railway companies to those who may be seriously affected and who might wish to oppose the changes.

Your committee, on investigation of this point, brought out the fact that all changes in rates, classification, etc., must be submitted to the Governor-General-in-Council for ratification before they were legal. The Hon. the Minister of Railways in Canada, was therefore asked that all proposed changes in rates and classifications be submitted to your committee before final ratification. The Minister graciously acceded to your committee's request, and we believe that we have gained a point of considerable importance in regard to fixing rates and regulations. During our experience, since the



granting of this request 11 months ago, only one proposition has been submitted that had reference to an obscure piece of railway in British Columbia in which your members had comparatively slight interest. Since that time, no further matters have been brought to your committee's notice.

We strongly commend this general meeting to instruct the new committee to ascertain from the Department of Railways and Canals if it has kept its promise to the committee or whether it be the case that railway companies arbitrarily change rates, etc., without submitting the same to the Government as required by law.

#### NEW YORK CHARGES.

Some of our members pointed out that they had been subjected to vexatious and unnecessary delays and exorbitant expenses in their shipments via New York to seaboard. Your committee took up the matter with the offending parties, and is happy to report that substantial improvement has been noted in the manner in which Canadian freight has been handled by these agencies since that time.

#### CROW'S NEST RAILWAY.

Your committee was asked to support the application of the Crow's Nest Railway Co. for charter to the United States boundary. It felt that it had no special information on this subject, and declined to express itself.

#### PREFERENTIAL TARIFF.

A resolution asked that preferential tariff be applied only to goods entering Canada through Canadian ports. Your committee felt that a question of this kind should only receive attention at a large and representative meeting, and did not pass any resolution affecting the same.

#### SUBSIDY TO FRANCO-CANADIAN LINE OF STEAMSHIPS.

Similarly we were asked to express our opinion as to the advisability of the Government granting a subsidy to a line of steamships operating from Canada to France. As the Government had already acted with the facts before it, we did not feel called on to express any opinion.

#### LOCAL GRIEVANCES.

Special correspondence was laid before your committee by representative manufacturers in Windsor and Walkerville, Ont., complaining of distributive rates to these points, as compared with Detroit rates. The facts bearing upon this, as presented to your committee, were submitted to the Railway Commissioner, when in the city of Toronto.

#### RAILWAY COMMISSIONER.

One of the most important phases of your committee's work was the preparation of a statement of special grievances of shippers in order to lay the same before the Railway Commissioner appointed by the Government. Your committee, in the preparation of its report, dealt as far as possible only with transportation matters as affecting the Dominion, leaving any special local questions to be dealt with by local organizations, boards of trade, etc. The chief points to be emphasized were:

(a) Our opposition to the granting to competitive manufacturers situated in Great Britain and the Eastern States of better rates than given to Canadian manufacturers from important shipping points like Montreal and Toronto.

(b) Also certain injuries respecting classification.

(c) The unjust operation of several local rates, as compared with through charges.

(d) The injustice of charging higher rates to Western Ontario shippers to the seaboard than is charged to United States shippers from Detroit and Chicago when their freight passes over the same lines.

(e) Finally, the unsatisfactory manner of dealing with claims.

The report was presented to the Commissioner in the presence of representatives of the railway companies and was thoroughly threshed out.

#### OTTAWA FIRE.

The question of the relation of shippers who lost property in the Ottawa fire a year ago was carefully considered with a view not only to this one particular instance, but others of a like nature.

Your committee gave the matter careful attention and secured legal advice regarding the points involved, the result of the investigation being that the law as it stands at present provides that when any damage occurs in transit, which cannot be said to have arisen from any negligence or omission of the company or its servants, the company may, by the use of

apt language, contract itself out of liability, and this is done in the special contract under which shippers send their goods. Consequently, as the law stands at the present time, your committee finds that shippers cannot collect damages for loss unless the same can be shown to be the result of negligence of the company or its employees. But two things then remain to be done if shippers desire to be relieved of all risk is the safeguarding of goods in transit.

First,—Individually insure goods so shipped in such a way as to cover all losses that may be possible.

Second,—To induce the railway company to extend its present insurance policy, which protects it against losses which are the result of negligence of its own employees to cover all loss of any kind in transit. Whether this is possible of accomplishment or not is for you to judge to-day. Either the railway company would have to be approached with a view to having it assume this responsibility or the Government of the Dominion of Canada would have to be asked to pass legislation covering the question of the liability of railway companies for all losses in transit save that due to the negligence of the shippers themselves.

The committee leaves this open for your discussion to-day.

#### LOSSES IN OCEAN TRANSIT.

The attention of your committee has been directed by certain members to heavy losses involved in ocean shipping through rough handling of the goods consigned. We have not been able to investigate fully how far this complaint is general and is justified. It is a matter on which we require further information. In the meantime, we recommend all shippers suffering loss in this way to insure under the "All Risk Clause," whereby they are absolutely guarded against losses of any kind, and it is left for the insurance company to discuss with the steamship line whether the loss was one for which they were responsible or not.

#### STEAMSHIP SERVICE TO SOUTH AFRICA AND AUSTRALIA.

At several times during the year we were asked to pass upon the advisability of the Government assisting in the establishment of a direct line of steamships that would operate from Eastern Canadian ports to South Africa and Australia. We hesitated to deal with an important matter of this kind involving public policy until an opportunity was presented to test the feeling of our members. We have now, however, investigated the subject, and considered the total volume of freight now moving through United States channels to those colonies, and we now recommend for your consideration the adoption of the following resolution which covers the point at issue:

Whereas, the manufacturers and exporters of Canada now carry on a steadily growing business with our two sister colonies of Australia and South Africa, much of which is shipped via United States ports, with the consequent bonding, storage and transfer charges;

And, whereas, this trade would be largely augmented under conditions affording more direct, simple and economical transportation;

And, whereas, both colonies could be served by one line of steamships;

Be it resolved, that in the opinion of this Association, the time has now arrived when the Government of the Dominion of Canada should assist by subsidy a line of steamships that would operate from the ports of Eastern Canada to South Africa and Australia;

And, be it further resolved, that the Government be at the same time asked to retain such control over the freight rates as may be necessary to prevent the manipulation of freight charges over such a line by any shipping ring.

#### RE EXPORT SHIPMENTS.

Your committee has during the past year carefully considered the possibility of improving and cheapening the facilities at the disposal of Canadian manufacturers who do an export trade. As a great deal of this is now done through New York, where vexatious delays and costly storage charges are often involved, your committee has considered that by collective action we could greatly improve the facilities at the disposal of our manufacturers. We have already communicated with many of the largest and most reliable shipping firms in New York, with the result that we now recommend that arrangements be made with one of these firms to be afterwards determined by your committee. That these arrangements entitle our manufacturers to the best contract rates available through the firm with which we are connected; that they give every attention to the prompt despatch of our shipments; that the charges be fixed and agreed upon, and that in return the Association recommend all its members who have not satisfactory connections to use the firm decided upon. This would give each member the advantage of the contract rates of any of the large firms, and would at the same time strengthen our position, inasmuch as the Association could transfer its arrangement if satisfactory accommodation was not provided. We recommend this



policy and suggest that the committee next year take immediate steps to put it in operation by selecting a suitable firm.

#### RAILWAY COMMISSION.

Your committee also recommends that this Association do now place itself on record as in favor of the appointment by the Dominion Government of a permanent railway commission with stipulation that sufficient provision be made to secure the best men available, to provide sufficient remuneration and to furnish a sufficiently numerous and competent staff. Also with the further condition that full and sufficient power be placed in the hands of the committee to enable it to deal authoritatively with important railway grievances when these are submitted.

#### TRANSPORTATION PROBLEM IN GENERAL.

In conclusion we desire to impress upon our members the importance of the transportation question. What we need most in this country is cheap transportation, and if we can adopt any system by which the products of our manufacturers as well as the farmers can be transported at a lower rate we will confer upon them a great advantage.

In this connection your committee desires to express its approval of the course of the Government in improving the terminal facilities of the port of Montreal, as well as improving the entrance to the Welland Canal at Port Colborne.

When these improvements are completed we believe the cost of transporting the products of Canadian farms and Canadian manufactures to the seaboard will be considerably reduced, and at the same time a very much larger volume will go down to the sea via our own Canadian route—thus building up our own seaports and at the same time greatly stimulating the shipbuilding in Canada.

Your committee submits this as its report.

#### MR. ROWLEY'S POINTED REMARKS.

Mr. Rowley (E. B. Eddy Co.) "I would like to draw attention to this Ottawa fire section. It strikes me that the suggestions should be insisted upon. We had 60 carloads of goods destroyed in that fire, and have got no return. The ground the railway companies take is that the fire was the act of God, or the Devil or somebody."

Mr. McNaught recommended that the Government be asked to amend the Railway Act to govern such cases. The Government ought to dictate railway insurance policies just as they do ordinary fire insurance policies. He made a motion to this effect, which was seconded by Mr. Birge and carried.

#### SOUTH-AFRICAN SERVICE.

Then ensued a very interesting and profitable discussion on our foreign steamship service which culminated in two resolutions, one to ask the Government to subsidize a direct line of steamships to South Africa and Australia, and the other instructing the Transportation Committee to enter into negotiations with a New York exporting house to handle the goods of the members of the Association at that point, see that the best freight rates are obtained and that the goods are shipped promptly.

Mr. J. O. Thorn pointed out that those who had been doing business with South Africa via New York are acquainted with the vexatious delays experienced at the American port. "Canadian shipments are frequently allowed to lie on the wharf for want of space, which is reserved to American goods. It's high time we had a service of our own, and I'm in favor of asking the Government to subsidize one." He also complained of the C.P.R. service from Vancouver to Japan. Goods are often left on the Vancouver wharf for a month at a time. The service should be much faster.

Mr. Saunders, of Goderich, said he gained time by shipping to Australia via the C.P.R. He could also get better rates over the C.P.R. from Goderich to Vancouver than from New York to Australia. The C.P.R. never failed him. "We should not build up those exporters in New York."

Mr. Bertram said he was going to South Africa next month with \$30,000 worth of goods. Part of this went by New York, and he had to pay a freight rate of \$70 a car from

Montreal to New York. He thought the suggestion of a direct line quite timely.

Mr. Russell explained how the Executive had investigated the amount of Canadian freight that went to South Africa and Australia via New York, and had determined that there was plenty of traffic for a direct line. The Canadian steamship companies think the same thing.

Mr. Munro said he found it cheaper to ship from Montreal to South Africa via London, Eng., than via New York.

Mr. Russell reported how Canadian shipments to countries all over the world were delayed in New York, and he suggested that the Association enter into a contract with a New York exporting house to look after Canadian freight that goes through that port to South America, India, and, until we get our direct line, to South Africa and Australia. The committee were instructed to pursue the matter.

#### THE LABOR GAZETTE.

The report of the committee on The Labor Gazette was next read and adopted. It was as follows:

Last year the Executive decided to subscribe to The Labor Gazette, to the extent of supplying a copy for the year to each member of the Association. When the question of renewal came up, the Executive, having regard to numerous complaints on the part of members as to the management and influence of The Gazette, refused to renew its subscription, and referred the whole matter to a special committee for report to this annual meeting. Your committee, therefore, begs leave to report its conclusions as follows:

1st. It finds decided room for objection to the definition of labor implied in the general character of The Gazette. Labor, we venture to believe, conceived in its proper sense, is not limited to the employe, but embraces the whole field of industrial and commercial life. Industrial interests are essentially one; and an imperfect, narrow definition of labor is calculated to mitigate against the recognition of this community of interests which is at the basis of the relations between an employer and employe.

2nd. The committee finds that the system under which local information is secured for The Gazette is not such as to guarantee to the country at large the most reliable and serviceable reports. Numerous objections have been raised by members in this respect against incomplete and biased information.

3rd. The committee is of the opinion that a monthly issue of The Gazette, as at present, is calculated to encourage the publication of much ephemeral stuff, and to militate against attention being given to the issue of matter of more permanent value. Our opinion in this regard may, perhaps, be made clearer by citing by way of comparison the well-edited and extremely useful Washington Labor Bulletin, which appears quarterly. A quarterly issue of our own Labor Gazette, we firmly believe, would be in the best interests of all classes of labor.

#### REPORTS OF OFFICIALS.

The report of Mr. Booth, the treasurer, showed that there were over \$500 to the credit of the Association.

The secretary's report stated that the membership of the Association was now 850. With regard to the offices of the Association, they had a splendid library of current literature; some 80 publications are regularly received, and are on file; the Association was endeavoring to accumulate a considerable library of Government and other publications, and directories and other material daily in demand by manufacturers. The Association had arranged with the Canadian Government agents abroad to direct inquiries to Canada. The work of furnishing information to and corresponding with foreign traders has the constant attention of one person, who devotes his whole time to this work in the office. Referring to the Canadian Trade Index, the report stated that it yielded a net balance of \$500 to the credit of the Association. Some 10,000 copies have been distributed outside of Canada. Regarding Industrial Canada, this periodical is now four times as large as it was 16 months ago. Its aim is to convey to the members as full and accurate information about all that transpires in the various meetings possible. The report then went on to eulogize the men who worked on the various committees during the year. In conclusion, the report states that the secretary had special opportunities of coming in contact with every phase of Canadian manufacturing activity.

#### TRADE WITH AUSTRALIA.

Resolutions were the next order of business. It was moved by Mr. McNaught and carried:

Whereas, the union of the Australian colonies into a great Federal Commonwealth has brought that country under the operation of a common tariff; and

Whereas, this confederation will necessitate the adjustment of the tariff relations which have hitherto existed between this country and the various colonies of Australia; and



Whereas, the peculiar conditions which at present obtain throughout the Empire generally render the time particularly opportune for the negotiations of preferential trade relations amongst the great British self-governing colonies; therefore be it

Resolved, that, in the opinion of this Association, the Government of Canada should at once take steps to secure reciprocal preferential trade between this country and the Australian Commonwealth; and be it further

Resolved, that this Association place itself on record as being heartily in favor of reciprocal preferential trade between Canada and every part of the British Empire, with which arrangements can be effected to their mutual benefit and by means of which each would receive substantial advantage as a result of its national relationship.

#### OCEAN STEAMER SERVICE.

Moved by Mr. J. T. Murray :

Whereas, the present ocean steamship service being most inadequate for carrying the freight of Canadian industries from Canadian ports to its destination across the sea; and

Whereas, the Governments of Canada have expended very large sums of money, given away extensive tracts of land, and granted great privileges in the building of railways and canals, necessary to bring freight to tide-water; and

Whereas, Canadian ports are suffering for want of a satisfactory ocean freight-carrying service; be it

Resolved, that the Canadian Government be memorialized to give such encouragement, whether by bonus on tonnage or otherwise, to the building in Canada of ocean steamships, as shall warrant capital entering into this industry

Referred to Railway and Transportation Committee.

#### PATENT OFFICE AFFAIRS.

Moved by Mr. F. B. Fetherstonhaugh and carried :

Whereas, the Canadian Manufacturers' Association has been informed that the Minister of Agriculture contemplates improvement in the Patent Office and amendments to the patent law. Therefore be it

Resolved, that this Association while conveying to the Honorable the Minister of Agriculture its appreciation of what he has already done, also submit the request that this Association be consulted on all proposed legislation to amend the Patent, Trade Mark and Design and Copyright Acts, before submission of such measures to Parliament.

#### TRADE AND NAVIGATION.

Moved by Mr. T. G. Mason, that it is highly desirable if not imperative that all matters relating to trade and navigation should be under the control of and be regulated by the Dominion Government of Canada alone; and that Provincial, municipal or other governing bodies should not have power to impose taxes, fines or other imposts, whereby the free interchange of commodities throughout the Dominion shall be in any way restricted.

Moved by Mr. J. K. Shaw, that this Association views with regret the continued delay of our legislators at Ottawa in earnestly grappling with the vital question of bankruptcy legislation in Canada, and hereby reiterates its demand for such, and requests that the Government deal with the matter as a Government measure at the next session of Parliament. Carried.

Moved by Mr. McNaught, that the thanks of the Canadian Manufacturers' Association are due and are tendered to Mr. Geo. Booth for his long and faithful services as treasurer of the organization; that he be elected a life member, and that \$200 be appropriated for the purchase of a testimonial to be presented to him. Carried.

Amendments to the constitution was the next business and all were carried with the exception of the one relating to "Fees."

The choice of the next place of meeting was left to the Executive Committee, with a suggestion that it be east of Montreal, preferably Quebec, Halifax, or St. John, N.B.

#### NEW PRESIDENT TAKES THE HELM.

Retiring President Ellis then introduced President-elect R. Munro, who was greeted with rounds of cheers. The new president in assuming office thanked the members in a graceful little speech for their kind reception, and averred that no man was more solicitous for the benefit of the Association than himself.

No matter throughout the convention provoked greater enthusiasm than did the little speech of ex-President Ellis, who, at this stage, took occasion to refer to the work done for the Association by the secretary, Mr. T. A. Russell. Never was there a more able or more conscientious secretary, and the manner in which he had carried out his work, and his labors during the convention, was a topic of eulogy among the

members. He deserved the trip to the West Indies, which the Association was presenting him with, after he had done the work of several men in a most able and thorough manner. Several members also spoke enthusiastically about the high merit of the secretary, who responded with a modest speech which was warmly received. He was then sung a jolly good fellow.

#### ELECTION OF OFFICERS.

The following officers for the ensuing year were elected by acclamation :

President—Robert Munro, The Canada Paint Co., Montreal.

First vice-president—Cyrus A. Birge, The Canada Screw Co., Hamilton.

Ontario vice-president—W. K. George, The Standard Silver Co., Toronto.

Quebec vice-president—J. J. McGill, Canadian Rubber Co., Montreal.

New Brunswick vice-president—C. J. Osman, The Albert Manufacturing Co., Hillsboro, N.B.

Manitoba vice-president—F. W. Thompson, The Ogilvie Milling Co., Winnipeg, Man.

British Columbia vice-president—J. Hendrie, The British Columbia Mills, Timber & Trading Co., Vancouver, B.C.

Treasurer—George Booth, The Booth Copper Co., Toronto.

Montreal Representatives—Frank Paul, Messrs. Belding, Paul & Co.; Hon. J. D. Rolland, The Rolland Paper Co.; W. W. Watson, The Canada Sugar Refining Co.; Robert Munro, The Canada Paint Co.; A. E. Ogilvie, The Ogilvie Milling Co.; J. J. McGill, The Canadian Rubber Co.; Wm. McMaster, The Montreal Rolling Mills Co.; James Davidson, The Thos. Davidson Mfg. Co.; C. C. Ballantyne, The Sherwin-Williams Co.

Quebec Representatives—J. Ritchie, Messrs. J. Ritchie & Co., Quebec; S. T. Willet, Chambly Canton; E. Guillet, Marieville.

British Columbia Representative—D. R. Ker, The Brackman-Ker Milling Co., Victoria, B.C.

Ex-Officio Members of the Executive Council—P. W. Ellis, P. W. Ellis & Co., Toronto; J. F. Ellis, Barber & Ellis, Toronto; A. E. Kemp, The A. E. Kemp Mfg. Co., Toronto; D. W. Karn, The Karn Piano Co., Woodstock; B. Rosamond, The Rosamond Woollen Co., Almonte; John Bertram, John Bertram & Sons, Dundas; R. W. Elliot, The Elliot Co., Toronto; Geo. E. Drummond, The Drummond & McColl Company, Montreal; Wm. McMasier, The Montreal Rolling Mills, Montreal.

Commercial Intelligence.—Chairman—Geo. H. Hees, Geo. H. Hees, Son & Co., Toronto; S. M. Wickett, Bickell & Wickett, Toronto; Jas. P. Murray, Toronto Carpet Manufacturing Co., Toronto; J. F. Smale, The Wm. Davies Co., Toronto; W. P. Gundy, The W. J. Gage Co., Limited, Toronto; J. B. MacLean, The MacLean Publishing Co., Limited, Toronto; A. S. Rogers, The Queen City Oil Co., Toronto; W. B. Tindall, The Parry Sound Lumber Co., Toronto; W. W. Watson, The Canada Sugar Refining Co., Montreal; C. C. Ballantyne, The Sherwin-Williams Co., Montreal.

Industrial Committee.—Chairman—S. M. Wickett, Bickell & Wickett, Toronto; W. K. McNaught, The American Watch Case Co., Toronto; J. F. Ellis, The Barber & Ellis Co., Toronto; Geo. Booth, Esq., The Booth Copper Co., Toronto; W. K. George, The Standard Silver Co., Toronto

Reception and Membership.—Chairman—J. P. Murray, The Toronto Carpet Co., Toronto; G. P. Breckon, The Metallic Roofing Co., Toronto; Thos. Roden, Roden Bros., Toronto; Albert Brown, Brown Bros., Toronto; L. V. Dusseau, The Gendron Manufacturing Co., Toronto; Geo. Howell, The Grip Printing and Publishing Co., Toronto; F. H. Wright, Bennett & Wright, Toronto; F. Kent, Seaman, Kent & Co., Toronto; Robt. Munro, The Canada Paint Co., Montreal; Frank Paul, Belding, Paul & Co., Montreal.

Railway and Transportation.—Chairman—A. Campbell, A. Campbell, Toronto Junction; J. M. Taylor, The Dominion Radiator Co., Toronto; E. C. Boeckh, Boeckh Bros. & Co., Toronto; J. R. Shaw, The Canada Furniture Mfrs., Limited, Toronto; W. J. McMurtry, The Gold Medal Furniture Co., Toronto; J. H. Housser, The Massey-Harris Co., Toronto; R. Hobson, The Hamilton Steel and Iron Co., Hamilton; Wm. McMaster, The Montreal Rolling Mills, Montreal; Andrew Gunn, Gunn Bros., Toronto; Geo. Heintzman, Heintzman & Co., Toronto.

Parliamentary Committee.—Chairman—J. M. Taylor, The Dominion Radiator Co., Toronto; J. F. Ellis, Barber & Ellis,



Toronto; A. W. Thomas, Copp, Clark Co., Toronto; A. E. Kemp, The Kemp Manufacturing Co., Toronto; P. W. Ellis, P. W. Ellis & Co. Toronto; A. Campbell, A. Campbell, Toronto Junction; J. O. Thorn, The Metallic Roofing Co., Toronto; R. A. Donald, The Pure Gold Manufacturing Co., Toronto; W. B. Rogers, Chas. Rogers, Son & Co., Toronto; Hon. Geo. A. Drummond, Drummond, McColl & Co., Montreal

Tariff Committee. — Chairman — W. K. McNaught, The American Watch Case Co., Toronto; J. R. Shaw, The Canada Furniture Manufacturers, Limited, Toronto; Fred. Nicholls, The Canadian General Electric Co., Toronto; P. H. Burton, The Merchants Dyeing and Finishing Co., Toronto; Geo. H. Hees, Geo. Hees, Son & Co., Toronto; A. E. Kemp, The Kemp Manufacturing Co., Toronto; P. W. Ellis; P. W. Ellis & Co., Toronto.

## THE BANQUET.

### A Superb Menu, and Important Speeches.

The banquet was a most brilliant affair and a pronounced success. The Windsor dining-room was very appropriately decorated with flags, banners, and electric illuminations. Over 400 people sat down, and it would have been interesting to know just what income was represented there. The menu was superb, and the speeches were full of importance. The banquet was a complimentary affair to the visiting delegates, given by Montreal's commercial men. Hon. J. D. Rolland, chairman of the Montreal branch of the Association, presided, having on his immediate right, Sir Wilfrid Laurier, and on his immediate left, Lord Strathcona and Mount Royal. Others seated at the table of honor were: Hon. W. S. Fielding, Minister of Finance; Hon. Wm. Paterson, Minister of Customs; Hon. J. I. Tarte, Minister of Public Works; R. L. Borden, M.P.; Robt. Munro, P. W. Ellis, His Worship Mayor Prefontaine, Hon. Senator Mackay, United States Consul-General Bittinger, F. D. Monk, M.P., Principal Peterson, of McGill University; George Hague, Hon. H. T. Duffy, Henry Miles, president of the Board of Trade; L. E. Geoffrion, president of the Chambre de Commerce; A. C. Flummerfelt, Jas. Cooper, W. K. McNaught, W. K. George, Geo. Booth, Jas. P. Murray, J. C. Thorn, J. Bain, James Crathern, A. Campbell, John Bertram, D. W. Karn, B. Rosamond, D. W. Robb, C. J. Osman, Prof. H. T. Bovey, S. M. Wickett, J. J. McGill, W. Roach, T. A. Russell.

#### LETTERS OF REGRET.

The toast of "The King" was drunk with splendid enthusiasm, and then letters of regret at inability to attend were read from the Premier of Quebec, Hon. S. N. Parent, Hon. G. W. Ross, Hon. Wm. Mulock, Sir Richard Cartwright, Hon. Mr. Blair, Hon. Mr. Fisher, A. E. Ames, president of the Toronto Board of Trade; the presidents of the Halifax, Winnipeg, and Vancouver Boards of Trade; Sir Thos. Shaughnessy, and others. The president of the Winnipeg Board of Trade announced that Manitoba would this year produce the greatest crop on unfertilized soil that the world had ever seen.

#### CANADA AND THE EMPIRE.

The toast of "Canada and the Empire" was proposed by Mr. P. W. Ellis, of Toronto, the retiring president of the Manufacturers' Association. Mr. Ellis, in the course of his speech, alluded to a remark as to the possibilities of Canada, made in an address to the Toronto Board of Trade, by Mr. F. H. Clergue, in which he had stated that the mineral and chemical wealth of New Ontario was equal to that of the State of Montana, in the United States, and that of the Province of British Columbia, in the Dominion of Canada. Mr. Ellis also quoted Mr. F. W. Thompson's statement that the day would come when the wealth of the Manitoba wheat fields would equal the spring crop of the United States. Mr. Ellis counselled the people to take full opportunity of the great resources of the country. He saw no reason why

Canada should not make like progress with the United States, if every opportunity was grasped by Canadian citizens. The ex-president was loudly cheered on resuming his seat.

The "Maple Leaf Forever" should have been sung just here, but something had gone wrong with the orchestra, so Mr. W. H. Evans jumped upon a chair and whistled the tune through his fingers, concluding amid loud applause.

#### SIR WILFRID LAURIER.

Sir Wilfrid Laurier on rising to reply was heartily greeted. After the prolonged applause had subsided he spoke as follows: "Mr. Chairman and Gentlemen,—It is not my good fortune to be a manufacturer, I am but a simple and very humble consumer. But it has been my good fortune for the last twenty-five years to see a great deal of the development of the manufacturing industries of Canada. For, during twenty-five years and more it has been my privilege to be a member of the House of Commons of Canada. Twenty-five years is a long period in the life of a man; it is simply a dot in the life of a nation. But twenty-five years, whether it be in an individual's life, or in national life, is sure to develop a good many changes. I have seen the development in the relations between Canada and the Empire, I have seen with still greater interest the development of Canadian life. I have seen the ups and downs of politics. I have seen the surging rise and fall of party differences. I have served under Mr. Alexander Mackenzie, I have fought against Sir John A. Macdonald, and I believe I have felt; in fact, I am sure I have felt, as you have all felt, the loss of these two great men—one my chief leader, the other my chief opponent—both my personal friends. (Cheers.)

#### NATIONAL INDUSTRIES.

"But in these many changes and vicissitudes, there is one thing which has remained constant and unaltered; it is the devotion, if I may use the term, and I do use it advisedly—the devotion which all classes represented in the Canadian Parliament have ever bestowed and shown to the development of the industries of Canada. There has been more time consumed on the part of the Parliament of Canada in the discussion of the industries of Canada than perhaps all other questions put together. (Hear, hear.)

"I do not remember the time, or the year when, on the floor of that Parliament—the interests which concern you gentlemen—the manufacturers, have not engaged our attention and our deliberations. That these questions should be debated, that they should be discussed, that they should be scanned—is nothing but natural, and not too much time can be devoted to such a topic as that one. When once they have been debated and crystallized into legislation, you will agree with me that legislation should not be lightly disturbed. Tariffs are not permanent in a country like Canada susceptible to great development, everything changes, everything progresses, and the tariff, of course, must move with the times, but, at the same time, I have felt within myself, and you must have felt yourselves, that stability in tariff is one of the securities to manufacturing industries. (Prolonged cheers.)

"Of course I do not pretend that the tariff which has been framed by my friend, Mr. Fielding, the Minister of Finance, is absolutely perfect, but I am disposed to think a great deal of it. Still, I know perfection is not of this world. There are spots on the sun, as we know, as we are told, do not prevent the majestic orb to progress through the sky in all its beauty, and so it is with the tariff which exists at the present time, though perhaps—I do not know, you know better than I do because you have to deal with it more than I do—it may be that there are blemishes in it; but whether there are blemishes in it or not, I suppose on the whole the manufacturers are pretty well satisfied. (Several voices: "No, no. Laughter.")

#### TARIFF MAY BE IMPROVED.

"That only shows that there is room for improvement. (Cheers.) That only shows that there are some spots in the sun or in the tariff, but it does not prevent the orb from shed-

ding its beneficence upon Canada. What is engaging all the manufacturers, I assume, is the development of the markets. The home market was supposed to be the best of all. Unfortunately the home market has not developed as we had reason to expect; the last census has been a disappointment to all of us. But even in the face of the last census, for my part, my heart is filled with hope. It has been my privilege within the last few weeks to cross and recross the continent from Quebec to Victoria and from Victoria to Halifax, and then it has been my privilege to see some of the immense wealth that we have in the Northwest Territories, to see the broad plains covered with stacks and stooks, and to see the sulky plough and the threshing machine at work at the same time and to see the immense possibilities we have in that distant part of our domain. (Cheers.)

#### MOVEMENT OF POPULATION.

"There is a new movement which I have seen in that direction. For the last 60 years or so the movement of the population has been from north to south. Now a change has taken place, and a movement of population is now from south to north. For a great many years, the United States has received the best of our bone and sinew. Now, we are going to receive the best bone and sinew of the American cities. (Hear, hear.)

"For a great many years, our young men have emigrated to the United States, now the young men of the United States are emigrating by shoals to the virgin soil of the Northwest Territory, and they will be well received. They will not be treated like the Outlanders, deprived of political rights. On the contrary we will be happy to receive them, and share with them what we have and allow them to take possession of our soil, and to make them free citizens, and enable them to feel that British institutions are infinitely superior, even to the much-vaunted institutions of the American republic. (Hear, hear.)

"In connection with this, there is another feature which is now taking place. I remember, and you remember also, that since the abolition of the reciprocity treaty in 1866, we have sent delegation after delegation to Washington to obtain reciprocity.

#### RECIPROCITY DELEGATIONS.

"We are not sending any more delegations. (Loud and continued applause.) But I rather expect, and I would not be surprised if the thing were to take place even within a few years—I say—I rather expect that there will be delegations coming from Washington to Ottawa for reciprocity. (Cheering.) Having learned the lesson from our friends to the south how to receive such a delegation, we shall receive them in the proper way — (cheers) — with every possible politeness. (Laughter.)

"But, gentlemen, there is something else than the Northwest Territories. We have also a new Ontario—in new Ontario is untold wealth—mineral wealth, agricultural wealth, wealth of every kind. There is not only a new Ontario, there is also a new Quebec. North of the Laurentian range, there is a new Province of Quebec, equal at least to the one we know and love so well. There is also, if I may say so, a new Maritime Provinces. There is on the shores of the Atlantic Ocean, at Sydney, the development of an industry which will at some time astonish the world. (Cheers.)

"Three years ago, I was in the city of Washington, and it was my privilege there to meet the great manufacturer and philanthropist, Mr. Andrew Carnegie. Talking of many topics which interest manufacturers and also interest public men, he went on to say these words: 'The trade of Great Britain in iron is a thing of the past. We will capture the trade of England on every point in competition.' I said: 'Mr. Carnegie, you know these things better than I do. It is quite possible that you may capture the trade of England in iron, but let me tell you this, when you have captured the trade of

England in iron, we Canadians will capture the trade from you.'

#### CAPTURE THE WORLD'S IRON TRADE.

"And it is my expectation that at some time—not very distant—the works at Sydney will, indeed, not only compete with England—not only compete with the English—but capture the iron trade of the whole world. And in so saying, I do not think I am too sanguine at all. There is also the British market, and this is by far the most important to us Canadians. It would not do for me to enter into any political matter—to enter into any controversial matter; but, at all events, I am sure I am speaking the sentiment of every one here when I say that in my humble opinion, at all events, the life and security of the British Empire rests upon mutuality—the trade between all the component parts of it. The life of the British Empire depends upon the exchange of commodities sent from the other parts of that great institution. If we can suppose a condition of things—and it is not a hard supposition to make—it is possible for us to suppose it—if we can suppose there will be mutuality and freedom of exchange between the three hundred millions or four hundred millions who compose the British Empire, we shall have seen the greatest commercial development the world has ever yet seen. (Cheers.)

"The British Empire was not founded so much on conquest as it was founded upon colonization and trade, and it is in following the lines of trade that it shall attain its best development. The British Empire was founded upon the laws of equality and justice; and though at this time it is rent in some part by a war, let us hope that this war will be soon concluded, and that henceforth the laws of justice shall prevail throughout the whole length and breadth of the British Empire—those laws of justice, of equality and of equal rights in which England has been the foremost champion of the modern world."

The cheering re-echoed again and again as the Premier resumed his seat.

#### LORD STRATHCONA.

Toast-Master Rolland said: "I will now call upon Lord Strathcona and Mount Royal to make a few remarks in connection with the toast."

As the noble lord arose a perfect storm of applause broke forth. Every man in the audience was on his feet in an instant, and the large dining-hall resounded to singing of "For He's a Jolly Good Fellow," and "Three cheers and a tiger" were given with right good-will.

Lord Strathcona addressed the gathering as follows: "Mr. Chairman and Gentlemen,—I do assure you I deem it a very great privilege to be with you here this evening, at such a gathering as this of the manufacturing interests of Canada, not of Montreal alone, nor of Montreal and Toronto—but coming, as you gentlemen do, from British Columbia, all the way to Great Britain. (Hear, hear). It is a very excellent omen, and presage of what are to be the relations between the manufacturers of all parts of the Dominion. It has been said, and it has been felt, not so very long ago, that there was a slight feeling of jealousy as between commercial men of Montreal and those of Toronto. We are all conscious of that having taken place, but we have here a surety, an object lesson, in seeing you here to-night, and an assurance that nothing could be more friendly than the relations which exist among you. (Cheers.)

"I am here, like the right honorable gentleman, the Premier, not a member of the manufacturing body, but unlike him, I am not one of the crowd, because we all know that he is, and happily has been a Cabinet maker (laughter and cheers), so that at any rate, he may certainly be looked upon as an honorary member. I think it applies well, it speaks well for the true heartedness, for the loyalty, and for the devotion of the manufacturers of Canada, that not one word was heard as against that preferential tariff with the Old Country.



(Hear, hear; cheers.) We might have been expected to be the first to find fault with it. It is indeed a happy thing to find that self-interest—for some of you must have felt that they would have had a somewhat better chance without that preferential tariff—but it is a happy thing for us, and a happy thing for the Dominion as a whole, that we conceded these personal feelings of personal interest—to a large extent—and that we conceded to the general good, not of the Dominion alone, but of the whole Empire.

#### INTER-IMPERIAL PROGRESS.

"Progress, and a very great progress has been made within the last few years in transportation throughout the Empire. While we have here the toast of the 'Empire,' I do not think we are going very much out of the Dominion in our remarks of this evening, but it has certainly been greatly to the benefit of manufacturing interests, to the commerce, and to the general weal of the country, that transportation has been made as good as it is. (Hear, hear.) We have an instance, sir, and within the last month; the far-off district of Edmonton, where they were not very happy, I believe, in some parts, in their wheat harvest, but where they had a very great abundance of oats, and where they could find no market for oats, it has been found for them in South Africa, for supplies for the war, and, I believe, at a price which will pay them very well indeed. I think that our Minister of Agriculture deserves well from the country for having made it possible for these settlers there to profit by this trade of sending their oats to South Africa.

#### MARKET FOR HAY.

"We have also, within this month, I am speaking only of one month, I think there have been orders from South Africa, for some 20,000 tons of hay altogether. This alone, with the cost of transportation, will come up to, perhaps \$1,000,000 or £200,000 sterling. Surely all that is in the right way, and with that energy and that determination which the people of Canada will give to strengthen and improve their position, I have no doubt but that the market will soon be open to them, so that they will not apply to other countries—so that they will not depend upon other countries. (Cheers.)

"The right honorable gentleman has told you that happily now emigration is not going on, or migration is not from Canada to the United States, but that it comes from the United States to us (hear, hear), and we have the assurance that those people who come to us from the Western States into the great Northwest of Canada are even already amongst the best and most loyal subjects of the King, and that they will be so as of old. (Cheers.)

#### FAST LINE SERVICE.

"There is one thing which I may be permitted to say, speaking of the influx of people from the United States, which we are so glad to have. It is that I hope that we will soon also have a great many people coming—and those of the wealthy classes—coming by the high road through Canada on to Great Britain and to Europe—that we shall have such a service here that it will not be said by those in the Old Country that you must go through the United States to go to Canada, but that you will hear each and all of them, or a very great number, indeed, of them saying: 'We are going to New York and to the other towns of the United States through Canada, as the fastest, best, and safest route.' (Cheers.)

"But I will not detain you, gentlemen. We have all listened with the very greatest pleasure to the remarks of the Premier. I here find myself in a very happy position indeed. I am one of three with the privilege of responding to the toast. You have here the Premier at the head of the Government, you have the chief of the Opposition—ardent politicians both, but friends always (cheers), and I in the middle, not knowing politics. While not knowing party politics, I trust that I am not altogether indifferent to the best interests, or the weal of

the country. I thank you, gentlemen, and I thank you very much for listening to me."

#### MR. R. L. BORDEN.

After the cheering had subsided, the toast-master, Mr. Rolland, called upon Mr. R. L. Borden, the leader of the Opposition.

Mr. Borden was very heartily received, and spoke as follows:

"Gentlemen, I was very glad indeed to hear from the gentleman who proposed the toast that it is intended that the next meeting of this Association shall take place in the city in which I have the honor to reside—Halifax—and I can assure you that if you do come to Halifax, Halifax will at least give you as warm a welcome as is in her power, and, that, from the experience of those who have been there in the past, is, perhaps, as warm a welcome as can be given in any city in Canada. Now, I have not the honor to claim, as Lord Strathcona has claimed for my right honorable friend, Sir Wilfrid Laurier, that I am a manufacturer, on the theory that I am a Cabinet maker. (Cheers.)

"That is an honor which is reserved for years to come. I may claim in conjunction with my right honorable friend, Sir Wilfrid Laurier, that we are both manufacturers in a sense—we are manufacturers of law, and, though there may be now and then some differences of opinion between us, and among you, as to the quality of the finished product, still we do the best we can under the circumstances. (Laughter.) Our methods are not always those, perhaps, which would commend themselves to you manufacturers, but they are methods which have come down to us from the past; they are methods which, on the whole, both in this country and in every English-speaking country, give fair results

"It is a great pleasure to me to be here to-night and see such a representative gathering as I see before me. I believe that your Manufacturers' Association has not, up to the present time, taken very deep root in the Maritime Provinces. I know that my own Province is ably represented here to-night by two gentlemen whom I have had the pleasure of meeting, but not very numerously represented. I trust if you do meet next year in Halifax that a great deal of interest will be aroused in the Province in regard to the objects of the Association, and that you may on future occasions have more numerous representation from the little Province by the sea. (Cheers.)

#### RESOURCES OF CANADA.

"Now, with respect to what has been so well and so ably and so eloquently said by Sir Wilfrid Laurier and also by Lord Strathcona with regard to the extent of the resources of Canada, I wish to agree in what they have said, and particularly to say that to a man coming, as I do, from the Maritime Provinces, there can be no greater object lesson than a trip across the continent. A man living in Halifax goes through to the Province of Ontario, across the fertile plains which have been spoken of. He goes the ocean distance which separates Halifax from the Motherland and finds himself still in Canada, and sees the spreading thousand miles towards the setting sun. He crosses the Rocky Mountains and enters British Columbia, and comes to the Pacific, where the West looks out upon the East, and still he is in Canada, and there is nothing that impresses upon one the greatness of the future possibilities of this country more than to take a journey like that from one side of the continent to the other, from one great ocean to the other. (Cheers.)

"I still believe that in this Canada of ours the manufacturing interests of the country, the best—or, at least, equal with those of any other in the country—claim the attention of those in public life. (Hear, hear; cheers.)

#### FUTURE OF MANUFACTURES.

"We have inexhaustible quantities of coal in my own Province, and in other parts of this country. We have great

quantities of iron, we have raw material of various kinds in abundance, and surely if the manufacturing industries of the United States have prospered as they have, if we are of the same race and stock as they are, there is no reason why, in the future, our manufacturing industries cannot be placed on an equally high plane with those of the United States, which they are even now showing to the whole world. (Cheers.) Cherishing, encouraging and protecting the industries of Canada, we are not only true to the interests of Canada herself, but we are true to the interests of the whole Empire. We are trustees in this Empire, or at least a portion of it which is called Canada, and which has been entrusted to us, and we are responsible for its advancement and development, and we would be false to ourselves, nay, we would be false to the whole Empire, if we did not avail ourselves properly of those opportunities which are afforded to us. (Cheers.)

#### PROTECTING OUR OWN INTERESTS.

"And I also say that I see no reason why we cannot say with the utmost loyalty and the utmost devotion to the Mother Country, and to all parts of the Empire—I do not see that the depression of an industry in Canada, to the possible gain of an industry of a similar kind in the Mother Country is necessarily of any advantage to the Empire.

"Upon us in Canada is imposed a duty, as I have said, of developing our own industries, of seeing that they have fair play. And if we do that work in Canada, if we carry out that project in Canada, I think we can carry it out with the utmost sense of loyalty and devotion to the Empire, which any country or Commonwealth of the British dominions can fairly lay claim to. (Cheers.)

"Now, I do not disguise from myself, when I say that there may be Imperial interests which may, for the time being, and should, for the time being, overshadow the interests of some trade community either in Canada or in any other of the self-governing dependencies of the Empire, but I say in respect to matters of that kind that the trust which has been extended to the great colonies in the past must be left to be dealt with in the future."

Mr. Borden went on to speak of the probable future of Canada and her ultimate place in the British Empire, concluding amid prolonged applause.

#### OUR MANUFACTURING INDUSTRIES.

Mr. Robert Munro, the newly-elected president, was warmly greeted upon his rising to propose "Our Manufacturing Industries." He said:

"It is no ordinary honor to my esteemed predecessor, Mr. Ellis, to be able to say as he did last evening, that during the year of his presidency the number of manufacturers embraced within our Association, rose from 342 to 825, and that there are 28 more applications on the waiting list to be considered at next Executive. In addition to these there are some hundreds more who will doubtless be on the waiting list ere long. These with their operatives and families, with the addition of such as are otherwise dependent on them, estimated to represent an aggregate of over 2,000,000 of our people, are those we think of when we submit the toast of 'Our Manufacturing Industries.'

"Nor is this all, for in wishing prosperity to our manufacturing industries, we do in no way turn our back on our agricultural, our mining, or other industries.

"When, for example, we urge the extension of the harbor of Montreal, we do no violence to Quebec, Halifax or St. John, we know that our growth assures theirs, and so in like manner as our manufacturers extend we demand material from our mines, forests, and other channels, and we also furnish to our agriculturists their nearest and best market.

#### SUCCESS TO OUR PEOPLE.

"In asking success to our industries, therefore, we are asking success to our people generally, as well as growth and development to our country. The growing strength of this

Association is as I said, most honoring to Mr. Ellis, and those associated with him, as evidencing their lively and persistent interest in the affairs of the Association; but beyond all the labors of the Executive the figures manifest a living impelling energy pulsating in the manufacturing concerns of the country.

"I do not know whether any of the honorable members of the Government who have shown their kindly interest by being present with us, will admit us to a preliminary private view of the figures to which we are looking forward with much solicitude (I refer to the manufacturing census), but we are quite sure that these figures (always provided, the manufacturers have uniformly cooperated with the Government in procuring them), will exhibit a percentage of progress in the last decade to be met with in no other country in the world.

#### VALUE OF A SMALL FACTORY.

"The value to the country of our great factories is, I think, better measured by the smaller. When one comes to know intimately the value to a little town of what may be a very unpretentious factory, which pours its fortnightly blessing of well-earned wages on the little community; I say, when we note this intimately, we begin to realize the gain to the larger centres afforded by such establishments as they possess. A gain not to be measured simply by the amount of the fortnightly contribution, but by the fact that it is perennial, an ever-returning blessing. Turning from the operative to the manufacturer. Who is he?

He is a man who has

Faith in himself,

Faith in his methods or processes,

Faith in his products,

Faith in his country,

And who, generally speaking, backs his faith by every dollar he owns.

#### A BUSINESS UNION PURELY.

"We are not, therefore, surprised to learn that the membership of this Association represents a capital of \$200,000,000. This estimate I have from our secretary, who tells me it is within the mark.

"Now, in banding together, we have (as mentioned by our late president), nothing to do with making or maintaining prices, and if we have nothing to do with prices, neither have we to do with politics. We are not a political association in any manner of way—we are a purely business organization. Our essential bond of union is that we are directly interested in manufactures, and our object in uniting is to extend and develop that which has proved of the greatest material advantage to the country.

"In the prosecution of our work, tariff matters force themselves upon us and are discussed by men of all shades of all political opinion. Now, I wish to make clear that as an association we do not engage to endorse the views of any and every member. We do invite our members to avail themselves of our help in every reasonable way, but all fiscal matters are dealt with by our Tariff Committee, not on the representations of any section, but after united discussion among themselves of members interested in every phase of the question

#### TARIFF REPRESENTATIONS.

"The weakness of trade representations made to the Government is that they represent only one side of the question, whereas we had ample illustration this morning of the more moderate and more practicable conclusions arrived at as a result of the discussion of very complex questions by all the parties interested in their different phases.

"The result of such discussion is invariably a compromise, adjusting as far as possible the interests of each.

"The union of the various branches of industry places at the disposal of our Tariff Committee and Executive Council such facilities for determining the essential needs of the various industries that the endorsement of the council of the Canadian



Manufacturers' Association cannot fail to weigh heavily with the public, and, in the light of the enormous interests involved, will not be lightly set aside by our Government, so long as we strive faithfully and loyally to learn the true bearing of these questions which are of the greatest interest to the entire community.

#### FUTURE OF MANUFACTURING.

"Speaking for those whom you have to-day chosen to lead in the great work of the Association, I venture to say that we feel most keenly the responsibility attaching to the faithful discharge of our duty to the membership and the industrial community, but we are cheered by the knowledge that behind us there is so vast a store of material, that the possibilities of our Dominion as a manufacturing country are so tremendous that we go forward to our duties full of confidence and hope.

"And while those vast stores of material are at our disposal, so do we long to see more and more labor employed in the manufacture, the transportation, and the exportation, too, of the products of such material, and so long do we desire all Dominion manufacturers to band together under the banner of the Canadian Manufacturers' Association to devise measures for removing hindrances, for raising the standard of excellence, and generally for the greater material advantage of the country, of which we are all so proud.

"I have the honor to couple with this toast the names of Honorable Mr. Fielding, Minister of Finance, and the Honorable Mr. Paterson, Minister of Customs, to both of whom our Executive and members are ever indebted for a patient hearing of the troubles that perplex the manufacturer."

HON. W. S. FIELDING.

Hon. W. S. Fielding was very heartily applauded as he rose to respond to the toast.

He spoke as follows :

"Mr. Chairman, Ladies and Gentlemen,—I thank you most sincerely for the very kind manner in which my name was associated with this toast. This important toast was ably presented and was very cordially received, and I do think I have some difficulty in knowing exactly how I am to associate myself with the toast. Perhaps more difficulty than some of the gentlemen who preceded me. I have had a little experience in Cabinet making, but it was in a very small sphere, a little Province down east, and, therefore, I have not even the excuse of Sir Wilfrid Laurier, who has been a Cabinet maker, nor of my friend, Mr. Borden, who expects to be a Cabinet maker at some distant date.

"I believe the interests of the Manufacturers' Association are and ought to be seriously considered by the members of the Cabinet, and that we ought to do all that we can for the manufacturing interests of the Dominion of Canada. I want to thank you very sincerely, Mr. Chairman and members of the Association, not for the opportunity of making a speech—I could gladly pass that over to some of my colleagues, who like it better than I do—but I want to thank you for the opportunity that has been given me to meet so many of the industrial life of the Dominion of Canada. I think I shall hold as the most valuable experience in my public life the fact that my official capacity has given me an opportunity time and again frequently of meeting the men who in one capacity are controlling the capital, the skill and the labor which make up the great industrial army of Canada. I am afraid that our acquaintance has not always been mutually agreeable. I am afraid that even in this room to-night there may be one or two people who may have come to Ottawa and submitted something to the Minister of Finance which was not acted upon." After telling a story of a good deacon who had a wicked partner who was to blame for all that went wrong, he said : "Well, I think in this business, as between members of Parliament, Ministers and their colleagues, there must be a wicked partner to blame, and that is why they have a Minister of

Finance. (Laughter.) I have no doubt there are many members of Parliament who could play the role of the good deacon. They will say we would like to do it for you, but the Minister of Finance stands in the way.

"Well, I want to say to my friends whom I have that such pleasing associations as we have here I would like to continue, and would like to treat you as nicely as I can.

#### TARIFF DIFFICULTIES.

"In relation to the great manufacturing industries, I will say that this is not a question of tariff, but it is a question that must be one of compromise between extremes. There are extreme views upon commercial difficulties which would lead to difficulties. There are men, there may be some here to-night, whose views on commercial questions would lead them to place the tariff so high that serious trouble would come because you would arouse such hostility to the great consuming mass of the country that there would be no chance of that stability of tariff which we desire and which my honored chief spoke of to-night as being of so much importance. Then there are other men who would carry their theories of political economy to such a point that they would discourage industry, and interfere with legitimate interests, with—I might almost say—vested rights. We stand for the happy medium between these extremes.

#### TARIFF LARGELY OUT OF POLITICS.

"A friend whom I met here to-night, an honored member of your Association, said: 'I want the tariff to be out of politics.' So do I; nay, more, I venture to say, and I hope I can say it without going beyond the line which no man should pass beyond at this non-political union, but I hope I can say that the tariff is largely out of politics to-day—(hear, hear)—and that if you will take the trouble to read the discussions at Ottawa you will come to the conclusion that there is not much difference of opinion between the two great political parties in Canada upon this great question. Both parties have had to yield up something, and, as a result, we have to-day a tariff policy which may not be perfect, but which, in the main, is helping out the prosperity of this Dominion, and I am glad to be able to say that in helping out the prosperity of the Dominion generally, it is helping out the manufacturing interests. My friend said to me to-night that he would like to have the results of the manufacturing industry as disclosed in the census. Well, this will all come, but I want to tell him that it is not new, for the books of the quarter of last year, when they are published, will show the prosperous business of your home market, and how you have had exports of manufactures to the wide world to a larger extent than any previous year in the history of Canada, and without advertising the exports of Canadian manufactures to the Canadian markets. (Hear, hear.)

"Surely, sir, that's something of which you may be proud. I venture to hope that as the years roll on the tariff will, to a large degree, be kept out of politics. I know how difficult it is to keep it out. I know how difficult it is to allude to the matter here to-night without passing beyond the ground which one should occupy. I believe it would be a mistaken policy for you to attempt to establish a tariff policy in this country which would antagonize the great consuming masses of the country. If I should turn over the business of making a tariff to a committee so intelligent and so able as the Tariff Committee of the Canadian Manufacturers' Association I should find you differed largely among yourselves; you would have almost—(No, no, no). No; well then, my friend told me what was not the case. He gave me erroneous reports, for I may tell you that he said you had almost as many differences as we have in Parliament; but, even if you were able to agree, if you should agree on a common policy, then you should remember that there are several millions of this country not represented at the convention, and it would be a difficult thing to get them to agree to a common

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policy on the particular goods in which you are interested, and so, I say, not only in the interests of the country generally, but also in the interests of the manufacturing industries themselves, to avoid these extremes which are sure to cause trouble, and to avoid keeping the tariff out of trouble for many years to come.

#### THE WOOLLEN INDUSTRY.

A Voice—"What about the woollen industry?" (Cheers.)

Mr. Fielding—"I do not think, Mr. Chairman, it would be wise, upon an occasion like this, that I should attempt to discuss that particular industry. (Hear, hear; cheers.)

"I have a theory on this tariff question. It is not new; it is older than I am. It is not my particular theory, but it is a good theory, and I think with the best assistance of a good Government it would be of great benefit to Canada. It is to fill up the vacant lands in the Northwest. Give us land, not empty, but filled with prosperous and patriotic farmers, and this is the best policy for encouraging the manufacturing industries of this country. (Hear, hear.) I hope and trust, sir, that that policy, which all parties in Canada are committed to to-day, will be carried out, and that we shall find that in the building up of the manufacturing industries we are building up also our common country. (Cheers.)

#### THE VISIT TO HALIFAX.

"I want to say how pleased I was to hear the suggestion of my friend Mr. Ellis to-night, that you were going to move down by the sea. This Association met a year ago in Toronto, and this year they meet in the great city of Montreal, and next year they are going to move down east to make a visit to Halifax. There is a story told of a little railroad down east, about four miles long, of which the president went to Mr. Van Horne—he was not Sir William Van Horne then—and asked for an exchange of courtesies that meant an exchange of passes. Mr. Van Horne went to look for the railway on the map, but the man said: 'Don't look for my railroad on the map; it is not there. It is not as long as yours, but it is just as wide.' So I want to say to you, that the city of Halifax is not as big as the city of Montreal, but you will find that the heart of Halifax is warm, and Haligonian hospitality is as broad and generous as that of Montreal, and what stronger compliment can I pay it?

#### BUY HOME-MADE GOODS.

"I have one thought further to add, and I will close. You may differ as regards the policy of Governments in relation to manufacturers in Canada. You may have a difference of opinion as to this, and I want to say to-night that I do not believe the people of Canada have done their duty by the private purchase of the Canadian-manufactured article. It is a misfortune that we should still hang on to the old idea that a thing must be better if we will only bring it from a distance. There is the old saying, 'Distant hills are green,' and 'Distance lends enchantment to the view.' I know how prone people in

Canada are to buy foreign goods, not because they are any better, but because that seems to be the right thing—to buy goods that are imported.

"Our Gracious Queen, on the occasion of the coronation, has expressed the opinion that the people of England should honor the coronation by dressing in the products of English mills and English factories. Let us take that hint to heart of the people of England. No matter what Governments may be, they are sometimes better, sometimes worse, let us show that we are loyal citizens, loyal to the factories of the country, by purchasing Canadian goods in this coronation year, and that we are voicing the feeling of every loyal and patriotic Canadian." (Prolonged cheering.)

#### HON. WILLIAM PATERSON.

Hon. William Paterson, who was also cordially greeted when he rose to reply, said that he felt somewhat at home among manufacturers. He had been in the manufacturing business in a small way, until he had been called upon by the head of the Government, to take charge of the Department closely connected with the manufacturing interests. He would have preferred to remain a manufacturer, but he now had charge of those institutions in every city and town where obliging officials waited to receive the willing and anxious tribute of the citizens of this country. While he could say nothing as yet of the results shown by the industrial census, he advised all live manufacturers and business men to consult the statistics sent out monthly by the Customs Department showing the exports and imports. The statistical information thus secured was distributed in a manner more prompt and efficient than in any other country on the globe. (Cheers.) These statistics of manufactured goods, however, did not include all manufactured goods or the products of factories. The ham and cured-meat business, while it came under the class of cattle and their products, certainly required factories for the curing of the meat. Again, butter and cheese went as dairy products, in a separate class, whereas they were really manufactured products. The Minister spoke of the increase in the exports and imports of the country and pointed out that, comparing the trade of 20 years ago, for a term of five years, for instance from 1882 to 1886, inclusively, it would be found that during the three months, ending October 1, of this year, the exports were greater than in any full year of the five above mentioned. He was most sanguine in his expectations for the continued prosperity of the country, and the development of our manufacturing and other industries. Canada was a great country, with illimitable possibilities and he believed that we were called upon to surpass the United States before many years. Let us be engaged in whatever way we may, whatever our differences of opinion, we should try to work with the end of building up this beloved Canada of ours, and making it the greatest manufacturing and agricultural country on the globe." (Cheers.)



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## CANADIAN COMMERCE.

The toast of "Canadian Commerce" was next proposed by Mr. Henry Miles, president of the Board of Trade. He coupled with it the name of Hon. Mr. Tarte.

Mr. Miles began by announcing that, owing to the unavoidable absence of Hon. Senator Drummond, who was to have proposed the toast, he was asked to take his place at the last moment. Mr. Miles proceeded to speak of the wants and requirements of the "Commerce of Canada."

HON. MR. TARTE.

Hon. Mr. Tarte, Minister of Public Works, in rising to respond to the toast, was given a hearty round of cheers. He said:

"How can any one help loving Canada? The country is supplied with all the raw material necessary for the building up of a nation. (Cheers.)

"Canada for Canadians!" That is the main doctrine of my political creed. Let us be Canadians in all questions. Let us be Canadians in the transportation question. We have encouraged a policy for the iron and lead industry. Cannot it be possible to devise a policy to make a port for Canadians? Only 10,000,000 out of the 40,000,000 bushels of grain grown in Canada this year will be exported by a Canadian route. This is not right. We have not done our duty in the past. I am responsible for what the Conservative party did in the past, and I am responsible for what I am doing now.

"We have neglected our harbors in the past. We have neglected the port of Montreal. We are doing better now, but it is a difficult job to please everyone.

THE ELEVATOR PROMISED.

"You'll have that elevator, which may God bless—(laughter)—as long as it only stands on its legs. (Loud cheers

and laughter.) They call me the 'enfant terrible' of my party, and I suppose I am.

"The United States takes us by the throat every time in trade matters. I cannot see why our Canadian Customs should not be as self-protecting as theirs. (Cheers.)

"I care not about words nor theories. The first principle is to defend ourselves. Do not think that I belong to a Government which thinks alike. You have no idea what a Cabinet meeting is. They fight like blazes sometimes. (Loud laughter.) I have been brought up in a protectionist school and I have not renounced my faith. (Cheers.)

"The Finance Minister thinks I spend too much money, but let us have confidence in ourselves.

"It may be at election times we make fools of ourselves, but that don't last."

The Honorable Minister concluded with an appeal to the manufacturers for faith in Canada and in the gradual development of the country into a great nation.

## TECHNICAL EDUCATION.

Mr. F. D. Monk, M.P., proposed the toast of "Technical Education." In speaking to the toast, he took occasion to say that all true industrial progress was closely identified with technical education. This branch had been neglected in the past, but, through the munificence of Sir W. C. Macdonald, a very great advance was now apparent. Sir William was a manufacturer, and his generous gift in the cause of technical education has done much to advance the industrial development of the Dominion. Technical education should be encouraged so as to give help and encouragement to the men who, as manufacturers, had invested so largely in the industries of the country. In the matter of technical education, he and his colleagues would do all possible in Parliament, and Canadians to-day should be ready for every emergency.

UNIVERSITY PRINCIPALS' REPLY.

The toast was responded to by Principal Loudon, of Toronto University, and Principal Peterson, of McGill. Principal Loudon remarked on the slow growth of interest in technical education. Even in Germany, where such an advance



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along this line had been made, the beginnings had been insignificant.

Principal Peterson, in representing McGill, was glad to be among those whose prosperity had brought them together. Regarding technical education, much was being done in Montreal, thanks mainly to private enterprise. Much might be said on such a big subject, but, so far as McGill was concerned, it resembled somewhat ancient Rome, which history taught the Emperor Augustus had found to be built of brick, and he had left it marble; while Sir W. Macdonald had found it McGill—well, McGill had left it Macdonald.

### SISTER ORGANIZATIONS.

The toast of "Sister Organizations" was proposed by Mr. C. Birge, of Hamilton. In doing so he thanked the city of Montreal and her citizens for their hearty reception, and dwelt upon the necessity of national pride. Mr. L. E. Geoffrion, President of the Chamber de Commerce, responded in a neat speech. He said that the French Board of Trade was delighted when it was learned that the manufacturers had decided to meet in Montreal. He invited the visitors to have a look around Quebec and search out opportunities for investing capital of which they are many.

Mr. Kemp, M.P., fittingly proposed the toast of the "City of Montreal." "It gives me great pleasure to propose this toast, coming as I do from Toronto, a rival city. But I look upon Toronto and Montreal as two great national cities. Manufacturers are local but their industries are national. If the whole country prospers then Montreal and Toronto prosper. I have been asked not to forget to express the gratification of the visitors for Montreal's grand reception, and particularly for this banquet." He emphasized the importance of spending money on Montreal's harbor. He coupled with this toast the name of Mayor Prefontaine, who was happy in his reply and invited the manufacturers to come again.

The banquet closed with the hurling aloft in a horizontal position several of the dignified visitors, including Messrs. R. L. Borden, and Hon. Messrs. Paterson and Fielding. Sir Wilfrid Laurier escaped.

### FINISHING TOUCHES TO THE CONVENTION.

Although the meetings of the Association were over, the Executive lost no opportunity to immediately start on another

year's work and on Thursday morning a conference was held with the members of the Government in the city.

Among the Ministers in attendance were the Premier, Sir Wilfrid Laurier, Hon. W. S. Fielding, Minister of Finance, and Hon. William Paterson, Minister of Customs, showing considerable interest in the somewhat lengthy discussions. The Minister of Finance showed much interest in the woollen question, and the resolution passed the previous day upon the subject.

Messrs. Paterson and Fielding discussed at length with prominent members of the committee the present condition of trade in iron and steel, and the change asked for in the tariff on oatmeal.

It is understood that the resolution with regard to the increase in the tariff on woollens will be further considered by the Government, and that when next it comes before members of the Cabinet it will be accompanied by certain trade schedules asked for by the Finance Minister and the Minister of Customs.

By the smiling faces of the members of the committee, after the conclusion of the conference, it seemed as though the manufacturers thought that the Ministers were coming over to their way of thinking on the subject.

Ex-President Ellis, in an interview after the conclusion of the conference, said:

"We have had a most satisfactory interview with the members of the Government at present in this city. In fact, I don't think our Association ever had a more pleasant conference with Ministers of the Crown. They showed the keenest interest in the matters under discussion, and seemed to thoroughly appreciate the situation. Some of the bigger subjects, such as the increase demanded on woollens, were not exhaustively discussed, owing to the impossibility of completely covering the ground in the time at our disposal. We are well satisfied, however, with the conference."

In the afternoon many members of the Canadian Manufacturers' Association visited McGill University. They also paid a visit, on special invitation, to the new Elder, Dempster & Co. steamship Lake Simcoe, then in port. Many of the manufacturing establishments were also thrown open for inspection.



## Upton's Jams, Jellies and Marmalade

WILL GIVE YOU PROFIT AND YOUR CUSTOMERS SATISFACTION.

A. F. MacLaren Imperial Cheese Co., Limited

51 COLBORNE STREET, TORONTO.



## TEA-SEED OIL AND OIL-CAKE.

MANY attempts have been made by tea-planters to create a market for tea-seed and the fixed oil obtainable from it. Thus, in 1885 the seed was put upon the London market under the name of "taune" as an oilseed, but although the material excited considerable interest, the prices obtainable were not sufficient to cover the cost of importation. These products have, at the instance of the Indian Tea Association, recently been examined by Mr. H. H. Mann, B.Sc., and his report is published in the September number of *The Indian Agriculturist*. The seed had previously been examined by Mr. D. Hooper, who found that it contained 22.9 per cent. of a fixed oil, 9 per cent. of saponin, 8.5 per cent. of albuminoids, and 3.3 per cent. of mineral matter.

The fixed oil can be obtained by crushing the seed between hot rollers to the extent of about 26 per cent., but a better oil in smaller quantity is obtained by cold pressure. Produced in this manner it is a clear, light yellow, non-drying oil, possessing a more or less acrid taste. It is in common use among the Chinese for cooking purposes, and it might also be used in the tea districts of India in this way. It produces a soap of good quality which is hard and white, and this appears to be the most satisfactory use to which it could be applied. The saponin which was obtained from the seed by Mr. Hooper is a white amorphous substance, acrid in taste and leaving a tingling sensation in the throat. It is somewhat poisonous, and since it is entirely retained in the residue after the expression of the oil it is obvious that the oil-cake cannot be used as a cattle food.

It only remains, therefore, to consider the value of the cake as a manure. In this respect it is distinctly inferior to most oil-cakes in content of nitrogen and phosphorus, as the following table shows:

|                    | Nitrogen<br>(per cent.) | Phosphoric<br>acid (per<br>cent.) |
|--------------------|-------------------------|-----------------------------------|
| Mustard cake ..... | 4 to 5                  | 2 to 3                            |
| Linseed cake ..... | 4 to 5.5                | 1.5 to 3                          |
| Castor cake .....  | 5.5 to 6.5              | 2 to 3                            |
| Cotton cake .....  | 3.5 to 4.5              | 3 to 4                            |
| Tea-seed cake..... | 1.92                    | .58                               |

It will be seen that, as a manure, the cake produced by pressing tea-seed is of a very inferior character, and would hardly pay for carriage over very long distances, although it is quite good enough to use locally. Mr. Hooper has suggested, apparently because the cake is supposed to contain saponin, that a decoction of it might be used to spray plants for the destruction of insect pests, and this method of utilizing the cake, Mr. Mann thinks, might well be tried, although there are at present no data available with regard to the utility

of saponin-containing plants for such a purpose.

It might be remarked, in conclusion, that three small samples of tea-seed oil were received in the Scientific Department of the Imperial Institute for examination some time ago, but the amount sent was too small to admit of a careful examination of the oil and the determination of its properties, and, so far, larger quantities have not been submitted.

## CANADIAN EGGS AT GLASGOW.

Attached is letter received by Jas. Hillman, clerk in Geo. R. Whitton's store at Rodney, the result of writing his address on an egg when making a shipment of eggs:

2 Globe, Craigie Road, Riccarton, Kilmarnock, Ayrshire.

J. R. HILLMAN,—SIR,—When turning over a case of Canadian eggs I found one pencilled with a written request to the effect that when the said eggs had been broken I had to write to the writer. Your egg was dated September 5, and broken by me on October 23 and was quite fresh, after being seven weeks in case; in fact, all in the case were quite fresh and no complaints about them. Hoping to hear from you at your earliest convenience regarding your egg trade, etc. We are selling country eggs at present bought from farmers who deal in our shop at 2s. and 2s. 2d. per doz., and Irish eggs 1s. 2d. upwards, and Canadian 1s. and 1s. 2d., and Danish 1s. I paid a visit to the Canadian section of the exhibition in Glasgow, and I think it one of the finest represented by any of the countries there. I have heard a good deal and read a good deal about Canada, but never have visited it. I would like very much if you would let me know something about the grocery and provision trade out there. Trusting to hear from you at your earliest convenience. I am,

Yours truly,

ROBERT HALL.

October 28, 1901.

## ESTATE OF THE LATE W. H. GILLARD.

The late W. H. Gillard, of Hamilton, left an estate valued at \$91,000, of which \$82,000 is personalty. Application for probate of the will has been made by the following executors: Mrs. Gillard, James Gillard, Wm. Marshall, F. C. Bruce, M.P., and S. F. Lazier, K.C.

The property has all been bequeathed to the widow and family, and directions for the carrying on of the wholesale grocery business of W. H. Gillard & Co. are in the will. The probate of the will will be begun in a few days.

## EXPORTS OF BUTTER AND CHEESE.

The total shipments of cheese from Canada for the first nine months of 1901, amounted to 1,744,360 boxes, while for the same period last year they were 1,980,484 boxes. This is a decrease of 236,122 boxes. For the first nine months of this year the butter shipments total 374,572 boxes, which is an increase over last year of 126,047 boxes. The decrease in the exports of cheese represents about 188,913,600 lb. of milk, while the increase in the exports of butter is equal to 180,693,800 lb. of milk.

Among the exports from Canada to the United States last week were 26,747 lb. of "Salada" Ceylon tea.

## TRADING STAMPS IN OTTAWA.

A largely attended meeting of the members of the Retail Grocers' Association of Ottawa, held Monday, it was unanimously decided to take steps to do away with the present system of trading stamps. The by-law that was recently passed by the Toronto City Council, prohibiting the use of trading stamps, was read, and the grocers were in favor of a similar by-law being passed by the local council. The latter will be waited on at an early date by a deputation from the association, and will be asked to pass a measure that will put the trading-stamp practice out of business.

A clause was added to the constitution allowing the privileges of the association to other business men as associate members. Those who they propose to secure as associate members are principally wholesale and retail fruiterers, bakers, flour dealers and wholesale grocers. It is proposed that this clause will enable the association to form a kind of business men's club. The association rooms in the Fruit Exchange building will be fitted up for this purpose. The rooms will be open every night so that business men may gather in them for social intercourse and for the informal discussion of business affairs. It is hoped that as a result good feeling will be promoted and needed reforms will be gradually brought about. Of course, the Retail Grocers' Association will preserve its individuality and will hold its regular meetings as heretofore.

The meeting was held in Mr. G. W. Hunt's private office, which he has kindly placed at the disposal of the association until its rooms are finished.

## FIRE IN TOBACCO FACTORY.

Fifteen thousand dollars' worth of plug and cut tobacco and unmanufactured stock, was either destroyed or hopelessly damaged by a fire that broke out shortly after 2 o'clock Tuesday afternoon in the Dominion Tobacco Company's establishment, 80-94 Papineau avenue, Montreal. One hundred and fifty men and women will be temporarily out of employment. The loss it is announced by Messrs. Goldstein, proprietors of the concern, is fully covered by insurance. It is estimated that all hands will be at work again in less than 10 or 15 days.

The Carthage Butter and Cheese Factory in the Township of Mornington, Perth county, Ont., has been purchased by J. T. Morrison, who had previously been in charge of the Spring Creek Factory, north of Woodstock, for four years.



# ONE CHANCE IN A LIFETIME!

A portion of Stock in E. W. Gillett Company, Limited, which is just being formed, is offered to the trade handling Groceries, and is being rapidly subscribed for by shrewd dealers who have a thousand dollars or so to invest. With assistance of merchants interested in the Company, the sales of Royal Yeast Cakes, Gillett's Lye, Magic Baking Powder, etc., can be doubled, which will mean big dividends.

Shares, \$100.00 each. 10 per cent. payable with application, 15 per cent. on allotment, and 25 per cent. two months later. The balance will not likely be called up until late in 1902. Send applications for 10 to 50 shares and make cheques payable to

**WILLIAM DOBIE,**

**32 and 34 Front St. West,**

**TORONTO, ONT.**

*N.B.—Mr. Dobie has been  
Manager of this business since  
starting in Canada in 1886.*

## POSITION OF TEA MARKET IN U.S.

[From New York Journal of Commerce.]

THE following statement has been handed us for publication by a well-known representative of the tea trade. The statistics are official, except those for current season, which are estimated, and have the endorsement of several leading members of the trade :

"The present strong condition of the tea market after a depression extending over two years is due to causes which are easily traced and which will repay careful study.

"When the duty on tea was imposed, in June, 1898, all branches of the trade were carrying stocks and there were many million pounds of duty-free tea distributed throughout the country. During the last three years these stocks have gradually been depleted, and now, outside of bonded warehouses, the country is quite bare of supplies. This is not only a matter of common knowledge but is shown in the regular increase and growing steadiness of the withdrawals, which must now closely approximate to actual consumption, for all branches of the trade have been buying from hand-to-mouth for a long time and duty is only paid when tea is actually required for immediate use.

"Usually when the market is high here teas are shipped in from London, but this

season on account of short crops in India and Ceylon prices in London are above New York values, so that source of supply will not be available.

"The following are the figures for the United States for the last three seasons and estimate for the current season from the most recent reliable sources. All are made up from the 1st of June to the 30th of May for each season :

|                                                                                            | Season<br>1898-1899. |
|--------------------------------------------------------------------------------------------|----------------------|
| Imports United States, lb.....                                                             | 73,219,697           |
| Withdrawals and exports, lb.....                                                           | 44,597,719           |
| Surplus imports, lb.....                                                                   | 28,621,978           |
| (Average withdrawals, $3\frac{3}{4}$ million lb. per month.)                               |                      |
|                                                                                            | 1899-1900.           |
| Imports United States, lb.....                                                             | 84,336,831           |
| Withdrawals and exports, lb.....                                                           | 78,549,051           |
| Surplus imports, lb.....                                                                   | 5,787,780            |
| (Average withdrawals, $6\frac{1}{2}$ million lb. per month.)                               |                      |
|                                                                                            | 1900-1901.           |
| Imports United States, lb.....                                                             | 89,651,925           |
| Withdrawals and exports, lb.....                                                           | 85,507,118           |
| Surplus imports, lb.....                                                                   | 4,144,807            |
| (Average withdrawals, $7\frac{1}{2}$ million lb. per month.)                               |                      |
|                                                                                            | 1901-1902.           |
| Estimated imports United States, lb.....                                                   | 71,000,000           |
| Estimated withdrawals and exports, lb.....                                                 | 87,000,000           |
| Deficit imports, lb.....                                                                   | 16,000,000           |
| (Average withdrawals, $7\frac{1}{2}$ million lb. per month—the rate of the first quarter.) |                      |

"The periodical agitation for removal of the duty has heretofore been reflected by temporary decrease in withdrawals, but in the future this cannot be the case, as with hand-to-mouth buying over a long period the trade does not carry enough stock to tide it over and admit of lighter buying. There are no reserves and therefore lighter buying is not now feasible.



## TENDERS FOR SUPPLIES, 1902.

THE undersigned will receive tenders up to noon on MONDAY, 25TH INST., for supplies of butchers' meat, creamery butter, flour, oatmeal, potatoes, cordwood, etc., etc., for the following institutions during the year 1902, viz. :—

At the Asylums for the insane in Toronto, London, Kingston, Hamilton, Mimico, Brockville, Cobourg and Orillia; the Central Prison and Mercer Reformatory, Toronto; the Reformatory for Boys, Penetanguishene; the Institution for Deaf and Dumb, Belleville, and the Blind at Branford.

Exception—Tenders are not required for the supply of meat to the asylums in Toronto, London, Kingston, Hamilton and Brockville, nor for the Central Prison and Mercer Reformatory, Toronto.

A marked cheque for five per cent. of the estimated amount of the contract, payable to the order of the Honorable the Provincial Secretary, must be furnished by each tenderer as a guarantee of his bona fides. Two sufficient sureties will be required for the due fulfillment of each contract, and should any tender be withdrawn before the contract is awarded, or should the tenderer fail to furnish such security, the amount of the deposit will be forfeited.

Specifications and forms of tender may be had on application to the Department of the Provincial Secretary, Toronto, or to the Bursars of the respective institutions.

The lowest or any tender not necessarily accepted.

Newspapers inserting this advertisement without authority from the Department will not be paid for it.

J. R. STRATTON,  
Provincial Secretary.

Parliament Buildings, Toronto, November 11th, 1901.

## ADAMS' TUTTI-FRUTTI

*Chews Well  
Sells Well  
Pays Well*

Price \$1 per box, contents of which sells for \$1.80.

All jobbing houses carry it.

American Chicle Co.,

Defries-River Sts.,  
TORONTO, Canada.



# FISH

THE FIRST OF THE SEASON.

PRIME NO. 1 FALL CAUGHT

{ SALMON TROUT  
FRESH WATER HERRINGS

KEGS 100 LBS. SPECIAL PRICES. F.O.B. MIDLAND, ONT.

**NOTE**—WE HAVE A FULL STOCK OF BONELESS FISH, BULK AND BLOCKS. PURE COD STEAK, 1's. SCALED HERRINGS. FLETCHED COD, CASES, 100 LBS., QUINTALS AND HALF-QUINTALS. NO 1 LABRADOR HERRINGS, BARRELS AND HALF-BARRELS

THE **EBY, BLAIN CO.,** LIMITED

WHOLESALE GROCERS, ETC.

**TORONTO.**

## HINTS TO BUYERS.

Contributors are requested to send news only not puffs of goods they handle, or the arrival of standard goods that everyone has in stock, or that they are offering goods at close figures, or that they have had an unusually large sale this season.

**M**ALAGA loose muscatels and Bevan's table raisins are offered at low prices by L. Chaput, Fils & Cie. They have now a full supply of Tarragona almonds, new Sicily filberts and new Grenoble walnuts. They are still offering last year's peels at low prices.

S. H. Ewing & Sons have some interesting prices in flaxseed, linseed meal and ground nutmegs.

The Eby, Blain Co., Limited, are offering fresh water herrings and salmon trout for shipment from Midland at close figures.

John Sloan & Co. are showing some good values in Indian and Ceylon teas.

In teas, W. H. Gillard & Co. are showing exceptional values in all grades, large importations just being at hand.

Lucas, Steele & Bristol offer English sage, savory, etc., either in tins, glass or bulk.

L. Chaput, Fils & Cie have some table-layer figs in different qualities and sizes, which they are offering at low prices.

The Eby, Blain Co., Limited, have arriving per ss. Bellona a full shipment of

Malaga table raisins, which they are quoting at attractive figures.

"Big business in 'Kincora' is the result of our last week's ad. in THE GROCER," write J. Sloan & Co.

W. H. Gillard & Co. report a large sale for "Paradise" and "Haycastle" currants, which this season show exceptionally good quality.

L. Chaput, Fils & Cie have received 25 cases of the finest Californian asparagus, packed at Bouldin Island by R. Hickmott.

## A NEW GROCERY IN HALIFAX, N.S.

T. P. Campbell & Co. have opened an up-to-date grocery establishment in Halifax, N.S. They have placed in a new and fresh stock of groceries, and express themselves as being in a position to sell the highest grades of groceries at lowest prices.

## HEAVY RUSH FOR SPICES.

S. H. Ewing & Sons, Montreal, say they have not experienced such a rush for spices and coffees in years; it has been utterly impossible to cope with the inordinate amount of business that has been coming into their hands. They are now working their mills night and day, and the trade may rest assured that their wants will be filled with all possible despatch.

## NEW CANNING CO.'S OUTPUT.

The Owen Sound Canning Co., Limited, have for the first time put their goods on the market. They have nicely labeled cans, the background being of blue and the lettering in white and gold, with a picture in the centre of a corn-cob, apples, tomatoes, or whatever the contents of the tin may contain, and the words: "Georgian Bay Corn (or whatever the contents may be) is noted for freshness and superior flavor."

## POTATOES AND ONIONS WANTED.

There seems to be a good demand for good potatoes, R. W. Hannah, Toronto Board of Trade, is taking all the good potatoes which are offered. If you have anything choice, quote him the lowest price delivered at Toronto in car lots. He is also open to buy a carload of good "Yellow Danver" onions, in barrels preferred.

## CLASSIFICATION OF GROCERIES.

Lieut.-Col. Davidson, of Toronto, and Mr. H. C. Beckett, of Hamilton, representing the wholesale grocers of Ontario, were in Montreal on November 12, conferring with Mr. G. M. Bosworth, freight traffic manager of the Canadian Pacific Railway, regarding freight classification of groceries.

# Why Don't You Call It "ROYAL RED ROSE" Hereafter ?

This is the suggestion offered by a bright advertising man when writing me a few days ago, concerning the fact that **RED ROSE TEA** was used by the Duke and Duchess of Cornwall and York.

The name doesn't matter—it's good tea people want—that is why so many people use it, and why it was selected for the use of the Royal Party.

**T. H. ESTABROOKS,** Tea Importer and Blender, **ST. JOHN, N.B.**

# "Good Enough."

The day of "good enough" has gone by in the production of Salt. Modern methods have relegated the old-fashioned Salt of commerce to a back seat. Only **the best** will satisfy the particular cook to-day, and Windsor Salt anticipates her desire.

No woman is content with cooking that is simply "good enough" and no more is she willing to use Salt of inferior quality to produce the best results. "Good enough" won't do for her any more than for you---**Windsor Salt is the best by test.** Facts prove it, sales prove it. If you are not selling it, won't you prove it yourself by ordering it?---**prove it to-day!**

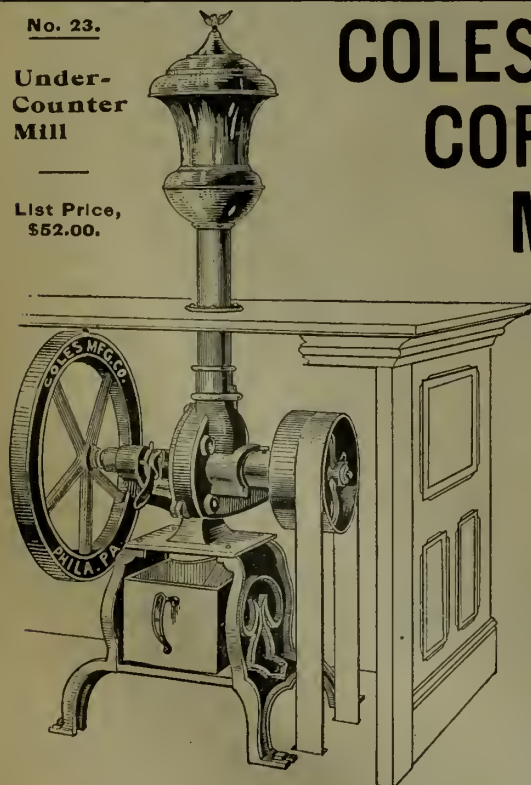
*Windsor  
Salt.*

*The Canadian Salt Co., Limited, Windsor, Ont.*

No. 23.

Under-  
Counter  
Mill

List Price,  
\$52.00.



## COLES COFFEE MILLS

None better for  
Granulating or  
Pulverizing.

Our mills will  
Pulverize with-  
out heating Coffee.

Every Coles  
Coffee Mill has a  
Breaker that  
breaks the Coffee  
before it enters the  
grinders, thus re-  
ducing wear of  
grinders.

A GREAT  
LABOR -SAVER.

Our Grinders  
wear longest.

Agents { TODHUNTER, MITCHELL & CO., Toronto.  
DEARBORN & CO., St. John, N.B.  
FORBES BROS., Montreal.  
GORMAN, ECKERT & CO., London, Ont.

COLES MANUFACTURING CO., PHILADELPHIA,  
PENN'A.

## You Would Enjoy a Trip to the West Indies . . .

more than any other trip you have ever made, because everything the eye dwells upon is so different from the surroundings at home. The great scorching sun, the luxuriance of the tropical foliage, the glare of the various faces, black, yellow, white and copper, all impress the mind of the visitor with the fact that he is indeed in a strange country.

The voyage from Halifax to Demerara and return to St John, calling at twelve different islands, takes 42 days and costs \$130.00; but a shorter trip, to Barbados and return, 29 days, calling at all the northern islands and including a five days' stay at the "Marine Hotel" Barbados is offered for \$112.50. P. & B. boats are the finest in the West India service. Sailings fortnightly.

Write R. M. Melville, Toronto,

OR

Pickford & Black, Halifax.





President,  
JOHN BAYNE MacLEAN.  
Montreal.

THE MacLEAN PUBLISHING CO.  
Limited.

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, North-West Territories, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

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MONTREAL - - - - - 232 McGill Street.  
Telephone 1255.  
TORONTO - - - - - 10 Front Street East.  
Telephone 2148.  
LONDON, ENG. - - - - 109 Fleet Street, E.C.,  
W. H. Miln.  
MANCHESTER, ENG. - - - 18 St Ann Street,  
H. S. Ashburner.  
WINNIPEG - - - - - Western Canada Block,  
J. J. Roberts.  
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WHEN WRITING ADVERTISERS  
PLEASE MENTION THAT YOU SAW  
THEIR ADVERTISEMENT IN THIS PAPER

#### COARSE GRAINS AND CEREALS HIGH.

THE market for coarse grains has been rapidly advancing for some weeks, and the end is seemingly not yet. Stocks in all hands have been reduced very low, and Montreal grain exporters and wholesale houses have found it exceedingly difficult this week to secure supplies to fill consumptive wants. The short crop of corn, coupled with the heavy demand for oats for South Africa, has affected all cereals.

Oats have advanced 3 to 4c. during the past week and are selling in Montreal in round lots at 47½ to 48c. per bushel for No. 2. In sympathy with the firmer feeling in oats, has been a further advance in oatmeal. Western millers are now quoting on a basis of \$4.90 f.o.b. Montreal, and while transactions have occurred at lower figures, wholesale houses are selling at \$5.10 to \$5.15 per bbl. in small lots. Corn is also firmer, and paper reports are to the effect that farmers west of Chicago look for an advance to \$1 per bush. This is, of course,

an extreme view, but, nevertheless, the market is tending upward. Cornmeal goes with it, and, although the demand is quiet just now, the Montreal quotation in round lots is \$1.85 to \$1.90 per bag and \$3.70 to \$3.75 per bbl.

Although peas are quoted nominally at 81c. afloat, grocers who want boiling peas are called upon to pay \$1.10 to \$1.15, round lots selling at 98 to 99c. The difficulty of getting clean peas free from bugs is increasing every year until now it seems to be absolutely impossible to get the clear first-class article. There have been northern sections of Ontario that provided bugless peas, but even this district is now seriously affected. Split peas are worth \$2.10 to \$2.12½ per bag in round lots and \$4.30 in bbls.

All feeds are likewise scarce and higher. Ontario bran in carlots is worth \$17.50 to \$18.00 and shorts are advanced to \$20.00. Moullies likewise show rises, and in a jobbing way are quoted at \$20.50 to \$26 50, about \$1 higher than two weeks ago.

#### OUR CHEESE WILL BE WANTED.

ON Wednesday one of the shrewdest of our Canadian exporters cabled his house here: "Cheese will be wanted and is good property."

This will be gratifying news to Montreal exporters who are holding large stocks of cheese costing around 10c. Our informant has been on the market for some weeks, and should be in a position to make a reliable and impartial judgment. Upon what considerations he bases his decision we do not know, but it is altogether probable that he finds English stocks rather short.

There is no doubt the English cheese importer has contracted a chronic "scare," and has refused to lay in a fall stock as he generally does, leaving the goods here upon the Canadians' hands. But the consumption must go on at present prices and the cheese must be wanted, if not as soon, then later. Buyers on the other side have overestimated Montreal stocks, which do not run over 400,000 boxes. The fall production has been light, and as our total shipments for the season are 355,667 boxes behind those of last year, when prices were

much higher, there are to be no stocks go begging when the demand comes, as it inevitably must.

#### AN OBJECT LESSON FOR BUSINESS MEN.

ONE thing about the recent elections in New York that is most significant is the fact that public opinion has been aroused.

Communities that are neither hot nor cold in regard to the matters of public administration can no more have good government than can a stream whose source is foul furnish pure water. New York may not be as corrupt as some of the opponents of Tammany maintain it is, but that it is corrupt, and that to an alarming extent, is true beyond all question. Had public opinion been active instead of passive such a condition of affairs as now exists in New York would not have been possible.

Tammany has become a despot, but it is a despot by the votes of the people. In these days when every man has a vote the people themselves have no one to blame but themselves if they are governed by corrupt or incapable men. The recent event in New York has proved this. It was not that a new class of citizens was brought in to turn Tammany out. It was the old citizens who had been aroused that did it.

And in the work of cleaning out the Augean stalls none took a more active part in the work than the business men of New York. Seth Low, the man who led the forces of reform, is a successful business man, and we may look for his administration to be a businesslike one.

The experience of the business men in New York should be an incentive to the business men in Canada. In no city or town in this country are affairs probably so corruptly administered as in New York, but we know that in many of them incapacity at least abounds. And it is an effect of which apathy is the cause.

Six or seven weeks hence the electors in the different municipalities in Ontario will be called upon to elect their councillors or aldermen, and it is to be hoped the business men will arouse themselves and select men of integrity and of businesslike ability.



## A CLASSIFICATION THAT DOES NOT CLASSIFY.

IN his annual address at Montreal last week, President Ellis gave some attention to the classification of the exports of manufactured products in The Trade and Navigation Returns. Under the classification in those Returns the total exports of manufactured products were \$16,012,502, or about 10 per cent. of the total export trade of the country. Referring to this, Mr. Ellis said: "I emphasize the fact that our exports of manufactured goods comprise not merely 10 per cent., but approximately 40 per cent. of the total."

It is evident to everyone who has taken the trouble to analyze the statistics appertaining to manufactured products that the present classification in The Trade and Navigation Returns by no means gives justice to the export trade in that particular branch of industry. The articles which come under the official classification of "manufactures" are as follows:

|                                         |                                                      |
|-----------------------------------------|------------------------------------------------------|
| Agricultural implements.                | Hardware.                                            |
| Books, pamphlets, maps, etc.            | Manufactures of iron and steel.                      |
| Biscuits and bread.                     | Jewellers' sweepings.                                |
| Bricks.                                 | Junk.                                                |
| Buttons.                                | Lamps and lanterns.                                  |
| Candles.                                | Leather.                                             |
| Carriages.                              | Boots and shoes.                                     |
| Carriages, parts of.                    | Harness and saddlery.                                |
| Carts.                                  | Lime.                                                |
| Wagons.                                 | Liquors of various kinds.                            |
| Bicycles.                               | Molasses.                                            |
| Bicycle parts.                          | Musical instruments.                                 |
| Other vehicles.                         | Oakum.                                               |
| Charcoal.                               | Oilcake.                                             |
| Cement.                                 | Oil.                                                 |
| Cinders.                                | Photographs.                                         |
| Clay, manufactures of.                  | Plumbago.                                            |
| Clothing and wearing apparel.           | Rags.                                                |
| Coke.                                   | Sails.                                               |
| Cordage, rope and twine.                | Ships sold to other countries.                       |
| Cotton fabrics.                         | Soap.                                                |
| Cottons, other.                         | Starch.                                              |
| Cotton waste.                           | Stone, ornamental and building.                      |
| Drugs, chemicals and medicine.          | Sugar.                                               |
| Dye stuffs.                             | Sugarhouse syrup.                                    |
| Electrotypes.                           | Tar.                                                 |
| Extract of hemlock bark.                | Manufactures of tin.                                 |
| Explosives and fulminates of all kinds. | Tobaccoes, Cigars and cigarettes.                    |
| Felt.                                   | Tow.                                                 |
| Fertilizers.                            | Vinegar.                                             |
| Fur manufactures.                       | Wall paper.                                          |
| Glass and glassware.                    | Barrels.                                             |
| Grindstones, manufactured.              | Household furniture.                                 |
| Gypsum or plaster, ground.              | Doors, sashes and blinds.                            |
| Hats and caps.                          | Matches and match splints.                           |
| Household effects.                      | Mouldings, trimmings and other house furnishings.    |
| Ice.                                    | Pails, tubs, churns and other hollow and woodenware. |
| India rubber manufactures.              | Spool wood and spools.                               |
| Stoves.                                 | Wood pulp.                                           |
| Castings.                               | Woollens.                                            |
| Pig iron.                               |                                                      |
| Machinery and machines.                 |                                                      |
| Scrap iron or steel.                    |                                                      |

Anyone who carefully glances over the above list will readily conclude that there are articles of merchandise which do not appear there that are more properly manufactured products than some of those that are thus classified. In The Statistical Year Book, issued under the authority of the Department of Agriculture, the list of articles included under the classification of

"manufactures" is much more comprehensive. For example, ashes, treenails, staves, headings, shingles, box shooks and sawn lumber of all kinds are classified under "manufactures," while in The Trade and Navigation Returns they are defined as "products of the forest." This naturally causes a great difference (and one calculated to perplex those not familiar with the method employed in the compilation of the statistics in the two books) in the figures in The Trade and Navigation Returns and those in The Statistical Year Book. For example, in The Statistical Year Book of 1890, the exports of manufactured products for that year were given as \$39 397,277, while in The Trade and Navigation Returns the figures were \$14 224,287, a difference of 178 per cent. in the returns issued by two different Departments under the same Government! To put it mildly, such a difference is ridiculous.

The fact of the matter is that the whole system of classification should be reorganized, for there are articles now found under nearly every other classification that, strictly speaking, are manufactured products. Take, for example, canned fish. It is now under the fishery classification. Then there are canned vegetables, canned fruits, and cheese, all of which are under the "agricultural products," while canned meats, bacon and hams are to be found under "animals and their products."

As we have already pointed out, the exports of manufactures during the last fiscal year ending June 30, 1901, were \$16,012,502. Now, take the articles we have just enumerated, in addition to others, but which, while strictly speaking are manufactured products, are at present under different classifications, and we find that the value of each exported during the fiscal year 1901 was as follows:

|                                       | Value.       |
|---------------------------------------|--------------|
| Canned lobster .....                  | \$ 2,283,930 |
| " salmon .....                        | 2,889,480    |
| " mackerel .....                      | 240          |
| " herring .....                       | 818          |
| Butter .....                          | 3,295,528    |
| Cheese .....                          | 20,696,951   |
| Lard .....                            | 58,602       |
| Bacon .....                           | 11,493,868   |
| Hams .....                            | 284,578      |
| Canned meats .....                    | 479,959      |
| Flour .....                           | 1,111,130    |
| Quatmeal .....                        | 467,807      |
| Vegetables, canned or preserved ..... | 43,489       |
| Fruits, canned or preserved .....     | 130,202      |
| Total .....                           | \$43,176,582 |

Here is a total of \$43,176,582, which, added to the \$16,012,502, credited in the official returns as "manufactures," gives an aggregate of \$59,189,084. And then we have not taken into consideration ashes, tree nails, staves, headings, shingles, box shooks and sawn lumber, which are accounted manufactured products in the Statistical Year Book.

"Manufacture," according to Webster, "is the process of reducing raw materials to a form suitable for use by the hand, by art, or machinery." In the above table we have placed nothing that will not bear that definition, for everything therein is the product of a factory. And a factory is defined by Webster as a "place where workmen are engaged fabricating goods, wares, or utensils."

Mr. Ellis has done good service in pointing out the inequalities in the present classification of manufactures. It would be infinitely better were there no such classification than that which now does duty for it should be continued. It is to be hoped the Canadian Manufacturers' Association will press the matter upon the authorities at Ottawa until an improvement in the classification is secured.

### THE PRICE OF TAPNET FIGS.

IF the business in tapnet figs is continued during the whole season as it is at present, the results are not likely to be satisfactory to the wholesale trade.

The trouble is in regard to price, some of the houses quoting as low as 2¼c. per lb., a figure which dissipates all possibility of a profit. The importations this season are much larger than usual, and although the demand has been good, it is possible that some of those who are quoting the low figures are doing so through fear of the ability of the market to absorb the supply. It is possible, however, that some are doing so through a failure to recognize the actual cost of their goods. Some of the shipments which have come to hand this season for instance have shown a shrinkage of 10 per cent. in weight, a figure sufficient to wipe out the profit unless this loss is taken into account when figuring out the cost.

Whatever may be the cause, however, tapnet figs are being sold at a pretty low figure.



## TRADE IN COUNTRIES OTHER THAN OUR OWN.

## OREGON PRUNE CROP PROSPECTS.

UNDER date of October 30, Henry A. Townsend, Salem, Ore., writes as follows on the State prune output: "The crop of 1901 will not exceed that of 1898, the only one with which it may be compared to any considerable extent, certainly not nearly so much as three years of age added to the trees and orchards newly come to bearing would have promised. Less than 25,000,000 is now indicated as the total of the Pacific Northwest's production. This is also the statement of the railroad men who know what is moving and to be moved.

"Oregon prunes will be better packed this year than ever, as some eight or ten large well-equipped packing plants are in operation, besides a large number of small houses with only grading machines, and a few appliances for boxing the fruit. All the large houses will process the fruit and present it in a very attractive fashion. In 1900 only a few plants put up processed fruit, but its superiority to untreated fruit is so apparent that a short time will probably see most of the fruit packed in this way, as it keeps better and appears more pleasing to the eye.

"If Oregon prune-growers would add some intelligent methods of advertising the produce and finding new markets to place it in, perhaps the demand would soon absorb the supply as to improve prices. One of the factors to this end will be the lessening of the acreage, as at present prices the owners of considerable orchards will give up the fight and cut down the trees. It is also probable that the annual death rate of trees exceeds the number replanted and new acreage. Perhaps there is some hope for the future of the industry, but with occasional years of no crop, sometimes two in succession, and with an average price like that of the present year, the prospect is not flattering for much profit."

## CALIFORNIAN ORANGES RIPENING SLOWLY.

The new crop of oranges, Californian advices state, is ripening much slower than expected, notwithstanding the cool nights following the rain, and there will be few carloads shipped before the 20th. Reports from Porterville also state that the oranges there are not coloring up as rapidly as was anticipated, and that there will probably be few cars shipped from that place before November 9. Prices have not yet been generally named, and it is rather doubtful at just what figures the market will open, but Southern shippers are figuring on the market opening at \$2.25 for fancy River-

side Redlands navels, \$2 for outside points and \$1.50 for fancy seedlings. A good firm market at these prices is expected up to the last of November, when there may be a cut of 15 to 25c. per box. The market opened last year at \$2.50 per box.

## CONDENSED MILK FIRMER IN THE UNITED STATES.

Commenting on the recent advance in condensed milk in the United States, a leading dealer spoke as follows to a representative of the N.Y. Journal of Commerce: "The advance for the most part is due chiefly to natural causes, namely, the usual shortage of supplies of fresh milk in all sections of the country at this season of the year. In the West, however, the drought cut down the summer pasturage and shortened the supply of milk both for local butter-making and condensing purposes. The little improvement noted of late in the supply has been called upon to make up the shortage in both butter and cheese, with the result that there has been a somewhat greater shortage in supplies for condensing. The higher cost of tin and tinplate has also been a considerable factor in the advances that have been made."

## THE COLOMBO TEA MARKET.

Odell & Co., Colombo, Ceylon, in their report of October 5, say: About 26,459 packages have been offered since our last, of which 19,567 packages passed the hammer at an average of 37 cents. The market remains firm for good to fine brokens and low leaf teas, while medium Orange Pekoes and Pekoes are a little easier. Dusts have not been in such good demand and prices have somewhat declined. The quality has fallen off slightly. Shipments for September to the United Kingdom were 6,000,000 lb., and we estimate shipments for October at 8,000,000 lb. The Chamber of Commerce quote shipments from January 1 to September 30, 1901:

|                              | lb. in 1901 | lb. in 1900 |
|------------------------------|-------------|-------------|
| London .....                 | 77,675,383  | 84,375,947  |
| Germany .....                | 371,164     | 267,616     |
| Russia .....                 | 6,959,327   | 6,584,343   |
| Other Countries in Europe .. | 595,307     | 656,186     |
| Australia .....              | 15,342,156  | 12,525,799  |
| America .....                | 2,013,234   | 3,502,286   |
| China .....                  | 2,243,626   | 935,252     |
| Africa .....                 | 250,754     | 150,496     |
| Other Countries .....        | 1,082,195   | 664,680     |
|                              | 106,533,146 | 109,662,605 |

## THE BRITISH APPLE MARKET.

"Market strong with an upward tendency" is the latest report cabled by Woodall & Co., from Liverpool, regarding the Liverpool apple market. Recently 7,300 barrels of apples have been sold there.

Greenings bringing 18s. 6d. to 23s.; Baldwins, 18s. 6d. to 24s. 6d.; spies, 16s. to 21s. 6d.; russets, 17s. 6d. to 23s. 6d.; Kings, 20s. 6d. to 27s.; seconds, 3s. less. It is cabled from London that the Loyalist is landing apples which are in much better condition than previous cargo.

## TRADE WITH TRINIDAD.

The Department of Trade and Commerce has received a report from Mr. Edgar Tripp, Canadian Agent for Trinidad and Tobago, under date of Port of Prince, October 29th, Mr. Tripp speaks of the great boon the regular call of the Canadian steamers has proved to Trinidad's small dependency, Tobago, which is now placed for the first time in its history in steam communication without transshipment for supplies with customers in the Dominion. The trade is not very large at present, but it is growing, and Canada being the first in the field so far as the northern continent is concerned, should reap whatever advantage may be ultimately gained from that fact. Mr. Tripp noticed in a report from Mr. Larke, the Canadian Agent for Australia, that printing paper from the Dominion was selling to advantage there. There is also, Mr. Tripp states, a market for the same material in Trinidad, which might be tried. In 1900 £8,011 was imported, of which £2,749 came from the United Kingdom and £2,623 from France. Mr. Tripp thinks there is also an opening for Canadian live stock if the trade was vigorously pushed. Imports from Canada for the quarter ending Sept. 30th were in almost every item much in advance of those for the corresponding three months in 1900. Butter, cheese, fish, flour, timber and manufactures all showed in the improvement. Among other receipts were 824 gallons of wine in wood. A great deal of light wine is drunk in the island, and there is no reason why Canada should not share in the trade, which is now held principally by France and Spain.

## WILL CHARGE STORAGE.

British Columbian salmon dealers, canners and brokers have had a habit which was very embarrassing to the railway companies, of allowing their goods to be in the wharf sheds and railway storehouses for some time before shipment. As a result the railway companies operating from the Pacific Coast have taken joint action in this matter and hereafter will charge storage at the rate of twenty-five cents per ton per month for all salmon lying in their storehouses or wharf sheds.

Dr. J. Newton Smith, Hampton, N.B., is opening up a store under his hall with a fine stock of groceries.

## "Ceylon Uncolored Green"—The Rival of Japan Tea.

"It is certainly not a composition" of tea and something else  
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"Not at all"--

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Being all pure, virtuous Uncolored Green, grown and prepared in the finest tea-producing country in the world—the Island of Ceylon. It is as superior in quality and value to Japans as "gold is to copper."

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# MARKETS AND MARKET NOTES

## INFORMATION FOR BUYERS.

If any reader wishes to know where any article can be purchased in Canada or abroad, a letter to the Editor will probably place him in communication with the seller.

## ONTARIO MARKETS.

TORONTO, November 14, 1901.

### GROCERIES.

**A** FAIRLY good trade is being done in wholesale groceries generally. The arrival of dried fruits ex the second direct steamer, Bellona, has caused quite a little activity around the different warehouses. The feature of trade is a reduction of 10c. in the price of white sugars by the Montreal refineries. No change was made by the Arcadia refinery, which, for the previous week or ten days, had quoted 15c. below the price of the Montreal refineries. Very little business is being done in sugar. In canned goods, there has been no material change in the situation. Prices, as a rule, are steady, but only a moderate business is being done. The coffee market has continued excited, but not much business is being done on account of the high prices that are ruling. Syrups and molasses are in moderate request. Business is fair in spices, and the same is to be said of rice and tapioca. The tea market rules firm, but business is rather light. A slight advance has taken place in currants in Greece, and further appreciation is to be noted in Valencia raisins, according to cable advices from Spain. Very little business is being done in Valencia raisins. Tapnet and natural figs are in good demand, but some complaints are heard this week in regard to the cutting of prices. Business, so far, in dates is quiet. A little business is being done in almonds and filberts, the new crop of which is now on the local market.

### CANNED GOODS.

The situation in canned goods is much about the same as it was a week ago. The demand for canned tomatoes, peas and corn is still just moderate, and prices rule steady. Quite a business is being done in jams, jellies and marmalades. Owing to the high price of apples the demand seems to be rather better for jams, jellies and marmalades than is usual at this time of the year. There is a small sorting-up demand

for peaches, raspberries and strawberries. The movement in salmon continues good, and prices are steady and unchanged, Northern sockeye, \$1.25 to \$1.30 and Fraser River sockeye, \$1.42½ for 5-case lots and over and \$1.45 for less quantities. Cohoes, \$1.05 to \$1.15, according to quality. Pink salmon, 95 to \$1 a doz.

### COFFEE.

The coffee market during the past week has continued to tend upwards in spite of the heavy receipts. At the time of writing, however, a rather easier feeling has developed, due to cable advices reporting rain in Brazil. On the local market there is very little business being done, on account of the high prices that are ruling in sympathy with the outside market. Prices locally are rather firmer. We quote Rio coffee as follows: No. 7, 8c.; No. 6, 8¼c.; No. 5, 8½c.; No. 4, 9c.; No. 3, 10 to 12c.

### SYRUPS AND MOLASSES.

The demand for both syrups and molasses continues fair for this time of the year.

See pages 55 and 56 for  
Toronto, Montreal, and St.  
John prices current.

Advices from New Orleans report moderate arrivals of new crop molasses, and it is expected that within a few days the crops will be moving freely. Ruling prices for syrups, locally, are 30 to 35c. per gallon; New Orleans molasses, 25 to 28c.; Barbados, 36 to 39c.

### RICE AND TAPIOCA.

There has been no change in the situation since last week, the demand still being only fair. We quote: B rice, 3¼ to 3½c.; Japan, 5½ to 6c.; Tapioca, 4¼ to 4½c. per lb.

### SUGAR.

On Monday the price of refined sugar was reduced 10c. per 100 lb. in the United States. The Montreal refineries in sympathy with this decline marked their figures down 10c. on all grades of white sugars. The Acadia refinery made no change as its prices were already 15c. below the output of the latter refineries. The price of granulated in Montreal is now on the basis of \$4.10. The reduction has had no effect on the demand, which is still light. In London the raw market, at the

time of writing, is firm and ¾d. dearer on beet sugar, with cane dull and unchanged. The meltings of sugar in the United States last week were 30,000 tons, 3,786 tons in excess of the receipts. The total stock of sugar in the four United States ports at the end of last week was 176,613 tons, against 180,399 tons the same week a year ago. The demand for refined sugar in the United States is dull, being only of a hand-to-mouth character.

### CANDIED PEELS.

There is a little business being done, and prices are unchanged. We quote: Lemon, 10 to 12½c.; orange, 11 to 13c.; citron, 15 to 18c. per lb.

### TEAS.

The position of the tea market continues satisfactory. Mail advices from London, under date of November 1, say that the tendency of the market for Indian teas continues in an upward direction. Teas for price were still attracting the most attention, although other grades participated in the competition noticeable through the auction. The advices state, in regard to Ceylon tea, that the better tone noticed during the two previous weeks had been further emphasized, teas for price being about ¼d. dearer. A cable advice received in Toronto this week indicates that the tendency on the London market is still upward. It appears that no teas of Ceylon growth are obtainable in London under 6¼d. On the local market there is a little doing and stocks are getting pretty well cleaned up in Indian and Ceylon descriptions. Advices from Japan indicate that teas there are still firm and that prices quoted a week or two ago would not now be entertained.

### NUTS.

New season's almonds and filberts, ex ss. Bellona, are on this market, and some business is being done. The ruling prices are as follows: Filberts, 9 to 9½c.; Tarragona almonds, 11½c.; Formegetta almonds, 10½c. These prices, it will be noted, are cheaper than last year. Shipments of walnuts from all countries have been subject to delays on account of the wet weather, and the advices say that the quality and color have suffered considerably. Grenoble walnuts were shipped from Havre on November 8 ex ss. Verdande.

### SPICES.

Advices to hand from Jamaica state that the crop of pimento is about one-third



shorter than last year, and prices are from 5 to 6s. higher than they were a month or two ago. On the local market a fair trade is being done in seasonable lines of spices.

#### FOREIGN DRIED FRUITS.

**CURRENTS**—Cables received this week from Patras indicate a firmer market there, and one cable reports an advance of 6d. Currants ex ss. Bellona, the second direct boat, are now in the hands of the wholesale trade here, and our quotations are slightly lower in consequence. The demand is fair. We quote: Filiatras,  $5\frac{1}{2}$  to  $6\frac{1}{2}$ c.; Patras,  $6\frac{1}{2}$  to 7c.; Vostizzas,  $7\frac{1}{2}$  to  $8\frac{1}{2}$ c.

**VALENCIA RAISINS**—The position of the Valencia raisin market continues strong in Spain. A cable received on Saturday last quoted an advance of 1s 6d. On Wednesday another cable reported as follows: "Market is now rapidly advancing and the indications are that there will be a still further advance." Quotations now being received from Spain are 4 to 5s. higher than they were a month ago. Local wholesalers are quoting as follows for present delivery: Fine off-stalk,  $5\frac{3}{4}$  to 6c.; selected,  $6\frac{1}{2}$ c. For later delivery ruling quotations are: Fine off stalk, 5 to  $5\frac{1}{2}$ c.; selected,  $5\frac{3}{4}$  to  $6\frac{1}{4}$ c. according to brand.

**FIGS**—The local market is somewhat demoralized in tapnet figs. This is due to the large importations and the evident desire of the trade to unload as soon as possible, although some hold that some of the houses are really making quotations before they have ascertained the actual cost of their goods, as on some of the shipments there have been rather heavy shrinkages in weights. The ruling price to the retail trade in tapnet figs is 3c., although some houses are quoting as low as  $2\frac{3}{4}$ c., which is about the cost price of the goods. Naturals are quoted at  $3\frac{3}{4}$ c. The demand for both tapnet and natural figs is brisk, and more so than is usual.

**PRUNES**—The demand for prunes continues good, and better than is usual at this time of the year. The price of prunes in California is holding fairly steady in spite of the fact that the association no longer exists. Owing to the high price and scarcity of green fruits a heavy trade is expected this season in prunes. We quote new Californian prunes as follows: 100-110's, 5c.; 90-100's,  $5\frac{1}{2}$  to  $6\frac{1}{4}$ c.; 80-90's,  $6\frac{1}{2}$  to 7c.; 70-80's,  $6\frac{3}{4}$  to  $7\frac{1}{4}$ c.; 60-70's,  $7\frac{1}{2}$  to 8c.; 50-60's, 8 to  $8\frac{1}{2}$ c.; 40-50's,  $8\frac{3}{4}$  to 10c. French, 100's,  $3\frac{1}{2}$  to 4c.

**DATES**—The demand for dates is not yet good. New dates are quoted as follows: Hallowees,  $4\frac{1}{2}$  to  $4\frac{3}{4}$ c.; Sairs,  $4\frac{1}{4}$  to  $4\frac{1}{2}$ c.

**CALIFORNIAN EVAPORATED FRUITS**—Business in this line is still of a limited nature on account of the high prices ruling. We quote in 25-lb. boxes as follows:

Apricots, 13 to 16c.; peaches, 11 to 13c. per lb.

#### GREEN FRUITS.

Apples are quieter than they were last week. Choice lots are wanted, as the greater majority of those on the market are of inferior quality. The prices are unchanged at \$4.50, and they seem to have reached their limit. The season for quinces and Canadian grapes is about over and pears will soon be a thing of the past, as few are being received. Cranberries are selling well and the prices remain firm, both for Canadian and United States products. Malaga grapes are plentiful. Californian lemons are being received in large quantities and the quality has never been better. Pineapples are very scarce. There is a shipment due here at the end of the week, when prices will probably be from 23 to 25c. each in cases. We quote: Apples, \$2.50 to \$4.50 per bbl.; pears, 30 to 40c. per basket; Canadian grapes, 30 to 35c. per 10 lb. basket; bananas, \$1.50 to \$2 for firsts, and 80c. to \$1 for first eight hands; Malaga grapes \$6 to \$7; Jamaica oranges, \$5 per bbl., or \$3.50 to \$4 per box; Cape Cod cranberries, \$8 to \$8.75 per bbl., and \$2.75 to \$3 per case; Ontario cranberries, \$5 to \$7 per bbl. Pineapples will probably sell at 23 to 25c. each by the case.

#### VEGETABLES.

More lettuce is wanted and in some cases is sold for as high as 50c. per doz. bunches. Watercress, mint and parsley are 5 to 10c. per bunch higher. Cauliflowers are in good demand, but they are becoming hard to get and the price for them is higher in tone. Celery for choice lots brings the topmost prices. Hubbard squashes and citrons are scarce. We quote as follows: Carrots, parsnips and beets, 20c. per peck; turnips, 15 to 20c. per peck; lettuce, 40 to 50c. per doz.; radishes, 30 to 40c.; watercress, mint and parsley, 25 to 30c.; cauliflower, \$1.00 to \$1.50 per doz.; celery, 40 to 60c.; red cabbage, No. 1, 5 to 10c. cabbage, 25 to 40c.; pickling onions, 35 to 40c. per peck; dry onions, \$1 per bush.; potatoes, 50 to 70c. per bag; egg plant, 30 to 35c. per basket; Hubbard squash, 15 to 30c. each; vegetable marrow, 10 to 20c. each; pumpkins, 10 to 25c. each; citrons, 10 to 15c. each.

#### COUNTRY PRODUCE.

**EGGS**—The egg market is in good healthy condition. The receipts are light, but there has been no change in prices. Dealers receive as much as 19c. and 20c. per doz. for good new laid eggs. Fresh gathered sell at from 17c. to 18c. Cold stored, 16c. to 17c.

**BEANS**—The season for this article has not fully started yet. The market is quiet and prices remain unchanged. Choice hand-

picked pea beans are worth \$1.70 to \$1.75, and unpicked, \$1.50 to \$1.60.

**HONEY**—The market is featureless, the demand being about equal to the supply. There is no change in prices. We quote: Clover, 10c.; in combs, \$2 to \$3 per doz.

**DRIED APPLES**—The market in this line is steady. The demand is improving as the season is just opening up. Evaporated apples are selling at 90c. in car lots and  $9\frac{1}{2}$  to 10c. for cases. Dried apples are worth 6c.

**POTATOES**—There is a steady demand for potatoes. The supply is good, but there seems to be a great deal of inferior quality on the market. In car lots, on the track, potatoes are worth 50c. per bag, and sell from 60 to 65c. per bag for good stock.

#### BUTTER AND CHEESE.

**BUTTER**—The amount of butter received has been large, but choice pound prints are wanted. Good butter is in brisk demand, but the second-grade butter is hard to move. The quality of the receipts of the tub butter has improved. The market is rather weak for butter and prices for choice rolls is lowered, the top price for this article now being 16c. per lb. Most of the tubs that are now coming in sell at 12c. per lb. and are suitable for bakers only. Extra choice prints of dairy butter bring as high as 18c.; choice rolls, from 15 to 16c. per lb.; choice butter in tubs, 14 to 15c.; medium tubs vary from 12 to 14c. Creamery prints are in good demand, and sell at 20c.; creamery solids, 19 to  $19\frac{1}{2}$ c.

**CHEESE**—The cheese market is quiet. There is a good supply and the English consumers seem to have reached their limit of cheese consumption. Hence the market here is well supplied. There is a steady demand at  $9\frac{1}{4}$  to  $9\frac{3}{4}$ c.

#### POULTRY AND GAME.

**DRESSED POULTRY**—The supply of dressed poultry during the past week has been poor, notwithstanding the favorable weather. Turkeys are now bringing as high as  $9\frac{1}{2}$ c. Prices in other lines are steady. We quote as follows: Chickens, 30 to 50c. per pair; ducks, 40 to 75c. per pair; geese, 6c. per lb.; turkeys, 9 to  $9\frac{1}{2}$ c.

**LIVE POULTRY**—The receipts of live poultry this week have greatly fallen off, owing to the wet weather and the proximity of Christmas. A large quantity of extra fine fowl is expected next week for a shipment to Great Britain for the Christmas market. Fat chickens of 2 lb. weight are in greater demand as broilers than those of heavier weight, both in the American and British markets. The Canadian Produce Co., 36 and 38 Esplanade east, Toronto, will pay until further notice for spring chickens, not less than two lb. each, 6c. per lb. For ducklings, 5c. per lb. For hens (including last year's birds) 3c. per lb. These prices are for live



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weight on arrival. Crates shipped free and express paid up to 50c. per 100 lb. of chickens.

GAME—Larger quantities of game have been received this week than last. Teal and butterballs are 5c. lower in lots. Otherwise the price is unchanged. The demand is very good this week. We quote as follows: Teal and butterballs, 20 to 25c.; bluebills, 40 to 50c.; pintails and redheads, 50 to 60c.; black ducks, 75 to 85c. per brace; canvas-back and mallards, \$1.

**FISH.**

There is a good demand for both fresh and prepared fish this week. Oysters are selling well. Digby herring are more in demand and a large shipment has been received of this season's catch. The price of this article has lowered 15c. per bundle. Finnan haddie is quiet. We quote: Fresh fish—Codfish, 6 to 8c.; whitefish, 7 to 7½c.; trout, 7c.; halibut, 14c.; sea salmon, 13 to 15c.; haddock, 6c.; herring, 5c.; perch, 4c.; British Columbian salmon, 20c. Smoked fish—Ciscos, 75c. to \$1; finnan haddie, 6½ to 7c.; Digby herring, 60 to 75c. per bundle. Prepared fish—Dried cod, in 112 lb. bundles, \$4.75 per cwt.; flitch cod, \$5 to \$5.25; boneless cod, in bricks, 4½ to 5½c. per lb.; steak cod, 6½c. per lb.; shredded cod (2 doz. in box), \$1.80 per box; boneless fish, loose, in 25-lb. boxes, 4 to 4½c., and in 5-lb. boxes, 5c. per lb. Oysters—No change in prices. Standards sell at \$3.75 per small pail or \$1.50 per Imperial gallon; selects, \$2 per Imperial gallon.

**GRAIN, FLOUR AND BREAKFAST FOODS.**

GRAIN—Owing to the high prices in Chicago Manitoba hard is now selling at 84c., grinding in transit, or 82c. Toronto and West; which is an advance of 1c. over last week. Buyers have advanced the price for red and white to 72c. for extra good samples. Goose wheat is 2c.; oats, 3c., and rye, 2c. higher. Receipts of wheat at the local market here are light. We quote: White and red wheat, 64 to 72c. goose, 66 to 66½c.; oats, new, 43 to 44½c.; rye, 55c.; barley, 50 to 59½c.; peas, 70 to 71½c.

FLOUR—There is a good demand in this line. Manitoba bakers' and Ontario patents have advanced 5c. Straight roller is from 10 to 25c. lower. Hungarian patents are unchanged. We quote as follows: Ontario patents, in bags, \$3.50 to \$3.60; Hungarian patents, \$4; Manitoba bakers', \$3.75; straight roller, \$3.00 to \$3.15 per bag in Toronto.

BREAKFAST FOODS—The demand from the Lower Provinces for oatmeal and rolled oats is steadily improving and prices for oatmeal have advanced 65c. in carlots; standard and rolled oats are 25c. higher. Some oatmeal and rolled oats have been exported to Great Britain where the prices are high. Oatmeal in carlots on track here, \$5.25; standard and rolled oats in carlots on track here, \$4.75; in bbls., 15c. more; broken lots are 25c. per bbl. extra; rolled wheat, \$2.30 in 100-lb. bbls.; cornmeal, \$3.60; split peas, \$4.50; pot barley, \$4.50.

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**The AMERICAN TOBACCO CO.**

OF CANADA, Limited.

Are sold by all the Leading Wholesale Houses

**CUT TOBACCO****OLD CHUM.****SEAL OF NORTH CAROLINA**  
**OLD GOLD****CIGARETTES****RICHMOND STRAIGHT CUT.****SWEET CAPORAL.****ATHLETE.****DERBY****COX'S GELATINE** Always  
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**THE RUBLEE FRUIT CO.**

LIMITED.

IMPORTERS OF FOREIGN AND DOMESTIC  
GREEN AND DRIED FRUITS, NUTS, Etc.

151 Bannatyne St.,

WINNIPEG, MAN.

12th St.,

BRANDON, MAN.

## HIDES, SKINS AND WOOL.

The market is steady and the movement is normal in hides, skins and wool. A better quality of sheepskins are coming in. Deerskins are very few in number, and the receipts so far have been very light. Prices in all lines are unchanged.

**HIDES**—We quote: No. 1, green, 8c.; No. 2 green, 7c.; No. 1 green, steers, 8½c.; No. 2 green, steers, 7½c.; cured, 8¼ to 8¾c.

**SKINS**—We quote: No. 1 calfskins, 9c.; and No. 2, 7c.; deacons (dairies) 55 to 60c. each; sheepskins, 60 to 65c.; deerskins, 12½c. per lb.

**WOOL**—We quote: Fleece, 13c., and unwashed, 8c.

## SEEDS.

The offerings in red clover continue large. The offerings in alsike still continue moderate. There is very little offering in timothy. We quote as follows: Red clover, \$4.50 to \$4.80 per bush. for good, choice quality at outside points. Alsike brings from \$6 to \$7.25 for extra choice seed, but the poorer qualities are quoted lower. Timothy remains at \$2 to \$2.25.

## MARKET NOTES.

All white sugars are 10c. lower.

Currants are cabled 6d. dearer.

Quinces are no longer on the market.

Dealers are complaining that venison is not being received in such large quantities as it was last year.

The quality of 1-lb. prints of butter is a cause of complaint and good prints are very much desired.

The season for Canadian grapes is about over, as only a small quantity have been received this week.

The quality of the lemons that have recently been received from California has never been better.

A large shipment of live poultry is to be made to Great Britain next week for the Christmas market there.

Dealers expect that there will be a great demand for prunes this year, owing to the failure of the Canadian fruit crop.

The receipts of game still continue too large, although, on the other hand, the receipts of dressed poultry have fallen off.

A cargo of oatmeal and rolled oats has been shipped to Great Britain, where the prices for this line have slightly improved.

Valencia raisins advanced 1s. 6d. in Denia on Saturday, and a cable received since then reports the market firm and advancing.

From latest reports the crop of oranges and lemons has been good all over the world, and dealers expect that prices will be low this winter.

Poultry dealers prefer 2-lb. chickens to those of larger weight, as there is a greater demand in both the British and United States markets for them than for those heavier.

## QUEBEC MARKETS.

Montreal, November 14, 1901.

## GROCERIES.

THE arrival of the Bellona has led to a good deal of shipping out of the wholesale grocery establishments this week. Although retailers have secured most of their fruit stocks off the Escalona, yet many waited for the Bellona shipments. This last vessel also brought Tarragona almonds, filberts, currants in 1-lb. packages, and wines from Cadiz and Tarragona, all of which are being placed in retailers' hands this week. Fruits are in a particularly healthy condition; no one has overstocked this year, and, indeed, wholesalers are beginning to find that they are understocked. Tapnet figs are decidedly scarce this week and most houses have cleared the boards of these goods. Prunes are in fair request, and Malaga raisins, and have sold exceedingly well. Even new peels are now in light supply. Seeded raisins seem to be the only active Californian raisin. Indeed, muscatels are not being offered. Valencia raisins are the slowest line in the fruit market, yet they are having a fair sale. The feature of the week has been another decline of 10c. in granulated sugar; yellows remain unchanged. There has been quite a lot of Acadian sugar sold here within the past two weeks. Teas remain very firm on all grades and the low grades are now much higher in all hands. The only interesting feature in canned goods is an advance in blueberries which are now worth 95c. Lard and pork are lower. Skinless dressed cod and green cod are both higher. The spice mills say they have not been so busy in years. Cereals and coarse grains are scarcer and higher.

## SUGAR.

On Tuesday the local refiners followed in New York's wake and reduced the price of all white sugars by 10c. per 100 lb. Yellows remain unchanged. Prices are now \$4.10 for granulated and \$3.35 to \$4.10 for yellows per 100 lb. As yet the Acadian refinery has not altered its quotations. There has been a large quantity of Acadian sugar sold during the past two weeks. Every indication would point to a continued low era in sugar owing to the increase in the production of both beet and cane. It is expected that the United States will, in a few years, be entirely independent of European supply. This week there has been a firmer feeling in sugar, London advancing to 7s. 3½d., but there seems to be no hope of any great reaction from the present low figures.

## TEAS.

Teas continue to show that strength that has characterized the market during the past few weeks. Indeed, a real scarcity has developed within the past few days and there are buyers on the street looking for samples. One dealer expressed himself thus: "For some time we have cried 'wolf, wolf,' and no wolf has come; but from all appearances we are soon to see that stringency that we have been predicting for a long time. Stocks in the city are abnormally light in almost every line of tea; that I am fully aware of. Country dealers have an exceedingly light supply and I expect to see the better demand which has sprung

up for tea continue for some time to come. The United States are also strong buyers in our market. Last year when we looked for an active trade in tea we did not reckon on the large stocks of old tea that were being held; these have all been cleared out now and I feel that the market must be strong for months to come. No consignments of Ceylon tea are coming forward from London or Ceylon and we can safely argue that blacks will continue to hold their present values."

Young Hyson points and gunpowders remain quite firm and sifted Hysons are fully 3c. higher than last year. Pealeas that sold last year at 17½c. are now worth 18½ to 19c. Japan has no more teas to offer. Nearly all the Japans and greens that are still to come forward have been sold in advance.

## SYRUPS.

Syrups continue to be shipped in large quantities at unchanged prices. We quote: 3¼c. in bbls.; 3¾c. in ½ bbls.; 3½c. in ¼ bbls.; \$1.50 in 38½-lb., and \$1.10 in 25-lb. pails.

## MOLASSES.

There is a fair movement reported in molasses, but as yet the total amount of business in this line is not great. The price is still 28 and 29c.

## CANNED GOODS.

Some weeks ago we reported a scarcity of blueberries and mentioned that one leading house was sold out. This same firm has replenished its stock this week but has raised its price from 87½ to 95c. to \$1. Otherwise, prices are without change. Tomatoes are moving slowly at 85 to 87½c. for new western goods. New corn is worth 80c. and peas, 80 to 85c., but we understand that there are houses offering last year's corn and peas as low as 75 to 77½c.

Canned salmon is now pretty well all delivered and consequently the country demand is rather slow. The price is unchanged at \$5 to \$5.60 for Fraser river sockeye and \$1.80 to \$5 for Rivers Inlet. Gallon apples remain very high, old goods being worth \$2.50 to \$2.75. But few transactions have occurred in new goods. Kipperd herring is strong and there are dealers 5c. higher this week than last.

## SPICES.

The feature of the market is the strength shown by ginger. Prices have been so low that production has fallen off and it is even said that Africa will have to import some this year. Jamaica ginger is, of course, much lower than it was a year and a half ago, but Cochiti, rice ginger and Japan are all about 2c. higher in primary markets than they were two months ago. Cochiti has slightly appreciated on this market. We quote as follows: Nutmegs, 35 to 65c. per lb., as to size; Penang mace, 45 to 50c. per lb., as to quality; pimento, ground, 12½ to 15c.; cloves, 15 to 25c.; pepper, ground, black, 17 to 20c., according to grade; white, 25 to 27c.; ginger, whole, Cochiti, 14 to 16c.; Japan, 10c.; Jamaica, 16 to 20c.; ground, Japan, 15c.; Cochiti, 16 to 17c.; Jamaica, 22 to 25c.

## COFFEE.

The coffee market remains quite firm and decidedly active. Roasted coffees are worth: Mocha, 27 to 32c.; Javas, 25 to 32½c.; Rios, 13 to 18c.; Santos, 15 to 22½c.; Maracaibos, 15 to 22c.





# One Minute of Your Time

and a post card will put you in communication with us, if you want a quotation on advertising space large or small.

So many houses are using THE GROCER with good results that we give a few extracts from recent letters received :

"We find that our advertisement in THE GROCER pays us very well, and if everything in the future is as satisfactory as it is at present we will not be without it."

"We have had very good returns from our ads. in your paper, a good many of our orders reading, 'We have seen your goods advertised in THE CANADIAN GROCER.'"

"Have had splendid results from what advertising we have done with you."

## The Canadian Grocer

MONTREAL and TORONTO.

## RICE AND TAPIOCA.

No change has taken place this week. The demand is fair and the market healthy. We quote in combine district : B rice in bags, \$3.10; in  $\frac{1}{2}$  bags, \$3.15; in quarter bags, \$3.20; in pockets, \$3.25. In 10-bag lots, an allowance of 10c. is made. CC rice, \$3 in bags; \$3.05 in  $\frac{1}{2}$  bags; \$3.10 in  $\frac{1}{4}$  bags; and \$3.15 in pockets. In the open territory prices are about 10c. less. Patna rice is worth 4 $\frac{3}{4}$ c. per lb., and tapioca, 3 $\frac{3}{4}$  to 3 $\frac{7}{8}$ c.

## FOREIGN DRIED FRUITS.

**VALENCIA RAISINS** — The Valencia raisin market is steady and unchanged at 16s. 6d. to 17s. for fine off-stalk. Locally, the demand is not active, in comparison with that for other fruits. Finest off-stalk is worth 5 $\frac{1}{2}$ c. per lb.; selected, 6 to 6 $\frac{1}{2}$ c. and layers, 6 $\frac{1}{2}$  to 6 $\frac{3}{4}$ c.

**CURRENTS** — Stocks are already getting rather low and inquiries in regard to more importations are being received by the brokers. The Bellona unloaded a small shipment this week. Prices are held firmly. Finest Filiatras are worth 5 $\frac{1}{2}$ c. in half cases; 1-lb. cartons, 8c. and finest Vostizzas, 7 $\frac{3}{4}$  to 8c.

**PEELS** — Importations have been light and stocks are now quite light. Lemon is worth 9 $\frac{1}{2}$  to 10c.; orange, 10 to 10 $\frac{1}{2}$ c. and citron, 14c.

There has been a very active demand for Oregon prunes, but Californian prunes are enjoying only a fair sale. The market is quite firm. Californians are worth 8 $\frac{1}{2}$ c. for 40-50's, 8c. for 50-60's, 7 $\frac{1}{2}$ c. for 60-70's, 7 $\frac{1}{4}$ c. for 70-80's, 6c. for 80-90's, 6 $\frac{1}{4}$ c. for 90-100's.

**MALAGA RAISINS** — There has been a very active demand for Malaga raisins; in fact, repeat orders are being cable. We quote: London layers, \$1.50; "Connoisseur Clusters," \$2.00 to \$2.10; 1's, 65 to 70c.; "Royal Buckingham Clusters," \$3.10 to \$3.15; 1's, \$1.05 to \$1.10; "Excelsior Windsor Clusters," \$1.50 to \$1.60; 1's, \$1.30 to \$1.40.

**SULTANA RAISINS** — Good, sound Sultana raisins are worth 9 to 10 $\frac{1}{2}$ c.

**DATES** — The last auction sale in New York showed a slight reduction in values. Hallowees are selling there at 3 $\frac{1}{2}$ c. and 2 $\frac{1}{2}$ c. for Sairs. Here, Hallowees are worth 4 $\frac{1}{2}$ c.

**FIGS** — There has been a good trade doing in figs, particularly Comadre figs. This week there are hardly any to be found in the trade. The general quotation is 3 $\frac{1}{2}$  to 3 $\frac{3}{4}$ c.

## NUTS

Grenoble walnuts, filberts and almonds are all in stock this week and are being distributed. Grenoble walnuts are worth 10 $\frac{1}{2}$ c. for immediate delivery, 10c. for December; shelled walnuts, 16c.; Tarra-gona almonds, 10c.; shelled, 22 to 23c.; filberts, 8 to 8 $\frac{1}{2}$ c. in bales; pecans, 13 $\frac{1}{2}$  to 14c.; peanuts, 6 $\frac{1}{2}$  to 7 $\frac{1}{2}$ c.

## GREEN FRUITS.

Trade is quiet. Florida oranges are now in stock and also Malaga lemons. Barrel onions are 25c. higher. We quote: Jamaica oranges, \$4.75 to \$5 per bbl.; Florida oranges, \$4.25; Verdilli lemons, 300's, \$1.50 to \$5.50; 360's, \$2.50 to \$2.75 per box; Malaga lemons, 3 chests, \$6.50 to \$7.00; pineapples, 20 to 30c.; Canadian apples, \$3.00 to \$5.00 per bbl.; Californian plums, \$2.00 per box; limes, \$1.50 per box; cocoanuts, \$3.50 per bag

of 100; bananas, No. 1, \$1.75 to \$2.25, and eight hands, \$1.00 to \$1.50; Canadian pears (baskets), 40 to 60c.; Spanish onions, 90 to 95c.; sweet potatoes, \$2.50 to \$3.50; Malaga grapes, \$5.50 to \$7 per keg; cranberries, \$6.50 to \$7.75 per bbl.; barrel onions, \$2.75; new dates, 4 $\frac{1}{2}$ c. per lb.; chestnuts, 10 to 11c.

## FISH.

Codfish is higher again this week. A dealer who tried to get some in Quebec this week found that there were no available supplies there. Prices are 25 to 50c. higher this week. Dressed skinless cod is also advanced about 25c. per 100-lb. case. We quote as follows: Haddies, 15 and 30-lb. boxes, 6c. per lb.; Yarmouth bloaters, 60 in a box, \$1 per box; Yarmouth bloaters, 100 in a box, \$1 per box; smoked herrings, medium, 13c. per box; single haddock, 3 $\frac{1}{2}$ c. per lb.; Marshall's canned, kippered and with tomato sauce, \$1.45 per doz.; also Canadian kippered, etc., 95c. per doz.; No. 1 green haddock, \$4.25 per bbl.; No. 1 green codfish, \$5.75 per bbl.; No. 2 green codfish, \$1.75 per bbl.; No. 1 dressed or skinless cod, 100-lb. case, \$1.75 to \$1.85; dried cod fish, per 112 lb., 85; Ivory brand boneless codfish in 1 and 2-lb. blocks, 20-lb. boxes, 5 $\frac{1}{2}$ c. per lb.; loose boneless cod, 40-lb. boxes, 4 $\frac{1}{2}$ c. per lb.; No. 2 mackerel, \$12 per bbl.; No. 1 pickled sardines, \$5.50 per bbl.; No. 1 Labrador salmon, \$11.50 per bbl.; No. 1 Labrador salmon, \$6.25 per  $\frac{1}{2}$  bbl.; No. 1 B. C. salmon, \$11 per bbl.; No. 1 B. C. salmon, \$6 per  $\frac{1}{2}$  bbl.; No. 1 Nova Scotia choice herrings, \$5.50 per bbl.; No. 1 Nova Scotia choice herrings, \$3 per  $\frac{1}{2}$  bbl.; Scotch or Loch Fyne herrings, \$6.75 per  $\frac{1}{2}$  bbl.; Scotch or Loch Fyne herrings, \$1 per keg; Holland or Dutch herrings, 75c. per keg; large salted eels, \$12 per bbl.; standard bulk oysters, \$1.30 per gal.; select bulk oysters, \$1.50 per gal.; canned Canadian  $\frac{1}{2}$  sardines, per 100, \$3.75; canned U. S. little neck clams, \$1.50 per doz.; canned U. S. Kensetts Cove oysters, \$1.25 per doz.; Malpeque, Blue Point and other shelled oysters, \$6 per bbl.; little neck clams, \$4; 1-lb. lobsters, flat cans, \$9.50 to \$10;  $\frac{1}{2}$ -lb. lobsters, flat cans, \$10 to \$10.50.

## FLOUR AND GRAIN.

**FLOUR** — The market is firm in sympathy with the late advance in the price of wheat. Spring patents are worth \$3.95 to \$1.10; winter patents, \$3.65 to \$3.95; straight roller, \$3.30 to \$3.40; strong bakers', \$3.60 to \$3.80.

**GRAIN** — We quote: Manitoba, No. 1, hard, 77 $\frac{1}{2}$  to 78c. afloat November; peas, 51c.; rye, 56 to 56 $\frac{1}{2}$ c.; No. 2 barley, 53 $\frac{1}{2}$  to 54c.; oats, 46 to 46 $\frac{1}{2}$ c.; buckwheat, 56 $\frac{1}{2}$  to 57c.; corn, 63 to 64c.

**OATMEAL** — The market is firm and values are gradually stiffening in sympathy with the advance in the price of oats. Some of the leading western millers refuse to take less than \$1.90 per carload here. Sales have occurred at \$4.70, however. Wholesalers ask \$5.10 to \$5.20 in wood and \$2.50 to \$2.55 in bags.

**POT BARLEY** — Pot barley in earlots is worth \$2 in bags and \$1.20 in barrels.

**FEED** — The market is firm and supplies are scarce. We quote: Bran, \$17 to \$17.50 in earlots. Shorts are scarce and worth \$19 to \$20 in earlots. Mouillie, \$20 to \$26.50.

**BALED HAY** — There is a continued demand for export and the market keeps firm. No. 1 timothy is worth \$9.50 to \$10. No. 2, \$8 to \$9; clover mixture, \$7.50 to \$8; clover, \$7 to \$7.50.

## LIQUORS.

## SCOTCH WHISKIES.

|                                                   | Per case of quarts.        |       |
|---------------------------------------------------|----------------------------|-------|
| Roderick Dhu .....                                | \$9 50 less 3 p.c. 30 days |       |
| Usher's O.V.G. Special Reserve 10 50              | " " "                      |       |
| Usher's G.O.H. .... 13 00                         | " " "                      |       |
| Gaelic, Old Smuggler..... 9 75                    | " " "                      |       |
| Greer's O.V.H. .... 9 50                          | " " "                      |       |
| Old Mull .....                                    | 9 75                       | " " " |
| Sheriff's One Star .....                          | 10 25                      | " " " |
| " V.O. ....                                       | 10 50                      | " " " |
| Kilmarnoch .....                                  | 9 75                       | " " " |
| Doctor's Special .....                            | 10 00                      | " " " |
| House of Lords .....                              | 10 75                      | " " " |
| Bullock, Lade & Co.—                              |                            |       |
| Special blend .....                               | 9 25                       |       |
| Extra special .....                               | 11 00                      |       |
| John Dewar & Sons—                                |                            |       |
| Extra special .....                               | 9 50                       |       |
| Special liqueur .....                             | 12 25                      |       |
| Extra " .....                                     | 16 50                      |       |
| James Ainslie & Co.—                              |                            |       |
| Highland Dew .....                                | 6 75                       |       |
| Glen Lion, extra special 12 50                    |                            |       |
| J. Brown & Co.—                                   |                            |       |
| Duke of Cambridge ...                             | 12 00                      |       |
| Mitchell's—                                       |                            |       |
| Heather Dew .....                                 | 7 00                       |       |
| Special Reserve .....                             | 9 00                       |       |
| Mullmore .....                                    | 6 50                       |       |
| W. Teaches & Sons—                                |                            |       |
| Highland Cream, qts., \$9.50 less 3 p.c. 30 days. |                            |       |

## CANADIAN WHISKIES.

|                                    | In barrel per gal.             |  |
|------------------------------------|--------------------------------|--|
| Gooderham & Worts, 65 O. P. ....   | \$4 50                         |  |
| Hiram Walker & Sons .....          | 4 50                           |  |
| J. P. Wiser & Son .....            | 4 49                           |  |
| J. E. Seagram .....                | 4 49                           |  |
| H. Corby .....                     | 4 49                           |  |
| Gooderham & Worts, 50 O. P. ....   | 4 10                           |  |
| Hiram Walker & Sons .....          | 4 10                           |  |
| J. P. Wiser & Son .....            | 4 09                           |  |
| J. E. Seagram .....                | 4 09                           |  |
| H. Corby .....                     | 4 09                           |  |
| Rye, Gooderham & Worts. ....       | 2 20                           |  |
| " Hiram Walker & Sons .....        | 2 20                           |  |
| " J. P. Wiser & Son .....          | 2 19                           |  |
| " J. E. Seagram .....              | 2 19                           |  |
| " H. Corby .....                   | 2 19                           |  |
| Imperial, Walker & Sons .....      | 2 00                           |  |
| Canadian Club, Walker & Sons ..... | 3 60                           |  |
|                                    | Less than one bbl. per gallon. |  |
| 65 O. P. ....                      | \$4 55                         |  |
| 50 O. P. ....                      | 4 15                           |  |
| Rye .....                          | 2 25                           |  |

## CHAMPAGNE.

The prices below are subject to the trade discount of 5 and 3 per cent.:

|                                 | Per Case. |         |
|---------------------------------|-----------|---------|
| Comte de Castellane—            |           |         |
| Cuvee Reservee... { Quarts..... | \$12 50   |         |
| Carte d'Or.....                 | 13 50     |         |
|                                 | 15 00     |         |
| Champagne Ve Amiot—             |           |         |
| Carte d'Or.....                 | 16 00     |         |
| " Blanche.....                  | 13 00     |         |
| " d'Argent.....                 | 10 50     |         |
| Pommery—                        | Quarts.   | Pints.  |
| Sec and Extra Sec.....          | \$28 00   | \$30 00 |
| Mumm s—                         |           |         |
| Extra Sec.....                  | 28 00     | 30 00   |
| Moet & Chandon—                 |           |         |
| White Seal.....                 | 28 00     | 30 00   |
| Brut Imperial .....             | 31 00     | 33 00   |
| Perrier-Jouet—                  |           |         |
| Brut .....                      | 28 00     | 30 00   |
| Reserve Dry .....               | 28 00     | 30 00   |

## GIN.

|                               | Per Case. |  |
|-------------------------------|-----------|--|
| Pollen Zoon—                  |           |  |
| Red, cases of 15 bottles..... | \$9 75    |  |
| Green, " 12 " .....           | 4 75      |  |
| Violette, " 12 " .....        | 2 45      |  |



|                                              |     |    |
|----------------------------------------------|-----|----|
| P. Hoppe "Night Cap" Brand—                  |     |    |
| Red, cases of 15 bottles.....                | 10  | 50 |
| Green, " 12 " .....                          | 5   | 25 |
| Yellow, " 15 " .....                         | 10  | 75 |
| Blue, " 12 " .....                           | 5   | 40 |
| Poney, " 12 " .....                          | 2   | 50 |
| Draught—                                     |     |    |
| Hogsheads .....                              | \$2 | 95 |
| Quarter casks .....                          | 3   | 00 |
| Octaves .....                                | 3   | 05 |
| De Kuyper—                                   |     |    |
| Violet, 2 doz. cases .....                   | 5   | 30 |
| Green, " " .....                             | 6   | 00 |
| Red, " " .....                               | 11  | 50 |
| White, " " .....                             | 4   | 00 |
| Terms, net 30 days, 1 per cent. off 10 days. |     |    |
| In five-case lots, freight may be prepaid.   |     |    |
| Key Brand—                                   |     |    |
| Red cases .....                              | 10  | 25 |
| Green " .....                                | 4   | 85 |
| Poney " .....                                | 2   | 60 |
| Melcher's—                                   |     |    |
| Infantes (4 doz) .....                       | 4   | 75 |
| Picnic .....                                 | 7   | 75 |
| Poney .....                                  | 2   | 60 |
| Blue cases .....                             | 4   | 75 |
| Green " .....                                | 5   | 50 |
| Red " .....                                  | 10  | 25 |
| Honeysuckle, small .....                     | 7   | 00 |
| large .....                                  | 15  | 25 |

## COUNTRY PRODUCE.

**EGGS** — The market for fresh eggs keeps very firm. Dealers are selling new laid at 21c. and pickled at 16c. Fresh western sell as they arrive at 18c.

**HONEY** — There is a fair demand for choice white clover honey in comb which is worth 13 to 14c. to the trade. Extracted is quoted at 9½c.

**POTATOES** — The market is easier on account of heavier receipts. Early Rose and Hebrons are worth 65c. per bag while less desirable lots have sold at 59 to 60c. in carlots.

**BEANS** — Beans are somewhat weaker and wholesalers are offering white beans at \$1.55 to \$1.65 per bushel.

**ASHES** — The market is firm under a good demand. First pots, \$4.35 to \$1.10. Second pots are nominal at \$4.

## CHEESE AND BUTTER.

**CHEESE** — There have been no signs of any activity in the market since our last report, buyers on the other side being under the impression that stocks here are very heavy. But we believe that a mistake is being made and that some day there will be a bull movement as soon as the available supplies are truly estimated. Finest western is worth 9½c. and finest eastern, 8¾c.

**BUTTER** — Last week's decline has been followed by further reductions. October creamery is worth 21½c., dealers paying 20c. Western creamery is worth 19½ to 20½c.

## MONTREAL NOTES.

Green cod is up to \$6.

Sisal rope is ½c. higher.

Bluestone is now worth 5½ to 6½c.

New evaporated apples are worth 10 to 10½c.

Spanish loose muscatels, just in, are worth 7¼ to 7½c.

Rolled oats are higher, wholesalers asking \$5.10 to \$5.20 in wood.

Comadre figs are scarce and about 10,000 tapnets have been sold in this city.

Lard is 1c. per lb. lower; now worth \$2.25 per pail. Some brands of compound are also lower.

Coal oil has declined ½c. this week, "Silver Star" now being worth 15½c. and "Standard Acme, 18½c.

# 33⅓ % is your profit

## ON Clark's Concentrated Soups.

Handsome Labels = 13 Varieties.

Retail price 10c. per tin.

# EPPS'S

GRATEFUL.  
COMFORTING.

IN ¼-LB. LABELLED TINS.

14-LB. BOXES.

Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal.

In Nova Scotia, E. D. ADAMS, Halifax.

In Manitoba, BUCHANAN & GORDON, Winnipeg.

THE MOST  
NUTRITIOUS.

# COCOA

W. A. CARSON

J. ERLE CALDWELL

## Belleville Pottery Co.

SUCCESSORS  
TO...



KINDLY WRITE US FOR CATALOGUE AND PRICE LIST.

## A NEW COMPANY.

The Canadian branch of E. W. Gillett's business, with headquarters in Toronto, is shortly to be incorporated and a portion of the stock placed with the grocery trade. The attention of merchants is directed to the advertisement on page 34a of this issue. As our readers know, there is no more reliable business concern in business in Canada than the one generally known as the Royal Yeast Company. All goods for the Canadian and European markets are manufactured in their fine, up-to-date factory in Toronto.

## FIRE AT PUGWASH, N.S.

Pugwash, N.S., was visited by a disastrous fire which almost wiped it out on Sunday evening last, November 10. The

amount of the loss totals nearly \$50,000, with insurance for about one-third of that amount. The fire was discovered in Elliott's block. Amongst those burned out we regret to note the general stores of Elliott & Co., \$7,000 to \$8,000; Alex. Hollas, about \$5,000, and that of W. P. Stevens with a loss of probably \$400. Also Alex. McAuley and Wm. McLeod, butchers, had their properties destroyed, the former losing about \$150, and the latter \$1,500.

## PERSONAL MENTION.

Mr. Robert McKay, manager of the Blue Ribbon Tea Co., Toronto, has returned from an extensive tour in Colorado and Southern California.

R. H. Smith, Hampton, N.B., intends laying in a heavy stock as soon as the addition to his general store is completed.

# WE WANT TO ARREST

YOUR attention for a moment to remind you that if you require any of the following lines we feel confident that better values or better prices cannot be secured elsewhere. Get our quotations

## COFFEES.

Mocha, Java, Ceylon, Costa Rica, Maracaibo, Rio, Santos, etc.

## DRIED AND EVAPORATED FRUITS.

Valencia Raisins, Seedless Raisins, Currants, Figs, etc.

ALSO

## CORKS, SPICES, CREAM OF TARTAR, BAKING POWDERS.

# S. H. EWING & SONS, 96 King St., MONTREAL

### NEW BRUNSWICK MARKETS.

#### OFFICE OF THE CANADIAN GROCER.

St. John, N.B., November 11, 1901.

THE winter port business has commenced. The city, and particularly the Canadian Pacific Railway, have made every effort to make it the largest and most successful season we have yet had. The terminal facilities have been much increased. The number of sailings so far arranged for are large. We note with appreciation that the mistake of having horses shipped to Africa via Portland has been rectified and that they will go via St. John. We trust that Ontario importers will see that all their goods are ordered via St. John. The shipments of hay to Africa via St. John continue, there being one or more steamers continuously loading.

**OILS**—In burning oil there is no change in price; shipments continue large. Canadian oil is not pushed to the same extent as when there was a separate company. Paint oils are very firm and stocks are not large. There is a fair demand. Turpentine is higher. There is quite a steady sale here for benzine. In lubricating oils, while there is limited business, prices remain quite firm. In cod oil the season of receipts is about over. Prices continue quite high. Seal oil is also high. In candles there is no change and sales are light.

**SALT**—In Liverpool coarse salt prices are still quite high and stock held here is small. With the freer receipts expected, prices are likely to be lower. The demand is also quiet at this season. In Canadian salt prices are unchanged. A fairly active business is being done. We

quote as follows: Liverpool coarse, 58 to 60c.; English factory-filled, 95c. to \$1; Canadian fine, \$1 per bag; cheese and butter salt bulk, \$2.40 per bbl.; 5-lb. bags, \$2.85 to \$2.90 per bbl.; 10-lb. bags, \$2.70 to \$2.75 per bbl.; 20-lb. wood boxes, 22c. each; 10-lb. wood boxes, 14c. each; cartons, \$2 per case of 2 doz.; English bottled salt, \$1.25 to \$1.30 per doz.; mineral rock salt, 60c. per 100 lb. (Selected lumps.)

**CANNED GOODS**—New goods continue to arrive, but with this week all fall shipments will likely have been received. The market has been short of pork and beans, but supplies are to hand. Prices of vegetables are unchanged and continue close to cost. In tomatoes this would seem to be the only point where prices have not been advanced. Gallon apples are very firmly held at the advance. Our dealers hold quite full stocks. Peaches are quite a good stock and a profit is expected. Other fruit, except strawberries, are light sellers here. In meats, sale is now small. Fish are firmly held. Salmon are not a large stock. Domestic sardines are in good supply. Prices are firm. The pack is not large compared with demand. Haddies and kippered herring are both short. Clams are increasing in favor.

**GREEN FRUITS**—Apples are a large part of the green-fruit business at present; they are very firm for choice winter stock. Some nice apples are shown. Bishop pippins, which are favorites here, are nice this season. In oranges, Jamaicas are still the supply. Boxes and barrels are both offered; prices are unchanged. Lemons sell freely and are easy in price. In grapes, the season for Ontarios is about done. Malaga grapes sell quite freely. Quinces are done. Cranberries are still quite low and sell freely. Good Nova Scotian berries are offered. The season for sweet potatoes is about

over. Bananas may be said to sell only in a retail way.

**DRIED FRUITS**—There is a large business. Peels are to hand during the past week. Citron is well above last year's prices. Lemon and orange, though higher, do not show the same difference. New dates were also received last week. Prices this year are low. There is a fair sale. Figs have a steady sale at even figures. Direct shipment of Californian prunes is shortly expected. Prices, particularly of small sizes, are firm. There is little or no sale for other than the 25-lb. box. Importations of raisins are lighter than usual. Prices are easy. There are more Malaga loose than last year. Layers are not so freely bought. There is but a light supply of evaporated apples. Prices are so high sales are affected. Dried apples are higher. Prunes are firm at full figures. Nuts are now free sellers; except Brazils, which are high this season, prices are below last year.

**DAIRY PRODUCE**—While there is a rather better supply of butter, for good stock full figures are asked, the market being rather firmer. Eggs are higher and move freely. For strictly fresh eggs the price is high. Cheese is unchanged in price and the market is somewhat dull.

**SUGAR**—There is a large sale. Prices show no change from the lower figures quoted last week. Dealers take more interest in this branch of their business, as they are now sure of at least a small profit.

**MOLASSES**—The market at present is rather dull. Prices are unchanged. There is, however, quite a little moving in a small way. Nearly all is Porto Rico molasses.

**FISH**—In dry cod prices are rather higher. While there have been quite free receipts, sales are large, and stocks are

*The best selling tea in Canada today is*  
*Blue Ribbon Ceylon*

*packed and sold by*  
*Blue Ribbon Tea Co.,*  
*12 Front St. East - Toronto*



# JAMES' "DOME"

## BLACK LEAD

The most popular Black Lead in the world.

WE WANT TO REMIND YOU LEST YOU FORGET THAT

### The Delhi Canning Co.

STILL LEADS IN QUALITY, AND MEETS THE PRICE.

YOU SHOULD SEE SAMPLE OF OUR 1901 PACK.

Our **CORN** is a trade-winner. **PEAS**—the best we ever packed.

Competitors admit that our **TOMATOES** are superior.

"**EPICURE**" **CATSUP** has no rival.

**PEACHES**—Choice yellow, XX syrup, tell their own story.

All other lines the best that can be produced.

Packed under the "**MAPLE LEAF**"—our Trade Mark and consumers' guarantee.



TRADE MARK

Always in stock with Leading Wholesale Grocers.

Factories: DELHI and NIAGARA.

Head Office: DELHI.



## The THISTLE Brand

ARE

HIGH-GRADE

TOMATOES - CORN - PEAS - Etc.

GUARANTEED  
SECOND TO NONE.

BRIGHTON CANNING CO.

## "The Finest I Ever Tasted"

was the exclamation of a customer a few days ago, on tasting KENT BAKED BEANS for the first time. The Beans deserve all the praise they get. Nothing but hand picked Pea Beans and the choicest Bacon Pork combined with a proper amount of granulated sugar enter into their composition. They are as good as can be made. A "sample" Can will be mailed to you on application.

THE KENT CANNING CO., Limited, CHATHAM, ONT.

rather light. In pickled herring receipts have been quite free, but the market was quite bare and this is the season of sale. There are very few pickled fish offered except bay herring. Finnan haddies are rather lower. Receipts are quite large. Regular shipments are now going west. Smoked herring keep low. Kippered are unchanged. Dry pollock are firmer. Stocks are light. We quote: Large and medium dry cod, \$3.65 to \$3.75; small, \$2.50 to \$2.60; haddies, 5 to 5½c.; smoked herring, 7 to 8c.; fresh haddock and cod, 2½c.; boneless fish, 4 to 5c.; pollock, \$1.50 to \$1.60 per 100 lb.; pickled herring, \$2.15 to \$2.25 per ½ bbl.; Canso herring, \$5.50 per bbl.; kippered herring, \$1 per box; Shelburne, \$2.50 per ½ bbl.

**FLOUR, FEED AND MEAL** — In flour, market is firmer. The rather higher prices in Ontarios have created quite an improved sale. Feed is scarce and the high price affects the sale. Oats are high. The P. E. I. shippers are offering very little stock. Oatmeal is again quoted higher. Buyers are unsettled. Beans are rather firmer. Cornmeal is quoted a little higher. Peas are very scarce. We quote as follows: Manitoba flour, \$1.60 to \$1.70; best Ontario, \$3.90 to \$4; medium, \$3.60 to \$3.70; oatmeal, \$1.95 to \$5.00; cornmeal, \$3.60 to \$3.10; middlings, \$22 to \$23; oats, 19 to 50c.; handpicked beans, \$1.75 to \$1.80; prime, \$1.60 to \$1.70; yellow eye beans, \$2.80 to \$3.00; split peas, \$1.60 to \$1.75; barley, \$1.25 to \$1.30; hay, \$12 to \$14.

#### ST JOHN NOTES

The popular grocers' basket is the "Red Rose" tea basket it gives with the tea.

J. A. Tilton has the appointment as representative for Harrison & Crossfield, London.

H. F. Finley has received a large shipment of Batger's peels, citron, orange and lemon, all in 7-lb. wood boxes.

Mr. Bowman, representing The N. K. Fairbank Company, called on the trade during the week, with the local agent, J. Hunter White.

We regret to report that C. & E. Mac-michael have suspended payment. There is very general sympathy and the hope that a satisfactory arrangement may be made is freely suggested.

G. T. Whelpley, the well-known and successful retail grocer, of Fredericton, was in the city this week. For over 30 years Mr. Whelpley has been in St. John every year on the 8th of November. His many friends rejoice that his health has been such as to allow this regularity.

#### FAILURES FOR NINE MONTHS.

There were for the first nine months of 1900 a total of 1,002 failures in Canada, with assets amounting to \$3,017,784, and liabilities of \$7,441,667, while for the same period this year the total number of failures was 1,041, with assets amounting to \$4,160,670, and liabilities amounting to \$9,346,495; the total number of failures for the first nine months of this year exceeding the number for the same period of last year by 39, and the liabilities exceeded those of the same period last year by \$1,934,828.

#### A PLEASANT SURPRISE.

**A**T the last meeting of The Baking Powder Association of Canada, held in Toronto on November 8, a beautiful illuminated address was presented to Mr. Wm. Dobie, of the E. W. Gillett Co., who formerly acted as secretary of the association. Following is copy of the address:—

To William Dobie, Esq.,

SIR, — The members of The Baking Powder Association of Canada wish you to know how greatly they appreciate the eminent services you have been able to render them as their Secretary.

Attacked by a powerful corporation, whose purpose was to destroy our business, we were in need of a leader, skillful as well as courageous, and securing you, were fortunate in securing one under whose wise generalship we were able to defeat our great enemy and to avert the threatened destruction.

Your management of the first deputation to Ottawa, and the practical way in which the matter was there, under you, presented to the Government, stamped you as a leader of men.

The excellent work you did at the great convention in Chicago, the comprehensive report of its proceedings which you presented upon your return, whereby we learned that our brother manufacturers in the United States were waging a successful war against our common foe, gave us fresh courage to continue the fight.

Your personal acquaintance and influence with the heads of the various concerns from which we purchase supplies materially assisted in obtaining the financial aid we required for the contest.

The extensive correspondence you conducted, not only with the active members of the association, but with others who, though equally interested, refused to take an active part or to join our ranks, kept us fully acquainted with the progress of events and merit our warmest praise.

We also recognize that no member of our association was as well qualified as yourself to command the attention of the Honorable the Minister of Inland Revenue; that to the tact, earnestness and courage with which you presented this complicated matter to him is due the satisfactory solution of the baking-powder problem.

We therefore ask you to accept this expression of our gratitude for the work you have done, for the industry, skill, courage and courtesy you have shown, and for the satisfactory results which under your guidance have been obtained.

Signed on behalf of The Baking Powder Association of Canada.

WM GORMAN,

President.

R. M. FULLERTON,

Vice-President.

Mr. Dobie, who was taken by surprise, fittingly acknowledged the kindness of his confreres.

#### A ST. JOHN'S FAILURE.

A meeting of the creditors of Puddington & Merritt, wholesale grocers, St. John, N.B., was held on October 5, at which was submitted a statement showing their liabilities to be over \$98,000, of which \$59,000 is to Merritt Bros. & Co., and the assets to be \$10,000, against which are preference claims for rent, etc., amounting to over \$1,000.

Include with first order from wholesale grocer a trial lot of

**H AND H**  
TRADE MARK

the unequalled cleaner. Steady growth. **seasonable**, well advertised, and have letters daily from consumers.  
34 Yonge Street, Toronto.

**POULTRY**

In big demand. Choice dry picked bring good prices.

**APPLES**

BUTTER, EGGS and CHEESE WANTED.

A. A. SIMONSKI, 250 Spadina Ave., Toronto.  
Wholesale Produce and Commission Merchant.

"Imperial" Brand **PEARS**

are as good as any, and a good deal better than some other brands. Why? Because we use good fruit and preserve it the right way. That's why.

IMPERIAL CANNING CO.,  
KINGVILLE.

**LEMONS**

Car fancy bright Californias just to hand. The only lemon at present for fine trade.

Malaga Grapes Sweet Potatoes  
Oranges

Write for weekly price list which explains fully.

**WHITE & CO.**

Commission Merchants, TORONTO

Toronto Fruit Merchants.

**MALAGA GRAPES**

We have a full stock of fancy stock and heavy kegs.

Send for Sample Keg.

Our **NEW FIGS** are extra Fancy, in 1-lb., 10-lb., 20-lb. and 40-lb. boxes.

MAIL ORDERS OUR SPECIALTY.

**HUSBAND** Bros. & Co.

82 Colborne St., Toronto

**SPECIAL**

Our New Warehouse, Cor. Church and King Streets, gives us the most central position for handling

**Poultry, Butter, Eggs.**

GIVE US YOUR SHIPMENTS.

**CLEMES BROS.,**

FRUIT AND PRODUCE,  
**TORONTO.**



## SEND IN YOUR ORDER.

If our traveller is not around when you want **Paper, Paper Bags, Butter Plates** or anything in our line, send in your order to us by mail. You can rely on our prices being right, and we are prompt shippers.

## DOUGLAS & RATCLIFF

34 Church Street,

TORONTO.

# RICH TRAVELLER!!

Who ever heard of such a thing?

# Christie, Brown & Co., Limited, makes them.

GOLD MEDAL, PARIS, 1900.

### Walter Baker & Co.'s PURE, HIGH GRADE Cocoas and Chocolates.



TRADE-MARK.

**Breakfast Cocoa.**—Absolutely pure, delicious, nutritious, and costs less than one cent a cup.

**Premium No. 1 Chocolate.**—The best plain chocolate in the market for drinking and also for making cake, icing, ice-cream, etc.

**German Sweet Chocolate.**—Good to eat and good to drink; palatable, nutritious, and healthful.

WALTER BAKER &amp; CO. Ltd.

ESTABLISHED 1780.

DORCHESTER, MASS.

BRANCH HOUSE, 12 and 14 St. John St., MONTREAL.

TRADE-MARK ON EVERY PACKAGE.

## The Grocer

# B. S.

Retailers are not in business for the mere good of their health—**PROFITS** are what they want. Bee Starch gives a good percentage, and being positively unsurpassed it is safe for a grocer to push it.

In many localities Bee Starch has displaced all others.



## BEE STARCH CO., Montreal.

## OYSTERS.

FOR YOUR SUPPLY, SEND TO

STANDARD OYSTER CO.,

89 and 91 Broadway, - BUFFALO, N.Y.

Oldest and most reliable firm in the business.  
Wholesalers and jobbers

Established 1879. Branch, 63 Colborne St., TORONTO

## "Sarnia" OIL LAMP

Equal to best American Oil.

GROCERS ALL SELL IT.

THE QUEEN CITY OIL COMPANY, Limited, - TORONTO, ONT.

SAMUEL ROGERS, President.

## MANITOBA MARKETS.

Winnipeg, November 11, 1901.

**S**ATURDAY week was one of the most charming days on record, and enthusiastic wheelmen and women cherished the idea that on the first Sunday in November, 1901, they would make record wheeling trips in the country as a wind up for the season. But alas for their plans! When Winnipeg awoke November 2, it was to find the ground wrapped in a comfortable mantle of the beautiful. Sunday, Monday, and Tuesday were very cold, but by Wednesday the weather again moderated, and as the snow was very dry, the threshing has not been interfered with. The fall of snow and the colder weather proved a great stimulus to trade in many lines, and the volume of business for the week is large. Collections are improving, and the amount of paper promptly met on November 4 was gratifying, and even somewhat surprising. Few changes in price have occurred during the week, and markets are, in most cases, very firm.

**WHEAT**—The amount of wheat moved this week has been enormous. The market has been considerably more active, and prices have advanced about 2c. per bushel all round. Demand is heavy, and prices are unchanged in all grades. We quote: Lake of the Woods Five Roses, \$2; Red Patent, \$1.85; Medora, \$1.45; XXXX, \$1.25; Ogilvie's Hungarian patent, \$2; Glenora patent, \$1.85; Alberta, \$1.65; Manitoba, \$1.45; Imperial XXXX, \$1.25.

**CEREALS**—The price of rolled oats has again advanced 10c. per sack in sympathy with the advance in oats. Quotations are at present: Rolled oats in 80 lb. sacks, \$2.40; 40 lb. sacks, \$1.22½; 20-lb. sacks, 62½c.; 10 lb. sacks, \$2.80; granulated and standard, \$2.90 per 98 lb.; rolled wheat, \$2.25 per 80 lb.; pot barley, \$2.25, and pearl barley, \$3.30. Prices in these are likely to advance in a few days. Split peas and cornmeal are in limited demand and without change in price.

**SUGARS**—The decline of last week has been maintained and present quotations are: Standard granulated, \$4.90; extra ground, in bbl., \$5.40, in boxes \$5.65; powdered, in bbl., \$5.25, in boxes, \$5.50; Paris lump, in bbl., \$5.50; in ½-bbl., \$5.60, in boxes of 100 lb. \$5.50, in boxes of 50 lb. \$5.60; yellows, \$4.90.

**COFFEE**—Market is firm and high, although latest market reports show a decline of ¾c. from the highest point touched during the week. Nos. 5 and 6 Rios are 9 to 9½c.; No. 6, 9½ to 10c. Mochas are, if anything, a shade easier. Strictly fancy Aden Mocha, 25c.; fancy interior Java, 32½c.

**CANNED GOODS**—A very good trade is being done in all lines. After strictly comparing quotations from various houses, the following is submitted as a fairly accurate list of present prices: Fruits—Strawberries, heavy syrup, \$3.25; preserved, \$3.60; raspberries, preserved, \$3.25; syrup, \$2.95; blackberries, \$2.75; gooseberries, 2's, \$2.90; 2's, preserved, \$3.60; peaches, yellow, 2-lb. tins, \$4; 3-lb. tins, \$6; pears, 2-lb. tins, \$3.50; 3-lb. tins, \$4.50; apples, 3-lb. tins, canned, \$2.50; 3-lb. tins, preserved, \$3.65; gallon, canned, \$1.60. Californian canned fruit in 2½-lb. tins—Plums, green gage, \$4.25; Lombard, \$4.20; damson, \$4.20; egg, \$4.20; peaches, \$4.75; pears, \$4.95; apricots, \$4.75; cherries, white, \$5.50. Canned vegetables—Tomatoes, Boulter's, this season's pack, \$2.20; other brands, \$1.90; corn, 2-lb. tins, \$1.90; peas, 2-lb. tins, \$1.95; beans, 2 lb. tins, \$1.85; pumpkin, in 3-lb. tins, \$2.10.

**EVAPORATED AND DRIED FRUITS**—This market shows no material change. The quality of currants arriving is very fine. Prices in this line are holding firm at last week's price of 7½c. Muscatel raisins are a fine sample at 7 to 8c., according to the number of crowns. Valencia, fine off stalk, \$2.05 to \$2.10; do layers, \$2.30 to \$2.35; dates, 7½c. Apricots are very firm at 12½ to 13½c., according to quality; peaches, unpeeled, 10½c.; do, peeled, 10c. Evaporated apples are offering freely at 11c.

**GREEN FRUITS**—Everything now is down to a winter basis, and fruit houses present a very cleared up appearance to what they did three weeks ago, when the rush of grapes was on. Prices are without change in almost all lines. Snow apples are practically cleared up for this season. Good winter apples of almost any variety sell at \$5.50; American red apples, \$5; Malaga grapes, \$8 per keg; Cape Cod cranberries, \$9 per bbl.; sweet potatoes, \$5.50.

**CHEESE**—Jobbers' selling price on this market is 10 to 10½c. with very fair demand.

**BUTTER**—The feature of this week's market is the demand for creamery bricks at 22c.

## NOTES.

F. J. C. Cox, secretary of the Northwest Commercial Travellers' Association, has been appointed secretary-treasurer for the Manitoba Building Society.

R. J. Smardon, of the Columbia Packing Co., Vancouver, B.C., was in the city this week and has been very successful in arranging for large shipments of coho, qualla, halibut and sea trout put up according to a certain method. The fish is frozen

solid, and is then dipped in a solution which gives it a complete coating of ice. Each fish is wrapped in paper and packed in a case.

## DIVIDEND OF ACADIA REFINERY.

The balance sheet of the Acadia Sugar Refinery Company, Limited, for the year ending September 30, 1901, has been submitted by the directors. The report says: "The directors have pleasure in informing the shareholders that, after providing for depreciation and writing off the balance for new plant at Richmond and Woodside Refineries, the net profit, including \$9,228.02 brought forward from last year, was \$127,749.66."

On June 1, 1901, an interim dividend amounting to \$40,880, being 3 per cent. on the preference shares, was paid.

The directors recommend to the shareholders that a further dividend of 6 per cent. on the preference shares be paid on December 20, which will amount to \$81,760, and that the balance of \$5,109.68 be carried forward.

## WANTED

Dried, Evaporated and Green Apples; also Butter, Eggs, Poultry, Game, Beans, Honey, Onions and Potatoes in car lots.

If you have anything in Produce, Provisions, Canned Goods I would like a chance to sell them. Correspondence Solicited. Address

GEO. A. BOOTH, Box 308, Trenton, Ont.  
Also Office at Fruit and Produce Exchange, Ottawa.

# APPLES POULTRY POTATOES

and all other produce bought and sold on commission.

References: THE CANADIAN BANK OF COMMERCE, Market Branch.

McBRIDE & STRONACH,  
23 Church St., TORONTO.

It's not like pie,

It's healthy

## N. & B. Jelly Powder

Pays to push because it always gives satisfaction.

Be sure you get **THE RIGHT KIND**, made by

**Nicholson & Brock**  
TORONTO.

(A Sample Free)



## THE EARLY-CLOSING QUESTION IN TORONTO.

Pros and Cons Discussed Before the City Council.

**F**ORTY or fifty of the Toronto retail grocers waited on the City Council Monday, November 11, with a petition and a plea that the early-closing by-law about to be submitted would be duly considered and adopted. Those opposed to the measure were there also, though not so numerous. As the by-law passed some time ago was ineffective, a new one has been drafted, which is to come before the council in a few days. It was for this reason that the deputations waited on the council.

The opponents of the measure were given the floor first.

John G. Rogers, provision dealer, had interviewed 46 grocers and provision dealers and found that 36 out of the whole 46 were opposed to early closing. So far as he could see public opinion was entirely against the measure.

W. H. Black thought that a grocery store was not properly defined in the by-law, as a poultry dealer was not a grocer, nor was a fruit dealer defined as such. Since grocers kept all these articles sold by them, it would not be fair to close a grocery store and let all the others remain open. He wanted the bill given a six-months' hoist, and expressed himself as willing to conform to the by-law if a petition having 50 per cent. majority of the grocers were gotten up in the meantime.

D. J. Kelly argued in favor of early closing. The by-law had before been thrown out on a technicality and had not been given a fair trial. Now it was amended, and the Ontario Legislature had enacted so that a test case might be brought to the higher courts. He was there to ask that the by-law be put in operation and the results tested. A number on both sides did not understand the law. There was no doubt that if it were given a fair trial it would be satisfactory to all concerned.

J. S. Bond stated his satisfaction with the law as it stood before. In his opinion the magistrate in making a conviction of imprisonment and hard labor had gone beyond the by-law. If one grocer closed early, they should all close at the same time. If the by-law could only be put in force for a year, they all would be in favor of early closing by that time, so beneficial would be its results, and, if it should prove unsatisfactory by that time, he, for one, would be willing to have it repealed.

B. Panter, president of the Retail Grocers' Association, said the agitation in favor of early closing had been going on for two or

three years. He had made a canvass, and was surprised to find that the vast majority of grocers were in favor of early closing. The council had passed the former by-law without considering the petition he had gotten up before, and he did not see that it was necessary to get up another one now, they having a petition already. The former law was all right, only it had been thrown out on a technicality. Only by early closing could their children and clerks enjoy the advantages of the Technical and other schools. Working from 7 a.m. till 11 p.m. was slavish work and ought not to be. He concluded by asking those in favor of the by-law to stand up, which they did to the number of forty or fifty.

After some opposition, Nicholas Murphy, K.C., was allowed the floor. He said that he appeared on behalf of a widow, who would have to close her store altogether if the by-law was enforced. Such were the hard times and the competition with the departmental stores, that only by remaining open at night were some of the dealers enabled to live. As most of the grocers were only working in their own stores, to to pass such a by law compelling them to close at a stated time would be a violation of their rights. Were they merely going to close to satisfy the grievances of a few clerks?

No action in the matter was taken by the council.

### A MEETING OF THE PROS.

The Toronto Retail Grocers' Association held a special meeting last Thursday night to make final arrangements for the early-closing by-law, which was to come before the city council on the following Monday. The meeting being called on such short notice, the usual quarters at St. George's Hall were unattainable, so the meeting was held at the store of F. S. Roberts, 290 Yonge St. There were fourteen or fifteen present, which was a very good attendance for a special meeting called upon such short notice. President B. Panter occupied the chair.

The office of secretary being vacant, on account of the departure of D. O. McKinnon, the late secretary, from the city, the first proceedings were to elect a successor. The lot fell upon Edward Hawes, a former occupant of the office.

The secretary read a letter from F. S. Mearns, solicitor of the association, stating that the city solicitor had made an amendment to the early closing law so that convictions could be secured, that the Ontario

Government had made an amendment to the statute so that the present by-law under discussion might be adopted by the city and enforced. He pointed out that those against the early-closing by-law were holding a mass meeting that same night to appoint a deputation to be first in waiting on the council at 3 p. m. Monday, to protest against the by-law.

The secretary submitted a circular which it was proposed to have printed and sent out to the grocers and butchers, stating the reasons why they were asking for the passing of the by-law and calling upon their supporters to rally around them in full force on Monday next.

It was decided that 500 of these circulars should be printed and sent out before Monday, the day which was to decide whether all their efforts were to be crowned with success or to be stared in the face by disaster.

After some discussion, a committee, consisting of Messrs. Marmion, Panter, A. R. Williamson, Mrs. Dart, D. J. Kelly and J. Good, was appointed to head the deputation and present their case as strongly as time and circumstances would permit to the city council.

### A MEETING OF THE CONS.

Those opposed to the early-closing by-law submitted by the Retail Grocers' Association of Toronto, are organized under the name of the City Grocers and Butchers' Protective Association. On the same night that the Toronto Retail Grocers' Association met, the members of this opposing organization assembled to the number of forty or fifty in Richmond Hall.

Resolutions were passed in which the members pledged themselves to work only for those aldermen who will refuse to sanction the early-closing enactment. The principal of freedom of trade was also commended in another resolution.

It was stated that a petition was being gotten up against early closing.

### THE "OZO" CO., LIMITED.

The "Ozo" Company, Montreal, is doing a flourishing business in teas these days. They have had the prestige of a long career as tea-blenders in London, Eng., and Canada, and the merchants throughout the country who are catering to a fastidious public have learned to place implicit confidence in this firm's judgment. They are ready to supply every class of want. They are always on the alert to advance the standard of their teas, and are prepared to give the fullest values. Tea blending, in particular, is a strong point with the "Ozo" Company.

# Our Motto: "FORWARD."

We are still selling teas, and we can prove to you that when we say we have the best values to offer at the lowest prices we mean it. For instance, here is a nice lot we have just received into store :

Ex SS. HUDSON, via Suez Canal (part of order):

**175 packages Japan Teas, including:**

50 half-chests **Finest Siftings**, in 1, 3 and 5-lb. packages.

Ex SS. DUKE OF FIFE, via Tacoma:

**400 packages Choice Sundried Japan Teas, comprising:**

100 half-chests Japan Teas

50 boxes 40-lbs. " "

100 packages " " each 2 20-lb. boxes.

75 matts " " each 4 10-lb. boxes.

75 matts " " each 8 5-lb. boxes.

Ex SS. EMPRESS OF JAPAN:

**376 pkgs. Choicest Pea-Leaf Make Gunpowder Teas**

in caddies and half-chests.

**A BARGAIN**

**250 Caddies**

Ping Suey Young Hyson Teas.

TO ARRIVE SHORTLY, via Suez Canal:

**1,800 packages Japan Teas**

including our celebrated, well-known brands, "OWL," No. 100, No. 200, No. 50.  
"HAWK CHOP."

Surely, with such a big assortment, you cannot buy elsewhere without first asking us for samples and prices. They are the lowest. It will pay you to write us. We are sellers.

## L. Chaput, Fils & Cie.

Wholesale Importers and Tea Merchants

 **MONTREAL.**



If you are interested in securing a line of goods that will prove exceptionally good sellers, profit-yielders and business-bringers, you will surely be interested in the

# Five Hundred Cases of Pure Fruit Syrups, put up in Fancy Decanters

that we have just received. We want to sell you a case or two of these goods—at this particular season they will sell like “hot cakes.” These syrups are of the very best and purest kind, and are delicious in every sense of the word. It will require little or no effort on the part of the merchant to dispose of such goods. Why, even if your customers do not require the syrup, they will buy for the sake of getting the pretty, tasty, neat decanters in which it is put up. Now, Mr. Grocer, the quantity of these goods is limited, the price is exceptionally low, and, as we want you to give them a trial, we would advise you to allow us to book your order at once—so just drop us a line before you turn to your next order of business and we will send full information as to prices, etc. The time to order is

**NOW**

from

**Henri Jonas & Co.**  
**MONTREAL**

## MONTREAL GROCERS' ASSOCIATION.

### THE LIQUOR FLASK QUESTION.

ON the first occasion of his occupancy of the presidential chair, Ald. Turner was greeted with a bumper house. There must have been nearly 50 grocers out to the Montreal Retail Grocers' meeting on Thursday night, November 8.

Among those present were: Secretary J. Dixon, Treasurer Bigaouette, O. A. Bigaouette, Alph. Lefaine, Joseph Pape, G. Boisvert, J. B. Deschamps, O. Champagne, N. Lapointe, M. de Repentigny, A. Dionne, J. B. Diau, H. Poirier, C. E. E. Authier, J. E. Manning, Berthiaume, G. B. Beauchamps, M. Perras, A. D. Paquette, F. Bigaouette, A. Bigaouette, J. O. Leveque, N. Chartrand, P. Daoust, A. Laniel, M. Courtois and Vallieres.

Messrs. Beauchamps and Lariviere were received into membership on motion of Ex-president Lapointe, seconded by Mr. Vallieres.

The only subject up for discussion was the question of grocers selling liquors in flasks. A few days previous all the licensed grocers of the city had received notice from the Quebec Government to the effect that it was illegal for grocers to sell liquors in flasks holding less than a pint and that this point in the law would be enforced as it had not been before. Hitherto, the grocers have been protected in the sale of small flasks by a tacit understanding with the authorities. It appears now that the approval has been withdrawn for some occult reason.

Messrs. Lapointe, Authier, de Repentigny, Champagne, Leveque and Poirier discussed in turn the methods that should be adopted to impress upon the Government the un wisdom of its course. The association feels that all will be righted at the next session of the Legislature; meanwhile, it is felt that the law should not be enforced.

Mr. de Repentigny ventured the suggestion that the association should pledge itself to defend any member who should be prosecuted for selling flasks.

Mr. Poirier came forward with a good suggestion. He recommended that the grocers go about their plans quietly and systematically. He thought it would be a good idea to present to the Government a petition signed by the customers of the grocery stores in the city advising the Government of the convenience it is to them to be able to purchase small flasks of liquors for medicinal purposes without going to a hotel for such. Mr. J. Authier followed in the same strain, and the two addresses convinced the audience.

Mr. J. Leveque then proposed, seconded by Mr. H. Poirier, that the secretary be instructed to send out a circular letter to all the licensed grocers in the city asking them to have their customers sign such a petition and return the same to him by November 19. The petition will be drawn up by the association's lawyer.

The wholesalers will also be requested to lend their assistance, and a committee was appointed to call upon the wholesalers to decide upon a plan of campaign. A special meeting of the association will probably be held on the evening of November 19 to discuss the matter further.

### MR. J. ROBINSON IS PRESIDENT.

THE Dominion Commercial Travellers' Association held a meeting on November 9, in its rooms in the Toronto Bank Building, Montreal. It was well attended, for the main business on hand was the nomination of officers. Mr. Thomas L. Paton, president, occupied the chair, and in a few opening remarks said that the association was in a most prosperous condition. The gross receipts during the year amounted to about \$46,000, and the expenditures to \$32,000, leaving a balance of \$14,000 to the association's credit, the largest for years.

The nomination of officers was next in order. There was only one candidate for president, Mr. James Robinson, who was elected by acclamation. In a neat little speech, Mr. Robinson, who is one of the most popular men in the association, said that it had been his pleasure to be connected with the association for several years, and in thanking the members for the compliment paid him, he assured them he would do his utmost to further the association's ends.

Nominations for vice president—Messrs. F. Birks, G. A. Harris and G. A. Mann.

For treasurer—Mr. J. S. N. Dougall (re-elected by acclamation).

For directors (five to be elected)—Messrs. E. F. Dautre, W. E. Dickson, A. Gall, R. C. Wilkins, R. G. Plaw, J. A. Thompson, F. T. Pilon, W. B. Matthews, W. H. Evans and A. Fournier.

Messrs. Riddell and Common were appointed scrutineers, and it was decided to close the poll at 5 o'clock, December 13.

The annual dinner was next considered, and it was decided to leave the selection of its date and place to a committee composed of Messrs. E. F. Dautre, J. Mann, L. O. Demers, M. Murdock, J. Croil, W. B. Giles, D. A. Lefebvre, G. Harris, C. A. Sullivan, W. J. Egan, W. H. Evans, J.

Robinson, J. S. N. Dougall, A. Fournier, W. Poulliot and R. C. Wilkins.

Mr. Max Murdock gave notice of motion to be made at the annual meeting, to be held December 14, to adopt a new constitution and by-laws, which differ from the old ones only in that the age of membership is reduced from 50 years to 45 years, and the time for making an assessment is changed from 60 days to "within the current year."

Mr. Dougall, of the benevolent committee, reported the expenditure of only \$15 during the year.

Mr. G. A. Mann, of the hotel and grievance committee, reported the closing up of one hotel in Ontario for not being up to the required standard, and the suspension of three members for violation of rules. The committee was issuing a small supplement to the hotel guide, which will be a complete and up to date book.

Mr. Murdock, of the room committee, then made his report.

Mr. W. P. Beauchamp made a complaint on behalf of several travellers who suffered considerable inconvenience and loss of time through the discontinuance of a certain daily train on the Central Vermont road to Granby. The matter was referred to the grievance committee.

### FLOUR MILL BONUSES IN N.B.

Deputy-Commissioner Peters has thoroughly inspected two new roller process flour mills, one in Gloucester and the other in York County, N.B., recently erected, and the Provincial Government, on the recommendation of the Hon. Mr. Farris, in its session at Fredericton, has voted the usual cash bonus. W. H. Clark, in York County, will get \$1,000 bonus as he has erected a 50-barrel mill, while Thomas Riordon, of Grand Aise, Gloucester Co., will receive a bonus of \$750, as his mill, though modern and up to date, has a capacity of only 35 barrels daily.

### A POSSIBLE COMPROMISE.

Burnham & Holdsworth, grocers, Digby, N.S., recently made an assignment to John Daley, with liabilities amounting \$9,395.72, and assets only totalling \$4,990.50. At a meeting of their creditors on October 3 and 4, an offer of compromise was received from the firm of 15c. on the dollar cash, or 20c. on the dollar, to be paid in three, six or nine months' time, unsecured. After a discussion, the meeting adjourned to give the assignee time to communicate with outside creditors. The cash offer will probably be accepted.



|                              |       |       |       |       |
|------------------------------|-------|-------|-------|-------|
| Dry Salted Meats—            |       |       |       |       |
| Long clear bacon .....       | 12    | 11    |       |       |
| Smoked meats—                |       |       |       |       |
| Breakfast bacon .....        | 15    | 13½   |       |       |
| Rolls .....                  | 12    | 11    | 11    | 12    |
| Medium Hams .....            | 14    | 13    | 14    | 15    |
| Large Hams .....             | 13    | 12½   |       |       |
| Shoulder hams .....          | 12    | 11½   | 8     | 9     |
| Becks .....                  | 15    | 13½   |       |       |
| Meats out of pickle 1c. less |       |       |       |       |
| Barrel Pork—                 |       |       |       |       |
| Canadian heavy mess .....    | 2 00  | 20 00 | 21 50 | 22 50 |
| “ short cut .....            | 2 00  | 21 00 | 22 00 | 23 00 |
| Plate beef .....             | 12 50 | 13 50 | 13 00 | 14 00 |
| Lard, tlerces, per lb. ....  | 11    | 10½   | 11½   | 12    |
| Tubs .....                   |       | 11    | 11½   | 12½   |
| Pails .....                  | 11½   | 11    | 12½   | 12½   |

## JERSEY CREAM BAKING POWDER

still leads as the purest, the most wholesome high-grade Baking Powder on the market.

Order case each size for your holiday trade.

**BEST IN CANADA.**

## LUMSDEN BROS.,

## Social Tea Social Coffee Social Cocoa

*Have you tasted*

## ENGLISH BREAKFAST SOCIAL TEA?

It is a pure tea.

Importers and  
Wholesale Grocers,

## Toronto and Hamilton.

## JERSEY CREAM YEAST CAKES

Winning merits everywhere.

Makes the most wholesome and sweetest bread.

Every Merchant should use Jersey Cream Yeast Cakes in his own home.

**BEST IN THE WORLD.**



## THE DOMINION BREWERY CO., LIMITED

Brewers and Maltsters  
TORONTO

Manufacturers of the Celebrated

# WHITE LABEL ALE

ASK FOR IT AND SEE THAT OUR  
BRAND IS ON EVERY CORK.

Our Ales and Porters have been examined by the best Analysts, and they have declared them Pure and Free from any Deleterious Ingredients.

WM. ROSS, Manager.



| COFFEE                         |        | Montreal. | Toronto. | St. John,<br>Halifax. | PETROLEUM                         |        | Montreal. | Toronto. | St. John,<br>Halifax. |
|--------------------------------|--------|-----------|----------|-----------------------|-----------------------------------|--------|-----------|----------|-----------------------|
| Green—                         |        |           |          |                       | Canadian water white.             | 14 1/2 | 15 1/2    |          |                       |
| Mocha.                         |        | 24        | 23       | 28                    | Sarnia water white.               | 16     | 17        | 16       | 16 1/2                |
| Old Government Java.           |        | 27        | 22       | 30                    | Sarnia prime white.               | 18     | 18        | 15       | 15 1/2                |
| Rio                            |        | 10        | 7 1/2    | 9 1/2                 | American water white.             | 19     | 19        | 17 1/2   | 17 1/2                |
| Santos                         |        |           | 9 1/2    | 10 1/2                | Pratt's Astral (barrels extra)    | 18 1/2 | 19        | 17       | 18 1/2                |
| Plantation Ceylon.             |        | 29        | 26       | 30                    |                                   |        |           |          |                       |
| Porto Rico.                    |        |           | 22       | 25                    |                                   |        |           |          |                       |
| Guatemala                      |        |           | 22       | 25                    |                                   |        |           |          |                       |
| Jamaica                        |        | 18        | 15       | 20                    |                                   |        |           |          |                       |
| Maracaibo                      |        | 13        | 18       | 18                    |                                   |        |           |          |                       |
| NUTS                           |        |           |          |                       | TEAS                              |        |           |          |                       |
| Brazil.                        |        |           | 15       | 16                    | Congon—Half-chests Kalsow.        |        |           |          |                       |
| Valencia shelled almonds.      | 22     | 23        | 30       | 35                    | Moning, Paking.                   | 13     | 60        | 12       | 60                    |
| Tarragona almonds.             | 10     |           | 30       | 30                    | Caddies Paking, Kalsow.           | 17     | 40        | 18       | 50                    |
| Formegetta almonds.            |        |           | 11 1/2   | 10                    | Indian—Darjeelings                | 35     | 55        | 35       | 55                    |
| Jordan shelled almonds         | 30     |           | 40       | 43                    | Assam Pekoes.                     | 20     | 40        | 20       | 40                    |
| Peanuts (roasted).             | 7 1/2  | 8         | 8        | 10                    | Pekoe Sonchong.                   | 18     | 25        | 18       | 25                    |
| " (green)                      | 6 1/2  | 7         | 7        | 9                     | Ceylon—Broken Pekoes.             | 35     | 42        | 35       | 42                    |
| Cocoanuts, per sack.           | 3 00   |           | 3 75     | 3 50                  | Pekoes                            | 20     | 30        | 20       | 30                    |
| " per doz.                     |        |           | 60       | 70                    | Pekoe Sonchong                    | 17 1/2 | 40        | 17       | 35                    |
| Grenoble walnuts.              | 10     | 10 1/2    | 12 1/2   | 10                    | China Greens—                     |        |           |          |                       |
| Marbot walnuts.                |        |           | 11 1/2   |                       | Gunpowder—Cases, extra first      | 42     | 50        | 42       | 50                    |
| Bordeaux walnuts.              | 9      |           | 8 1/2    | 9                     | Half-chests, ordinary firsts      | 22     | 28        | 22       | 28                    |
| Sicily filberts.               | 8 1/2  | 9         | 9 1/2    | 8 1/2                 | Young Hyson—Cases, sifted         |        |           |          |                       |
| Naples filberts.               |        |           | 10       | 11                    | extra firsts.                     | 42     | 50        | 42       | 50                    |
| Pecans.                        | 13 1/2 | 14        | 13       | 15                    | Cases, small leaf, firsts.        | 35     | 40        | 35       | 40                    |
| Shelled Walnuts.               | 16     | 17        | 20       | 25                    | Half-chests, ordinary firsts      | 22     | 38        | 22       | 38                    |
| SODA                           |        |           |          |                       | Half-chests, seconds              | 17     | 19        | 17       | 19                    |
| Bi-carb. standard, 112-lb. keg | 1 65   | 1 80      | 2 00     | 2 25                  | " thirds.                         | 15     | 17        | 15       | 17                    |
| Sal soda, per bbl.             | 70     | 75        | 80       | 90                    | " common.                         | 13     | 14        | 13       | 14                    |
| Sal Soda, per keg              | 95     | 1 00      | 1 00     | 95                    | Pingsueys—                        |        |           |          |                       |
| Crannulated Sal Soda, per lb.  |        |           | 1        |                       | Young Hyson, 1/2-chests, firsts   | 28     | 32        | 38       | 32                    |
| SPICES                         |        |           |          |                       | " Half-boxes, firsts              | 16     | 19        | 16       | 19                    |
| Pepper, black, ground, in kegs |        |           |          |                       | " Half-boxes, seconds             | 16     | 19        | 16       | 19                    |
| " pails, boxes.                | 16     | 18        |          | 18                    | Japans—                           |        |           |          |                       |
| " in 5-lb. cans                | 14     | 17        |          | 19                    | 1/2-chests, finest May pickings   | 38     | 40        | 38       | 40                    |
| " whole                        | 15     | 17        |          | 12                    | Choice                            | 32     | 36        | 33       | 37                    |
| Pepper, white, ground, in kegs |        |           |          |                       | Finest.                           | 28     | 30        | 30       | 32                    |
| " pails, boxes.                | 26     | 27        | 28       | 27                    | Fine                              | 25     | 27        | 27       | 30                    |
| " 5-lb. cans                   | 25     | 26        | 26       | 20                    | Good medium                       | 22     | 24        | 25       | 28                    |
| " whole                        | 23     | 25        | 23       | 20                    | "                                 | 19     | 20        | 21       | 23                    |
| Ginger, Jamaica                | 19     | 25        | 22       | 20                    | Good common                       | 16     | 18        | 18       | 20                    |
| Cloves, whole                  | 12     | 30        | 14       | 35                    | Common                            | 13     | 15        | 15       | 17                    |
| Pure mixed spice               | 25     | 30        | 25       | 30                    | Nagasaki, 1/2-chests, Pekoe.      | 16     | 22        |          |                       |
| Cassia                         | 13     | 18        | 20       | 40                    | " Oolong.                         | 14     | 15        |          |                       |
| Cream tartar, French.          |        | 25        | 24       | 25                    | " Gunpowder                       | 16     | 19        |          |                       |
| " " best                       |        | 28        | 25       | 30                    | " Siftings.                       | 7 1/2  | 11        |          |                       |
| Allspice                       | 10     | 15        | 13       | 16                    | RICE, MACARONI,<br>SAGO, TAPIOCA. |        |           |          |                       |
| WOODENWARE                     |        |           |          |                       | Rice—Standard B.                  | 8 00   | 3 10      |          | 3 1/2                 |
| Pails, No. 1, 2-hoop.          |        | 1 90      |          | 1 80                  | Patna, per lb.                    | 4 25   | 4 50      | 4 1/2    | 5                     |
| " 3-hoop.                      |        | 2 05      |          | 1 75                  | Japan                             | 4 40   | 4 90      | 5 1/2    | 6                     |
| " half, and covers.            |        | 1 75      |          | 1 70                  | Imperial Seeta.                   | 4 60   | 4 90      | 4 1/2    | 5 1/2                 |
| " quarter, jam and covers      |        | 1 45      |          | 1 20                  | Extra Burmah                      |        |           | 4 1/2    | 5 1/2                 |
| " candy, and covers.           |        | 2 70      |          | 2 70                  | Java, extra                       |        | 5 1/2     | 8        | 8 1/2                 |
| Tubs No. 0                     |        | 11 00     |          | 8 50                  | Macaroni, om'ic, per lb. bulk     |        | 5         | 8        | 7 1/2                 |
| " 1                            |        | 9 00      |          | 7 00                  | " Imp'd, 1-lb. pkg., French.      |        | 8         | 12       | 9                     |
| " 2                            |        | 8 00      |          | 8 25                  | " " Italian.                      |        | 8         | 10       | 11                    |
| " 3                            |        | 7 00      |          | 6 55                  | Sago                              | 3 1/2  | 4         | 4 1/2    | 4 1/2                 |
|                                |        |           |          |                       | Tapoca                            | 3 1/2  | 4         | 4 1/2    | 4 1/2                 |



## BUSINESS CHANGES.

## DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

**A**NNIE WARD, dealer in groceries, crockery, etc., Shallow Lake, Ont., has assigned to Richard Dealy.

The creditors of (the estate of) Edward Boyd, Winnipeg, have held a meeting.

A. R. Smith, general merchant, Wingham, Ont., is seeking an extension.

Turcotte & Reynault, grocers, Montreal, have assigned to Chartrand & Turgeon.

Cyprien Dionne, general merchant, Fraserville, Que., has assigned.

A. B. Waldron, general merchant, East Clifton, Que., is offering to compromise.

The creditors of V. L. Matthews, grocer, Fredericton, N.B., meet on November 14.

Bail & Normandin, general merchants, West Shefford, Que., are seeking an extension.

P. X. Gagon & Co., grocers, Quebec, have voluntarily assigned to Lefebvre & Taschereau.

The creditors of B. F. Reid, general merchant, Aylwin, Que., met on November 14.

The assignee of Byron Hines, general merchant, Pubnico, N.S., is closing his estate.

The creditors of Davidson & Wood, general merchants, Rosthern, N.W.T., have held a meeting.

The estate of R. W. Richardson, Hartland, N.B., has declared a dividend of 11 1-5c. on the dollar.

J. G. Dumesnil, general merchant, Dalhousie Station, Que., has assigned to Chartrand & Turgeon.

A. Grenier, jr., grocer, Quebec, has assigned and is offering to compromise at 50c. on the dollar.

O'Leary & Dennis, general merchants, Roseneath and Hastings, Ont., have assigned.

The creditors of A. R. Dionne & Co., general merchants, Mille-Vaches, Que., demand an assignment.

M. D. Clairoux, general merchant, Duclos, Que., has submitted an offer of 10c. on the dollar for his stock.

C. & E. MacMichael, wholesale grocers, St. John, N.B., have suspended payment, and their creditors will meet on November 25.

S. Peters, grocer, Adelaide street, St. John, N.B., is compromising with his creditors at 40c. on the dollar, the amount of his liabilities being about \$1,400.

On demand of Angeline Michaud, Trefille Lepine, a Montreal grocer, has

assigned. The claims of his principal creditors amount to \$2,156.

A part of the stock of Puddington & Menith, wholesale grocers, St. John, N.B., has been seized for taxes and is advertised to be sold.

Laforest & Hogarth, general merchants, Victoria Mines, Ont., have assigned to Joseph Fowler, and their creditors will meet on November 16.

## PARTNERSHIPS FORMED AND DISSOLVED.

George Reinhardt & Cie, hucksters, Quebec, have dissolved.

McFarlane Bros., general merchants and blacksmiths, Wemyss, Ont., have dissolved.

Chouiniere & Neider, general merchants, Racine, Que., have dissolved.

W. A. & A. D. Irvine, general merchants, Granville Ferry, N.S., have registered as partners.

Blunt & Welcome have registered as partners, to carry on a general business at Eastman, Que.

Couture & Moore have registered as partners, to engage in the grocery business at Sherbrooke, Que.

## SALES MADE AND PENDING.

Edward Elliott, grocer, Montreal, Que., is offering his business for sale.

The assets of N. C. Genereux, grocer, Matane, Que., have been sold.

J. R. Root, grocer, Victoria, B.C., is advertising his stock for sale by tender.

The assets of A. Poliquin & Co., grocers, Quebec, are to be sold on November 15.

F. J. Steeper, Unionville, Ont., baker and confectioner, is advertising his business for sale.

The assets of G. A. Labelle, general merchant, Masham Mills, Que., have been sold.

The assets of W. S. Bradford, confectioner, London, Ont., were to be sold on November 9.

The assets of The Maple Leaf Dairy Co., Limited, of Ottawa, are to be sold on November 15.

The stock of B. Levesque, general merchant, Chicoutimi, Que., has been sold at 66c. on the dollar.

The assets of J. G. Ouellett, general merchant, Chicoutimi, Que., are to be sold on November 18.

The creamery of the late W. A. Hutt, Aurora, Ont., creamery owner and grain dealer, is advertised for sale by tender.

The assets of Merritt Bros. & Co., wholesale grocers, St. John, N.B., were sold by auction on November 13.

## CHANGES.

James La Broeg, grocer, Halifax, N.S., has discontinued business.

Neilson & Tees are commencing a business in produce at Montreal.

C. G. Arthur, general merchant, Shanty Bay, Ont., has sold out to E. J. Arthur.

F. S. Hunter, general merchant, East Florenceville, N.B., and S. R. Poyer, general merchant, of the same place, have both sold out to B. F. Smith.

H. C. Hamelin, Napinka, Man., has sold out to the Napinka Trading Co.

Alexander T. Speers, butcher, Griswold, Man., has sold out to John Denoon.

H. Bentley, general merchant, Fernie, B.C., has sold out to J. F. Jarvis.

Hill & Malloy, general merchants, Carman, Man., have sold out to G. R. Hannah.

Mathews & Wells, grocers, Sydney, N.S., have sold out to Roderick McDonald.

Mrs. Wm. Gordon, general merchant, succeeds the late Mary White, Rexton, N.B.

Leroux Bros., general merchants, Hawkesbury, Ont., have retired from business.

Wm. H. Rockey, Miller, Mount Brydges, Ont., has sold out and is moving to Shetland, Ont.

Robert A. Kaulbach, hotelkeeper, Middle Musquodoboit, has opened up a general store there.

The Canada Direct Tea Importing Co. have registered in Montreal as importers of tea direct.

Andrew Russell, Ohio, N.S., grocer, has filed his certificate as agent for Lettie Russell.

A. R. Shants, general merchant, Carstairs, N.W.T., is succeeded by Henry E. Reitz.

Chabot & Gaudreault have registered at St. Madeline, Que., as cheese and butter manufacturers.

M. Gollogly, grain and hog merchant, Port Lambton, Ont., has removed to Wallaceburg, Ont.

The assets of Dean & Co., grocers and provision dealers, St. John, N.B., have been sold to William Dean.

John M. Gunn has registered his consent that Alice S. Gunn should carry on a business in groceries at Belmont, N.S.

## FIRES.

The premises of E. E. Harris, Amherstburg, Ont., were destroyed by fire. The loss was partly covered by insurance.

The warehouse of the general store of W. Kerns & Co., Burlington, Ont., was consumed by fire. The loss is partly covered by insurance.

## DECEASED.

Joseph Farr, general merchant, Chilliwack, B.C., is dead.

J. M. Henderson, of J. M. Henderson & Son, grocers, Stellarton, N.S., is dead.



## THE PROVISION TRADE.

The Markets—The Rush Out of Liptons—Miscellaneous Notes.

### THE RUSH OUT OF LIPTONS.

THE course of the quotation of Liptons shares has not of late been very encouraging to the shareholders, and the declaration of an interim dividend at a reduced rate has not had the effect of calming their fears. Whatever the general body of the shareholders may think of the position, however, it is pretty clear that their distinguished fellow-shareholders who were members of the company at the start have decided that the most prudent policy is to sell the shares.

The following comparisons, without further comment, may be left to tell their own story :

|                                                               | Original holding. | Present holding. |
|---------------------------------------------------------------|-------------------|------------------|
| The Right Hon. the Speaker of the House of Commons .....      | 1,000             | nil              |
| The Right Hon. the (late) Lord Chief Justice of England ..... | 5,000             | See Note A       |
| The Right Hon. Mr. Justice Jeune .....                        | 5,000             | 5,000            |
| Lady Jeune .....                                              | 5,000             | 2,500            |
| The Duke of Fife .....                                        | 1,000             | nil              |
| The Right Hon. Lord Rothschild .....                          | 5,000             | nil              |
| Sir J. Faudel-Phillips and H. J. Davis .....                  | 1,000             | nil (see Note B) |
| The Premier of Canada .....                                   | 1,000             | nil              |
| The Right Hon. Lord Selborne .....                            | 1,500             | nil              |
| John Westwood, 3 Canonbury-park, private secretary .....      | 2,200             | 200              |
| Kennedy Jones, Daily Mail Office, E.C. ....                   | 2,000             | nil              |
| The Right Hon. Arnold Morley .....                            | 1,250             | nil              |
| T. P. O'Connor, M.P. ....                                     | 1,000             | nil              |
| Michael Davitt .....                                          | 1,000             | 525              |
| Timothy Healy, M.P. ....                                      | 750               | nil              |
| J. Eustace Jameson, M.P. ....                                 | 1,000             | nil              |
| Emerson Bainbridge .....                                      | 1,000             | nil              |
| C. Diamond, 275 Strand, Journalist .....                      | 1,000             | nil              |
| Pannure Gordon, Hattou-court, E.C. ....                       | 1,000             | 2,400            |
| A. Hill, Hattou-court, E.C. ....                              | 1,500             | nil              |
| Murray Smith, Journalist, Glasgow .....                       | 1,000             | nil              |
| The Right Hon. A. G. Murray, M.P. ....                        | 1,000             | nil              |
| James Robertson, manager National Bank of Scotland .....      | 1,000             | See Note C       |
| Right Hon. H. H. Asquith, K.C., M.P. ....                     | 750               | nil              |
| Clement Scott .....                                           | 750               | nil              |
| The Earl of Portsmouth .....                                  | 500               | nil              |
| Lord Pirbright .....                                          | 500               | 1,500            |
| Lady Pirbright .....                                          | 500               | 500              |
| Thomas Lough, M.P. ....                                       | 500               | nil              |
| W. Towle manager Midland Railway Hotels .....                 | 500               | See Note D       |
| Sir William McCormack .....                                   | 300               | nil              |
| T. G. Barratt, chairman Pears, Limited .....                  | 300               | 300              |
| E. F. Coates, 99 Gresham street, E.C. ....                    | 300               | nil              |
| A. M. Broad ey .....                                          | 250               | nil              |
| Henry Sell, Fleet street, E.C. ....                           | 250               | 30               |
| Charles Wyndham, Criterion Theatre .....                      | 250               | nil              |
| A. D. Provand .....                                           | 200               | nil              |
| C. E. Rose, late of Daily Mail City Office .....              | 200               | nil              |
| T. V. Riordan, Venezuelan Consul .....                        | 200               | nil              |
| Harold Harmsworth, Daily Mail Office .....                    | 200               | nil              |
| J. M. Coward, 11 Clifton-hill, N.W. ....                      | 200               | nil              |
| J. C. Foulger, Journalist .....                               | 200               | nil              |
| Baron Erlanger .....                                          | 200               | nil              |
| W. H. Pannell, accountant .....                               | 200               | nil              |
| Rochfort Maguire, M.P. ....                                   | 100               | nil              |
| Dennis Kilbride, M.P. ....                                    | 100               | nil              |

### SOME OF THE DIRECTORS' PRESENT HOLDINGS.

|                                             |         |
|---------------------------------------------|---------|
| Lipton, Sir T. J. ....                      | 333,433 |
| Gray, John, 20 Highbury-hill, N. ....       | 1,000   |
| McDiarmid, Duncan, 196 City-road, E.C. .... | 1,510   |

### NOTES.

(A) The executors of the late Lord Russell transferred 3,160 shares during the past year. Lady Russell still holds 1,000 shares. Lord Russell had increased his holding to 5,210 before his death.

(B) But other holdings of the same family are :  
Faudel-Phillips, Lady H., 52 Grosvenor-gardens, S. W. .... 10,000  
Faudel-Phillips, S. H., 38 Newgate-street, E.C. .... 2,200  
" Sir G. F., 34 Newgate-street, E.C. .... 332  
" B. S., 38 Newgate-street, E.C. .... 750  
" B. S., 52 Grosvenor-gardens, S. W. .... 1,000

(C) Mr. Robertson holds, jointly with another, no less than 87,704 shares.

(D) William Towle, care of the Union Bank of London, Princess-street, E.C., holds 25 shares.

### IT MAKES THE BUTCHER TIRED.

The life of a retail butcher is a most exciting and wearying one. Nobody satisfied with their meat ; as if it mattered in a world of change ! Everybody complaining of too much bone or too little fat ; nobody wishing tough chops or cutlets, but always seeking after fine joints, when it's against reason and nature that all joints should be juicy and all cutlets tender ; always complaining if livers are not sent with every fowl, always asking you to remember the trimmin's, always wanting their beef well 'ung, and then if you 'ang it a minute too long it's left on your 'ands !

If people would think more of the great 'ereafter and less about their own little stomachs, it would be a deal better for them ; yes, a deal better, and make it much more comfortable for the butchers.—From the Diary of a Goose Girl, in Scribner's.

### THE PROVISION MARKETS.

#### TORONTO.

Western hogs are being offered in large quantities ; \$7 is offered, but \$7.15 is asked. During last week the receipts of dressed hogs have been light, and there seems to be a scarcity throughout the country. The price is the same as last week, being \$7.50 to \$7.75 per 100 lb. Beef is arriving in large quantities, and there is a good market for it. The season for venison has just opened, but the receipts so far have been lighter than last year. Venison carcasses bring from \$6 to \$8 per 100 lb.; saddles, \$8 to \$10 per 100 lb.; beef carcasses, \$5.50 to \$6.50 per 100 lb.; hind quarters, \$6 to \$7 per 100 lb.; front quarters, \$5 to \$5.50 per 100 lb. Veal is in good demand, and brings 7½ to 8½c. per lb.; lambs are steady at 5 to 5½c. Live hogs are down another 12½c.; for selects the price now is \$5.50 and lights \$5.25 per 100 lb.; choice export cattle bring \$4.75 to \$5 per 100 lb.; lights sell at \$4 to \$4.50.

Owing to the fresh pork season being in full swing, cured meats are not so much in demand. Canadian mess pork is steady. Long clear bacon is down ¼c. Smoked breakfast bacon, rolls and backs are down 1c. per lb. Hams are easier. Lard is ¼c. per lb. lower also. We quote : Long clear bacon, 11c.; smoked breakfast bacon, 14 to 15c.; rolls, 11c.; medium hams, 13½c.; large hams, 12½ to 13c.; shoulder hams, 11½c., and backs, 13½

to 14c.; Canadian heavy mess pork, \$19.50; shorts, \$20 to \$21; lard, in tierces, 10¾c. per lb., tubs, 11c., and pails, 11¼c.

#### MONTREAL.

The market for all hog products is appreciably weaker. Pure lard is down about 1c. per lb., pails are now selling at \$2.25. Hams are also lower. We quote : Heavy Canadian short cut mess pork, \$22.00; Chicago clear pork, \$22.50 for heavy and \$22.00 for medium ; selected heavy short cut mess pork, boneless, \$22.00 to \$22.50; hams, 12 to 13c.; bacon, 15c.; lard, pure Canadian, \$2.25 per pail; refined lard compound (Fairbank's), \$2.01 for 1 to 24 pails ; \$2.04 for 25 to 49 pails ; \$2.01 for 50 pails and over; Snow White and Globe compound, \$1.72½ per pail; Cottolene, 11½c. for 20 lb. pails, and 10¾c. for 60-lb. tubs, for Quebec and Ontario.

#### ST. JOHN, N. B.

While pork is rather easier, many feel prices must turn upward again, as the supply is said to be short. Beef is unchanged. Pure lard is also quoted rather lower, but, though buyers are holding off and fear a further decline, it is felt that at least a little later prices will again advance.

#### PROVISION TRADE NOTES.

The assets of E. Landry, butcher, Montreal, have been sold.

Mrs. Arthur Pare has registered at Montreal for A. Pare & Co., butchers.

F. Schonland & Barr have registered as wholesale sausage manufacturers, Montreal.

Reid, Caldwell & Co., provision merchants, Halifax, N.S., are offering to compromise at 40c. on the dollar.

#### Established 1873.

Pork Packers, Commission Merchants,  
Buyers and Exporters of

Eggs, Butter,  
Cheese, Poultry.

D. GUNN, BROTHERS & CO.

76-78-80 Front St. E. - TORONTO.

EGGS, BUTTER, CHEESE,  
ETC.

CONSIGNMENTS  
SOLICITED.

Write us when you have Eggs and  
Butter to offer. Cases supplied.

The J. A. McLean Produce Co., Limited,  
77 Colborne St., TORONTO.



The demand for

**REGISTERED**  
*Bow Park*  
**HAMS**

is growing every day, and we think it will pay you to handle them.

Your customers will enjoy them and you will be pleased to sell them, as they are the best in any line of goods.

**The Brantford Packing Co.**  
LIMITED  
**BRANTFORD, ONT.**

**REGISTERED**  
*Bow Park*  
**BRANDS**

# White Onions

IN BOTTLES AND KEGS

Are quick sellers. Have you tried them?

At all wholesalers, or write direct.

**Shuttleworth & Harris,**  
**BRANTFORD, CAN.**

## MINCE MEAT

in pails, 70-lb., 27-lb., 12-lb.  
and 5-lb. each.

Fruits have been scarce this year. Apples have never been so high in price. This will make a great demand for Mince Meat. We are putting up a very fine Mince Meat, just as good as any that can be made at home and a good deal cheaper in price. If our travellers do not call on you, write for quotations.

**F. W. FEARMAN CO.,**

Limited

Curers of "Star" Brand Hams  
English Breakfast Bacon.

**Hamilton, Ont.**

**THE CANADIAN PACKING CO.**  
**LONDON, ONT.**

WE SELL  LARD  
BACON, HAMS  
CANNED MEATS

GUARANTEED CHOICE AND PURE.  
**GOLD MEDAL, PARIS 1900.**  
Please order goods through your wholesale house.

## FOR PRESERVING EGGS.

**N.** HANIKA, M.D., Munich, Bav., gives the following in The Land-wirtschaftlichen Wochenblatt für das Königreich Bayern: "The eggs to be preserved, which should be as fresh as possible, must be examined closely, by tapping and otherwise, to guard against cracks and breaks in the shell. They are then laid in water of about 95 degrees F. (25 degrees C.), for about 15 minutes, or until they are well warmed throughout. Every particle of dirt should be removed from the shells by wiping with a sponge wet with warm water. The eggs are then put, in suitable quantities, in a sieve, net, or loosely-woven basket, held for five seconds in boiling water and removed thence, as quickly as possible, into cold water. Lay the eggs, still wet, on a clean linen cloth, and let dry off spontaneously by exposure to the atmosphere. Under no circumstances should they be dried off with a cloth or towel. As soon as they are quite dry pack them in a box with either ground peat, sifted wood ashes, wheat, chaff, woodwool, or wheat bran, the packing material to be made thoroughly dry by heating before using. The hands of the packer should be well scrubbed, before going at the job, with soap and hot water, a brush being used to make sure of cleanliness. The boxes should be stored in a cool, dry place, out of the reach of frost. Eggs thus preserved in June and July were found to be absolutely and perfectly fresh the next February and March, no deterioration in taste, odor, or general appearance being detectable.

The philosophy of the process is simple and easily understood: The five-second dip in boiling water was sufficient, not merely to kill the microbes in the shell substance and between it and the inner skin, but to cause the coagulation of a thin but all-sufficient layer of albumen lying next the skin, and thus form an impossible barrier to the exit of water and entrance of air, with its microbes of decay. The important points to be rigidly observed are, in the first place, to use only freshly-laid, sound eggs; to free the shells thoroughly of all dirt and filth; to hold the eggs five seconds, no less and but little if any longer, in the boiling water, and, finally, to have both the eggs and the packing material thoroughly dry. Eggs with very thin and porous shells, plunged in the boiling water for six or seven seconds, when opened show considerable loss of albuminous matter inside the skin; while of those dipped for only three or four seconds, 11 per cent. show insufficient coagulation, besides incomplete destruction of decay germs.

Mrs. H. Duchesneau has registered in Montreal as a grocer, under the name of Duchesneau & Co.

Every grocer who desires to have the finest goods for his customers, will see that he is never without a full stock of:

**COWAN'S** Hygienic and Perfection Cocoa.  
Queen's Dessert, Royal Navy and Perfection Chocolate.

**COWAN'S** Cake Icings—Chocolate, Pink, Lemon Color and White.

**COWAN'S** Chocolate Cream Bars, Chocolate Ginger, Chocolate Wafers, etc.

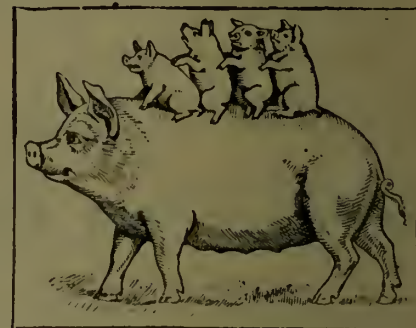
ALL ABSOLUTELY PURE GOODS.

**THE COWAN CO., Limited, TORONTO**

**The Farmers' Co-Operative Packing Co.  
of BRANTFORD, Limited.**

**Absolutely  
Pure**

**Lard**



Is indispensable in the kitchen, therefore an absolute necessity on the Grocer's shelves.

**We Guarantee Our Lard to be Absolutely Pure**

*Lard in Tierces, in 50-lb. Tubs, in 20-lb. Pails,  
in 5-lb. Tins, in 3-lb. Tins.*

A trial order will convince you of its high quality and purity.

**Our Brands Give Satisfaction.**

**SUGAR-CURED HAMs,  
BONELESS BREAKFAST BACON,  
ROLL BACON, PURE LARD**

**Hot Weather Specials**

**READY FOR LUNCHEON:**

**BOILED PORK HAMs,  
LUNCH BEEF,  
BOLOGNA SAUSAGE,**

**BOILED BEEF HAMs,  
HAM, CHICKEN and TONGUE  
SAUSAGE.**

**The Park, Blackwell Co., Limited**  
**Packers and Exporters.**  
**TORONTO, CANADA.**

London Agents: Messrs. Miller Bros.  
16 Tooley St.

Liverpool Agents: Messrs. W. P. Sinclair & Co.  
12 North John St.



**"SUPERIOR GLUTEN FLOUR"**

In the case of being too thin or dyspeptic, an excessive starch diet (being acted upon only partially at the point of fermentation) becomes an irritant, retarding digestion, and often creating the greatest distress. The freedom from starch in our **"SUPERIOR GLUTEN FLOUR"** makes it absolutely essential as a relief and cure, in supplying the nutriment that the body demands.

**E. A. SHOEBOOTHAM**

CANADIAN AGENT,

St. James' Park, LONDON, Canada.

Many a complaint will be saved the grocer if he uses

**WATER-PROOF WRAPPING PAPERS**

in sending out his parcels at this season of the year when the weather is always uncertain.

- Water-Proof Wrapping Paper, 43 inches wide, 100 lb. to the roll, 7c. per lb.
- Cloth-Lined Water-Proof Wrapping Paper, 43 inches wide, 200 yards to the roll, 7c. per yard.

**CANADA PAPER CO., LIMITED**  
Toronto and Montreal.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

ESTABLISHED 1869.

**Geo. Stanway & Co.**

Brokers and  
General Commission Merchants

Teas, Sugars, Molasses, 46 Front St. East,  
Canned Goods | **TORONTO**

Correspondence Solicited.

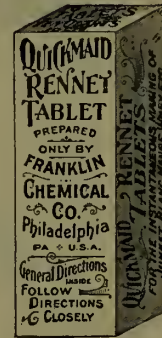
**ROCK SALT FOR HORSES and CATTLE.**

TORONTO SALT WORKS, Toronto, Ont.

**Smyrna Figs**

60-LB. BAGS.

Choice, bright, high grade fruit  
—low price.

**WARREN BROS. & CO.****TORONTO.****QUICKMAID  
RENNET  
TABLETS**

Make delicious desserts in ten minutes.

A book of recipes goes with each package.

The most reliable Rennet Tablets on the market. For sale by all wholesalers.

Retails at ———  
10 Tablets for 10 Cents.

**SLEE, SLEE & CO.,**

Limited

Tower Bridge Brewery,  
LONDON, ENG.

FOR **English Malt Vinegars.**

Ontario Agents

**John W. Bickle & Greening.**

HAMILTON AND TORONTO.

From whom Samples and Prices can be obtained.

**Pure Gold Jelly  
Powder****23 Imitations to date**

The best selling and most popular line in grocerydom to-day. **SELL THE REAL THING**, your customers want it.

**Pure Gold Co., Toronto**

### THE LAWTON REFRIGERATING PROCESS.

ANYONE who has walked over a field in the twilight will have observed that the daisies close their petals for the night—in a certain sense they go to sleep. Mr. Lawton, following out this idea that plant life goes to sleep at night and wakes with the daylight, found by placing fruit in air-tight vessels that it absorbed less oxygen by night than by day. If, therefore, fruit could be prevented from absorbing oxygen, it would, to all intents and purposes, go to sleep, the process of maturing would be checked, and the fruit would remain in the same stage of ripeness when it woke up as it had been when it closed its stomata (or mouths), finding no oxygen to inhale, and went to sleep; for these stomata breathe air like a human being, absorbing oxygen and exhaling carbonic acid. The oxygen thus inhaled combines with the sugar or carbon contained in the fruit, and causes self-combustion, or loss of substance, and decay. To obviate this waste, the atmosphere supplied to the fruit by the Lawton process is deprived of most of its oxygen—not of all, for some must remain to sustain life, and this causes the stomata to partially close, so that the further ripening of the fruit is suspended.

The importance which is claimed for this process, and which has been justified by the experiment of keeping ripe fruit of several varieties in a deoxidized chamber for three weeks, after which the sealed chamber was opened in the presence of experts, and the fruit found to be in the same condition as it was when it was put away, lies in the fact that fruit can now be shipped from distant countries in a ripe state, and bananas from Jamaica or grapes from Australia can be placed on the table in England in the same state that they would be in their place of origin.

Under the Lawton process the fruit is placed in an air-tight storage room of any suitable dimensions. The atmospheric air is then driven out and replaced by sterilized atmosphere, which is inexpensively and readily produced and maintained in the following way:—By means of any ordinary blower or fan, air is forced through a stove containing red-hot coke, whereby the oxygen is consumed, and the germs or animalcules which all air contains are destroyed. The gases thus produced then pass through a simple process of filtration, and are cooled before entering the chamber by passing over refrigerating coils.

It will be seen, therefore, that the advantages claimed are several. Not only can ripe fruit be imported but on arrival it can, if necessary, be stored in similar deoxidized chambers at home till it is required: and so the most delicate tropi-

cal fruit should be obtainable in this country at reasonable prices, and fresh fruit obtainable all the year round.

Experiments are being made with the process, as our readers are probably aware, by The Royal Mail Steamship Co., and the first shipment arrived in this country at the end of September. The vessel left Kingston on September 12, the trial shipment of bananas consisting of about 3,000 bunches, not bought in the open market, but provided from the plantations of The United Fruit Company. The bananas were shipped "full," that is, more nearly mature than usual. There was also a quantity of oranges and pineapples in nearly ripe condition. The fruit on arrival was quite fit for immediate use, and in excellent condition. Owing, however, to various causes, and in some degree to the heavy weather encountered, the Lawton patents have not, upon the first trip, had a fair trial. The process will have three more trials in the Para, after which, if the present defects are remedied and everything is satisfactory, the patents will be adopted by the Royal Mail Steamship Company for regular use in the importation of fruit from the West Indies.

The first shipment was, it appears, made rather hurriedly, and Mr. Lawton had no time to test the machinery before the vessel started. Rough weather was encountered, and a leakage took place in the pipes for conveying the sterilized air. In spite of this, however, most of the fruit was delivered in a very satisfactory state and distributed by Messrs. Brinkworth & Sons, of Southampton. This firm wrote to Mr. Lawton that "the bananas imported were shipped full fine big fruit, and just on the point of beginning to turn yellow, and had such quality been shipped under ordinary conditions, the whole consignment would undoubtedly have been in a state of complete rot long before it reached these shores."

Messrs. Brinkworth further remark that under ordinary conditions, bananas are packed with alloways in various directions in order to permit of proper and adequate circulation of air, in which way probably about 25 per cent. of the available space is wasted. In this consignment the bunches were all packed close together, from floor to ceiling, throughout the hold, and consequently the whole of the available space was completely filled up with bananas. Not only in this way was a considerable saving in space effected, but this method of stowage affords eloquent testimony as to the wonderful effect of the process. Notwithstanding these exceptional and most trying conditions, there were no rotten or unsaleable bananas; indeed, it was found on being landed that a large proportion of this consignment of about 3,000 bunches, although yellow, were firm and not over-ripe. These remarkable results were obtained in a voyage extending over no less than 16 days.

The second trial shipment is due at Southampton at the beginning of next month, and its arrival will be looked for eagerly by all who have the interests of the West-Indian fruit trade at heart.—Our Western Empire, London.

# Enterprise

## RENOVATOR.

The perfect carpet and clothes cleaner.

Grocers: Send for our special offer.

ENTERPRISE SPECIALTY CO.,  
83 Bay Street, TORONTO.

# BASKETS

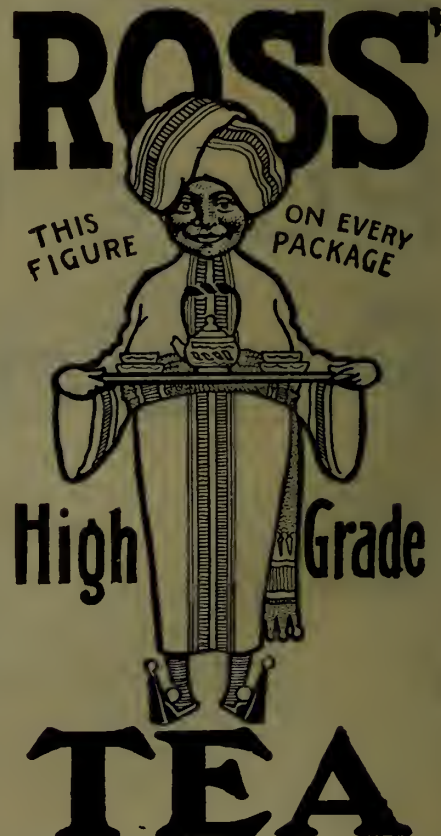
We make them in all shapes and sizes. We have

**Grain and Root Baskets,  
Satchel Lunch Baskets,  
Clothes Baskets,  
Butcher Baskets,**

In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

THE . . .

**Oakville Basket Co.**  
Oakville, Ont.



There is no question about Ceylon Teas being the **BEST**, but grocers should be careful not to sell teas marked Ceylon and adulterated with inferior teas.

**ROSS' HIGH-GRADE** is, without exception, the only pure Ceylon tea on the Canadian market. For your own edification inquire into this.

**THE ROSS TEA CO., - - TORONTO.**



# CEYLON AND INDIA TEA

## BLACK

The merit of the **Black Teas** has established them high in popular estimation. They are drunk wherever the English language is spoken. They follow the flag and drive out less meritorious growths.

## OR

But some consumers are wedded to light drawing kinds, with pale liquor and without the full body and richness of the black kinds.

## GREEN

The **Green Teas** of Ceylon and India are made expressly for this trade. In Make, Quality and Price they challenge comparison with other growths.

They are grown, prepared and packed with the same skill by the British Planters who have revolutionized the black tea trade.

They have caught on in Canada and are no longer in the experimental stage. Try them.

## THE FLORIDA ORANGE SEASON.

**A** PRESS despatch from Jacksonville, Fla., says: "The Florida orange season has started under most favorable auspices. The movement of the fruit began in earnest about 10 days ago and has steadily increased. Up to this time there has been more or less greenness and immaturity in most of the fruit shipped, but from now on ripe and luscious oranges will find their way into the markets north and west.

"The outlook this season is for one of the most profitable crops for many years. The seasons for the past few years since the big freeze have been fairly satisfactory as to prices, while the fruiting of the trees has fully realized all that the most hopeful grower could wish. More trees are in bearing this year than ever before since the freeze in 1885, and it is predicted that their product will prove finer in every way. The transportation companies are looking forward to a considerably increased business as compared with last year. Indeed, the greater volume is already 'in sight,' and will be forthcoming if no disaster befalls the crop, and there is not now the slightest reason for apprehending anything of the sort. As usual, the Florida oranges are leading the markets even now in the matter of prices. The supply has never yet approached the limit of demand, and it is safe to say that for many years to come this country will gladly absorb all the oranges that Florida can supply.

"For some time after the big freeze the growers were so discouraged that few had the courage to start anew, but new groves were set out, old ones were renovated and cleared out, and in five years afterward the first crop was marketed. The 'frost line'—that famous but elusive spot, north of which it was unsafe to plant orange trees—has been moved farther south, and now the bulk of the fruit is raised in counties south of Orange County, in the central southern portion of the State, on the east coast and in the west and southwestern counties. The crop this season promises to be fully 1,250,000 to 1,300,000 boxes, according to the best informed railroad agents, who have made this a study. The new groves are bearing well and the trees are looking thrifty. The prices so far have averaged \$1 to \$1.25 a box on the tree, the growers, as a rule, selling this way this year in preference to shipping themselves. Possibly over a fourth of the crop was purchased during the summer, as commission men had agents throughout the State from August until October looking over the fruit prospects and bargaining for the fruit.

"Next season, if nothing happens and the groves continue to do as well, the output ought to be fully 1,800,000 boxes."

## A THIRTY DAYS' EXCURSION TO THE BRITISH WEST INDIES.

**P**ICKFORD & BLACK have arranged a very delightful 30-day excursion to the British West Indies which should attract a considerable passenger travel this winter. The voyage extends as far as Barbados, where passengers will land and have five days' rest before returning. On the way out they will call at Bermuda and St. Lucia, and, on the homeward trip, St. Lucia, Montserrat, Antigua, Dominica, Nevis, St. Kitts and Bermuda will be visited. For the person who can only afford to be away 30 days, this voyage offers delightful possibilities. It gives almost three weeks in tropical seas where the water is usually as smooth as a millpond. It allows a stay of five days on land at the great winter resort of the south, the Marine Hotel, Barbados, capable of accommodating 300 or 400 guests daily. It gives one an opportunity of studying the habits and industrial conditions of the people. It reveals an entirely new world to those who dwell in the temperate north, and affords a pleasant relief to the business man who is anxious to escape from worry and secure a few weeks' rest. The total cost of the round trip, including passage, stateroom, meals and hotel at Barbados, is only \$112.50. Full information as to sailing dates may be obtained by writing Pickford & Black, Halifax, or R. M. Melville, Toronto.

## EXPORTS OF MALAGA RAISINS TO THE UNITED STATES.

The United States consul at Malaga, Spain, under date of October 10 reports:

"Although there is an unusually large raisin crop in the famous Malaga district this year (probably 1,300,000 boxes), it is not likely that exportation to the United States will be much in excess of that of recent years.

"In view of the heavy crop, prices are low, and, but for our duty of 2c. per lb., it is almost certain that Malaga would send from 500,000 to 750,000 boxes to the United States. As it is, she will probably not send more than from 75,000 to 90,000 boxes.

"In this connection, it is almost startling to note how Malaga's raisin trade with the United States has declined. The following table tells the story:

RAISINS EXPORTED FROM MALAGA TO THE UNITED STATES

| Year.      | Quantity.<br>Boxes. | Year.      | Quantity.<br>Boxes. |
|------------|---------------------|------------|---------------------|
| 1876 ..... | 1,350,000           | 1889 ..... | 90,000              |
| 1877 ..... | 1,000,000           | 1890 ..... | 66,000              |
| 1878 ..... | 1,200,000           | 1891 ..... | 40,000              |
| 1879 ..... | 1,360,000           | 1892 ..... | 62,000              |
| 1880 ..... | 1,100,000           | 1893 ..... | 28,000              |
| 1881 ..... | 1,000,000           | 1894 ..... | 30,000              |
| 1882 ..... | 960,000             | 1895 ..... | 33,000              |
| 1883 ..... | 855,000             | 1896 ..... | 60,000              |
| 1884 ..... | 669,000             | 1897 ..... | 41,000              |
| 1885 ..... | 600,000             | 1898 ..... | 40,000              |
| 1886 ..... | 450,000             | 1899 ..... | 150,000             |
| 1887 ..... | 277,000             | 1900 ..... | 51,500              |
| 1888 ..... | 104,000             |            |                     |

"The remarkable falling off above shown is due, first, to the development of California as a raisin-growing State; second, to the United States tariff duty of 2c. per lb.

"So cheaply and abundantly are raisins produced here that Malaga exporters would undoubtedly be able to undersell the Californian growers in the United States, but for the duty."

POPULARITY

is the proof of merit, and no brand has ever achieved popularity so quickly as

"BOBS"

CHEWING TOBACCO

In 5 and 10c. Plugs.

BOBS costs you only 36 cents, and pays a good profit.

BOBS is well advertised.

BOBS is selling well in almost every store from the Atlantic to the Pacific.

BOBS is A BIG PLUG FOR LITTLE MONEY

Made by

THE EMPIRE TOBACCO CO.,  
LIMITED  
MONTREAL, QUE.



CANADIAN ADVERTISING is best done by THE  
E. DESBARATS ADVERTISING AGENCY  
MONTREAL

Mediterranean Fruits  
Granulated and Raw Sugars  
Molasses and Syrups, Glucose, Etc.

Excelsior Macaroni  
White Castile Soap

C. A. CHOUILLOU & CIE.

14 Place Royale  
(Customs House Sq.)

MONTREAL.

**"Chief Keokuk"**

Pickles and Condiments.

**"Montrose"**

Tomatoes, Peas and Vegetables.

SOLD ON THEIR MERITS.

**KEOKUK PICKLE CO.**

KEOKUK, IOWA, U.S.A.



**CLOTHES  
PINS...**

Selected and full count, in  
packages of 4 doz.—6 doz.  
—12 each to a case.

This makes a very attractive  
shelf display line. Also in  
cases of 5 gross, large and  
small sizes. Ask for quotations.

**BOECKH BROS. & COMPANY,  
TORONTO.**

Manufactured by  
**WM. CANE & SONS MFG. CO.,**  
Limited,  
NEWMARKET.

**Hugh Walker & Son,** Wholesale Fruit Importers, **Guelph, Ont.**

- DIRECT IMPORTERS OF -

**Fancy and Domestic Fruits.**

OUR SPECIALTIES

Fancy Oranges, Lemons, Malaga Grapes, Cape Cod Cranberries.

Special Attention to Mail and Telephone Orders.

**GRIMBLE'S** English Malt  
Six GOLD Medals **VINEGAR**

GRIMBLE & CO., Limited, London, N.W., Eng.



Capstan Brand

**BAKING POWDER**

¼-lb., ½-lb., 1-lb., 1-oz., 1-lb. and 5-lb. sizes.

No purer line of Baking Powder on the market. Quality guaranteed.  
Write us for prices.

**The Capstan Mfg. Co., - Toronto.**



Almost Sold

—What with our advertising, our free cook  
books, our show cards, and the handsome  
appearance of our packages, you can know  
that there is no better seller than

**Dwight's Cow Brand Soda**

Don't let your stock run too low!

**JOHN DWIGHT & CO.,**  
34 Yonge St., TORONTO.

Agencies in all leading centres.



**LICORICE..**

We manufacture everything in the Licorice line carried by the Gro-  
cery, Drug and Confectionery trades. We might mention—Y. & S. Stick  
Licorice, plain and corrugated; Acme Licorice Pellets; Y. & S. Licorice  
Lozenges, in cans or glass jars; A B C Blocks; Purity & Dulce Brand one  
cent sticks; Bundled Licorice Root; Small Cigars, 300 to box, etc. In PLI-  
ABLE LICORICE, Triple Tunnel Tubes, Mint Puff-Straps, Navy Plugs and  
Golf-Sticks 100 to box; Blow Pipes 200 and 300 to box; Manhattan  
Wafers, 2½ lb. boxes; Curved Stem Pipes, 200 to box. Write for illustrated  
catalogue.

**YOUNG & SMYLIE**

Established 1845.

BROOKLYN, N.Y.





## The Australasian Grocer

The Organ of the Grocery, Provision  
and kindred Trades of the Antipodes.

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A handsome Diary is presented free to annual subscribers.

### PUBLISHING OFFICES:

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*Specimen Copies Free on Application.*

We have just brought out some  
**new season's goods** from

**CHAS. SOUTHWELL & CO.**

LONDON, ENG.

**Orange Marmalade**  
**Strawberry Jam**

**Raspberry** "

**Apricot** "

**Peach** "

**Pine Apple** "



WRITE FOR PRICES.

**FRANK MAGOR & CO.**

16 St. John St., MONTREAL.

DOMINION AGENTS.

## Current Market Quotations for Proprietary Articles

November 14, 1901.

Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy. The editors do not supervise them. If a change is made, either an advance or decline, it is referred to in the market reports, as a matter of news, whether manufacturers request it or not.

### BAKING POWDER.

|                                        |         |  |
|----------------------------------------|---------|--|
| Cook's Friend—                         |         |  |
| Size 1, in 2 and 4 doz. boxes.....     | \$ 2 40 |  |
| " 10, in 4 doz. boxes.....             | 2 10    |  |
| " 2 in 6 ".....                        | 80      |  |
| " 12, in 6 ".....                      | 70      |  |
| " 3, in 4 ".....                       | 45      |  |
| Pound tins, 3 doz. in case.....        | 3 00    |  |
| 12oz. tins, 3 ".....                   | 2 40    |  |
| 9oz. tins, 4 ".....                    | 1 10    |  |
| 5-b. tins, 1/2 ".....                  | 4 00    |  |
| Diamond— W. H. GILLARD & CO.           |         |  |
| 1b. tins, 2 doz. in case..... per doz. | 2 00    |  |
| 1/2 lb. tins, 3 ".....                 | 1 25    |  |
| 1/4 lb. tins, 4 ".....                 | 0 75    |  |

### IMPERIAL BAKING POWDER.

| Cases Contain. | Sizes of Cans. | Per Doz. |
|----------------|----------------|----------|
| 4 doz.         | 10c.           | \$0 85   |
| 3 "            | 6-oz.          | 1 75     |
| 2 and 3 doz.   | 12-oz.         | 3 40     |
| 2 and 3 doz.   | 16-oz.         | 4 35     |
| 1 doz.         | 2 1/2-lb.      | 10 40    |
| 1/2 and 1 doz. | 5-lb.          | 19 50    |

### MAGIO BAKING POWDER.

| Cases Contain. | Sizes of Cans. | Per Doz. |
|----------------|----------------|----------|
| 4 doz.         | 4-oz.          | \$0 85   |
| 4 "            | 6-oz.          | 0 80     |
| 4 "            | 8-oz.          | 1 00     |
| 4 "            | 12-oz.         | 1 50     |
| 4 "            | 16-oz.         | 1 80     |
| 1 "            | 2 1/2-lb.      | 4 50     |
| 1 "            | 5-lb.          | 7 75     |

### JERSEY CREAM BAKING POWDER.

|                               |      |
|-------------------------------|------|
| 1/2 size, 5 doz. in case..... | 40   |
| 1/4 size, 4 doz. in case..... | 75   |
| 1/2 " 3 " ".....              | 1 25 |
| 1 " 2 " ".....                | 2 25 |

### BLACKING.

### SHOE POLISH.

HENRI JONAS & Co. Per gross

|                        |        |
|------------------------|--------|
| Jonas'.....            | \$9 00 |
| Froments.....          | 7 50   |
| Military dressing..... | 24 00  |

### BLUE.

|                                      |        |
|--------------------------------------|--------|
| Keen's Oxford, per lb.....           | \$0 17 |
| In 10 box lots or case.....          | 0 16   |
| Reckitt's Square Blue 12-lb. box...  | 0 17   |
| Reckitt's Square Blue, 5 box lots... | 0 16   |

### BLACK LEAD.

|                                                                              |      |
|------------------------------------------------------------------------------|------|
| Reckitt's per box.....                                                       | 1 15 |
| Box contains either 1 gro., 1 oz.<br>size; 1/2 gro., 2 oz. or 1/4 gro. 4 oz. |      |

### CORN BROOMS

| BOROKH BROS & COMPANY             | doz. net |
|-----------------------------------|----------|
| Bamboo Handles, A, 4 strings..... | 4 35     |
| " " B, 4 strings.....             | 4 10     |
| " " C, 3 strings.....             | 3 85     |
| " " D, 3 strings.....             | 3 60     |
| " " E, 3 strings.....             | 3 35     |
| " " G, 3 strings.....             | 3 10     |
| " " I, 3 strings.....             | 2 85     |

### BISCUITS.

CARR & CO., LIMITED.

Frank Magor & Co., Agents.

|                                                                                   |          |
|-----------------------------------------------------------------------------------|----------|
| Cafe Noir.....                                                                    | 0 15     |
| Ensign.....                                                                       | 0 12 1/2 |
| Metropolitan mixed.....                                                           | 0 09     |
| Special price list of Fancy Tins for Xmas<br>trade and other lines on application |          |

### CANNED GOODS.

#### MUSHROOMS.

HENRI JONAS & Co.

|                           |         |
|---------------------------|---------|
| Mushrooms, Rionel.....    | \$15 50 |
| " 1st choice Duthell..... | 18 50   |
| " 1st choice Lenoir.....  | 19 50   |
| extra Lenoir.....         | 22 00   |
| Per case, 100 tins.       |         |

#### FRENCH PEAS—DELORY'S

HENRI JONAS & Co.

|                     |        |
|---------------------|--------|
| Moyen's No. 2.....  | \$9 00 |
| " No. 1.....        | 10 50  |
| 1/2 Fins.....       | 12 50  |
| Fins.....           | 14 00  |
| Tres fins.....      | 15 00  |
| Extra fins.....     | 16 50  |
| Sur extra fins..... | 18 00  |

#### FRENCH SARDINES.

HENRI JONAS & Co.

|                       |        |
|-----------------------|--------|
| 1/2 Trefavennes.....  | \$9 50 |
| 1/2 Rolland.....      | 9 50   |
| 1/2 Delory.....       | 10 50  |
| 1/2 Club Alpines..... | 12 50  |

#### CHOCOLATES & COCOAS.

|                                         |          |
|-----------------------------------------|----------|
| Epps's cocoa, case of 14 lbs., per lb.. | 0 35     |
| Smaller quantities.....                 | 0 37 1/2 |

#### CADBURY'S.

Frank Magor & Co., Agents per doz.

|                                          |          |
|------------------------------------------|----------|
| Cocoa essence, 3 oz. packages.....       | \$1 85   |
| Mexican chocolate, 1/4 and 1/2 lb. pkgs. | 0 40     |
| Rock Chocolate, loose.....               | 0 40     |
| 1-lb. tins.....                          | 0 42     |
| Nibs, 11-lb. tins.....                   | 0 35 1/2 |

Chocolate—FRY'S. per lb.

|                                      |      |
|--------------------------------------|------|
| Caracaras, 1/4's, 5-lb. boxes.....   | 0 42 |
| Vanilla, 1/4's.....                  | 0 42 |
| "Gold Medal" Sweet, 1/4's, 5 lb. bxs | 0 32 |
| Pure, unsweetened, 1/4's, 5 lb. bxs  | 0 42 |
| Fry's "Diamond," 1/4's, 14 lb. bxs.  | 0 24 |
| Fry's "Monogram," 1/4's, 14 lb. bxs  | 0 24 |

Cocoa—per doz.

|                                     |      |
|-------------------------------------|------|
| Concentrated, 1/4's 1 doz. in box.. | 2 40 |
| " 1/4's.....                        | 4 50 |
| " 1-lb. ....                        | 8 25 |
| Homoeopathic, 1/4's 14 lb. boxes..  | .... |
| " 1/2 lbs. 12 lb. boxes.....        | .... |

### JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.

|                                       |           |
|---------------------------------------|-----------|
| Mott's Broma.....                     | per lb 30 |
| Mott's Prepared Cocoa.....            | 0 28      |
| Mott's Homeopathic Cocoa (1/4's)..... | 0 22      |
| Mott's Breakfast Cocoa (1/2 lbs)..... | 0 40      |
| Mott's No. 1 Chocolate.....           | 0 30      |
| Mott's Breakfast Chocolate.....       | 0 28      |
| Mott's Caracaras Chocolate.....       | 0 40      |
| Mott's Diamond Chocolate.....         | 0 15      |
| Mott's French-Can. Chocolate.....     | 0 18      |
| Mott's Navy or Cooking Chocolate..    | 0 38      |
| Mott's Cocoa Nibs.....                | 0 35      |
| Mott's Cocoa Shells.....              | 0 05      |
| Vanilla Sticks, per gross.....        | 0 90      |
| Mott's Confectionery Chocolate 0 21   | 0 43      |
| Mott's Sweet Chocolate Liquors 0 19   | 0 30      |

### THE COWAN CO., LIMITED.

|                                                                                    |        |
|------------------------------------------------------------------------------------|--------|
| Cocoa—                                                                             |        |
| Hygienic, 1-lb. tins, per doz..                                                    | \$7 25 |
| " 1/2-lb. tins ".....                                                              | 3 15   |
| " 1/4-lb. tins ".....                                                              | 2 25   |
| " fancy tins ".....                                                                | 1 90   |
| Hygienic, 5-lb. tins, for soda water<br>fountains, restaurants etc. per<br>lb..... | 0 55   |
| Perfection, 1/2-lb. tins, per doz..                                                | 3 00   |
| Cocoa Essence sweet, 1/2-lb. tins,<br>per doz.....                                 | 2 25   |

Chocolate—per lb.

|                                       |        |
|---------------------------------------|--------|
| Queen's Desert 1/4's and 1/2's.....   | \$9 40 |
| " 1/4's.....                          | 0 42   |
| Mexican Vanilla, 1/4's and 1/2's..... | 0 45   |
| Royal Navy Rock.....                  | 0 30   |
| Diamond.....                          | 0 25   |
| " 8's.....                            | 0 25   |

### WALTER BAKER & CO., LIMITED.

|                                                       |       |
|-------------------------------------------------------|-------|
| Premium No. 1 chocolate, 12-lb. boxes.                | \$ 38 |
| Vanilla chocolate 1-lb. boxes.....                    | 47    |
| German sweet, 6-lb. boxes.....                        | 27    |
| B'sst cocoa, 1/4-lb. tins, plain; 6-lb.<br>boxes..... | 35    |
| Cracked cocoa, 1/4-lb. pkg. 12-lb. bxs.               | 35    |
| Caracas sweet chocolate, 6-lb. boxes                  | 37    |
| Soluble chocolate (hot or cold soda)                  | 45    |
| 1-lb. cans.....                                       | 45    |
| Vanilla chocolate wafers, 48 to box,<br>per box.....  | 1 56  |



# Edwardsburg Silver Gloss Starch.

Your idea may be that all starch is starch and that your customers won't detect even a slight difference in quality. You may think that because there is a cent or two extra profit on "Mushroom" brands (that come and go), you can retain the confidence of your trade—it doesn't pay to trifle with the confidence that a customer has in you and your goods.

Edwardsburg Silver Gloss Starch is as staple as flour. In the name there is the fame of nearly half a century. In the making there is the skill of long experience combined with honesty of purpose and unequalled manufacturing facilities. Edwardsburg Silver Gloss Starch represents the highest type of perfection there is or can be in starch. Kegs of 100-lbs.—handsome enamelled horse-shoe tins holding 6-lbs.—handsome 1-lb. packages that give a touch of life and color and "go" to a grocer's shelves.

## Edwardsburg Starch Co'y, Limited Established 1858.

164 St. James Street,  
Montreal.

Works,  
Cardinal, Ont.

53 Front Street East,  
Toronto.

# DUNN'S PURE MUSTARDS

GIVE UNBOUNDED SATISFACTION.

The reason is—They are profitable to dealers and satisfying to consumers.

### CHEESE.

|                                    |        |
|------------------------------------|--------|
| Imperial—Large size jars, per doz. | \$8 25 |
| Medium size jars                   | 4 50   |
| Small size jars                    | 2 40   |
| Individual size jars               | 1 00   |
| Imperial Holder—Large size         | 18 00  |
| Medium size                        | 15 00  |
| Small size                         | 12 00  |
| Roquefort—Large size, per doz.     | 2 40   |
| Small size                         | 1 40   |
| Paragon—Large size, per doz.       | 8 25   |
| Medium size                        | 4 50   |
| Small size                         | 2 40   |
| Individual size                    | 1 00   |

### COFFEE.

|                            |       |
|----------------------------|-------|
| JAMES TURNER & CO. per lb. |       |
| Mexico                     | 0 32  |
| Damasco                    | 0 28  |
| Alro                       | 0 20  |
| Sirdar                     | 0 17  |
| Old Dutch Rio              | 0 12½ |

### CLOTHES PINS.

|                                                      |      |
|------------------------------------------------------|------|
| BOKER BROS. & CO.                                    |      |
| Clothes Pins (full count), 5 gross in case, per case | 0 55 |
| 4 doz. packages (12 to a case)                       | 0 70 |
| 6 doz. packages (12 to a case)                       | 0 90 |

### COUPON BOOK—ALLISON'S.

For sale in Canada by—The Eby, Blain Co., Limited, Toronto. C. O. Beauchemin & Fils, Montreal

|                                                  |          |
|--------------------------------------------------|----------|
| \$1, \$2, \$3, \$5, \$10 and \$20 books.         |          |
| Un-covered and numbered.                         |          |
| In lots of less than 100 books, 1 kind assorted. | 4 4½c.   |
| 100 to 500 books                                 | 3½c. 4c. |
| 500 to 1,000 books                               | 3c. 3½c. |

### Allison's Coupon Pass Book.

|              |               |
|--------------|---------------|
| \$1 00 books | 3 cents each  |
| 2 00 books   | 3 cents each  |
| 3 00 books   | 3 cents each  |
| 5 00 books   | 4 cents each  |
| 10 00 books  | 5½ cents each |
| 15 00 books  | 6½ cents each |
| 20 00 books  | 7½ cents each |
| 25 00 books  | 8 cents each  |
| 50 00 books  | 12 cents each |

### EXTRACTS.

|                                    |        |
|------------------------------------|--------|
| HENRI JONAS & CO. Per gross.       |        |
| 8 oz. London Extracts              | \$6 00 |
| 2 oz. " (no corkscrews)            | 5 50   |
| 2 oz. " "                          | 9 00   |
| 2 oz. Spruce essence               | 6 00   |
| 2 oz. " "                          | 9 00   |
| 4 oz. Anchor extracts              | 12 00  |
| 1 oz. " "                          | 21 00  |
| 1 oz. " "                          | 36 00  |
| 1 lb. " "                          | 70 00  |
| 1 oz. Flat                         | 9 00   |
| 2 oz. Flat, bottle extracts        | 18 00  |
| 2 oz. Square                       | 21 00  |
| 1 oz. " (corked)                   | 36 00  |
| 8 oz. " "                          | 72 00  |
| Per doz.                           |        |
| 8 oz. " glass stop extracts        | 3 50   |
| 8 oz. " "                          | 7 00   |
| Per doz.                           |        |
| 2½ oz. Round quintessence extracts | 2 00   |
| 4 oz. Jockey decanters             | 3 50   |

### FOOD.

|                                     |      |
|-------------------------------------|------|
| Robinson's Patent Barley ½ lb. tins | 1 25 |
| " 1 lb. tins                        | 2 25 |
| " Groats, ½ lb. tins                | 1 25 |
| " 1 lb. tins                        | 2 25 |

### GILLET'S POWDERED LYE.

|                |        |
|----------------|--------|
| 4 doz. in case | \$3 60 |
|----------------|--------|

### JAMS AND JELLIES.

|                                           |        |
|-------------------------------------------|--------|
| SOUTHWELL'S GOODIES. per doz.             |        |
| Frank Magor & Co., Agents.                |        |
| Orange Marmalade                          | 1 50   |
| Clear Jelly Marmalade                     | 1 80   |
| Strawberry W. F. Jam                      | 2 00   |
| Raspberry " "                             | 1 75   |
| Apricot " "                               | 2 00   |
| Black Currant " "                         | 1 85   |
| Other Jams, W. F.                         | 1 55   |
| Red Currant Jelly                         | 1 90   |
| Jams—T. UPTON & CO.                       | 2 75   |
| 1-lb. glass jars 2 doz. in case, per doz  | \$1 00 |
| 5-lb. tin pails, 8 pails in crate, per lb | 0 07   |
| 7-lb. wood pails, 6 " "                   | 0 07   |
| 14-lb. wood pails, per lb                 | 0 07   |
| 30-lb. " "                                | 0 06½  |
| Jellies—                                  |        |
| 1-lb. glass jars, per doz.                | \$1 00 |
| 7-lb. wood pails, per lb.                 | 0 06½  |
| 14-lb. " "                                | 0 06½  |
| 30-lb. " "                                | 0 06½  |

### LICORICE.

|                                                    |        |
|----------------------------------------------------|--------|
| YOUNG & SMYTH'S LIST.                              |        |
| 5-lb. boxes, wood or paper, per lb.                | \$0 40 |
| Fancy boxes (36 or 50 sticks) per box              | 1 25   |
| " Ringed 5 lb. boxes, per lb.                      | 0 40   |
| " Acme" Pellets, 5 lb. cans, per can.              | 2 00   |
| " Acme" Pellets, fancy boxes (40)                  |        |
| per box                                            | 1 50   |
| Tar, Licorice and Tolu Wafers, 5 lb. cans, per can | 2 00   |
| Licorice Lozenges, 5 lb. glass jars                | 1 75   |
| " 20 5 lb. cans                                    | 1 50   |
| " Purify" Licorice 10 sticks                       | 1 45   |
| " 100 sticks                                       | 0 75   |
| Dulce, large cent sticks, 100 in box               |        |

### MINC MEAT.

|                                    |         |
|------------------------------------|---------|
| Webbey's Condensed, per gross, net | \$12 00 |
| per case of doz., net.             | 3 00    |

### MUSTARD.

|                                |        |
|--------------------------------|--------|
| COLMAN'S OR KEEN'S             |        |
| D. S. F., ¼ lb. tins, per doz. | \$1 40 |
| " ½ lb. tins, " "              | 2 50   |
| " 1 lb. tins, " "              | 5 00   |
| Durham, 4 lb. jars, per jar    | 0 75   |
| " 1 lb. " "                    | 0 25   |
| F. D., ¼ lb. tins, per doz.    | 0 85   |
| " ½ lb. tins                   | 1 45   |
| JONAS' FRENCH MUSTARDS         |        |
| HENRI JONAS & CO. Per gross.   |        |
| Pony size                      | \$7 50 |
| Imperial, medium               | 9 00   |
| Imperial, large                | 12 00  |
| Tumblers                       | 12 00  |
| Per gross.                     |        |
| Mugs                           | 13 20  |
| Plnt jars                      | 18 00  |
| Quart jars                     | 24 00  |

### MATCHES.

|                                 |        |
|---------------------------------|--------|
| Eddy's Telegraph, 5-case lots   | \$4 00 |
| " single cases                  | 4 20   |
| Tel. phone, 5-case lots         | 3 90   |
| " single cases                  | 4 10   |
| Eagle Parlors, 20s, 5-case lots | 1 60   |
| " single cases                  | 1 70   |
| " 100s, 5-case lots             | 1 80   |
| " single cases                  | 1 90   |
| Victoria Parlors, 5-case lots   | 2 90   |
| " single cases                  | 3 10   |

### ORANGE MARMALADE.

|                                   |        |
|-----------------------------------|--------|
| T. UPTON & CO.                    |        |
| 1-lb. glass 2 doz. case, per doz. | \$1 00 |
| 7-lb. pails and 5 and 7 lb. tins  | 0 07   |

### PICKLES.

|                                   |      |
|-----------------------------------|------|
| STEPHENS'                         |      |
| A. P. Tippet & Co., Agents.       |      |
| Patent stoppers (pints), per doz. | 2 30 |
| Corked (pints), " "               | 1 90 |



## SODA.—COW BRAND.



Case of 1 lbs. containing 60 pkgs., per box, \$3.00  
 Case of 1/2 lbs. (containing 120 pkgs., per box, \$3.00)  
 Case of 1/4 lbs. and 1/2 lbs. (containing 30 1 lbs. and 60 1/2 lbs. packages) per box, \$3.00  
 Case of 50. pkgs (containing 96 pkgs) per box \$3.00.

## SOAP



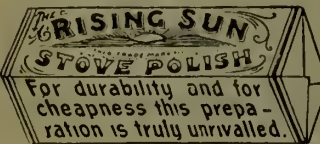
A. P. TIPPETT & CO., AGENTS  
 Maypole Soap, colors per grs., \$10.20  
 Maypole Soap, black per grs., \$15.30  
 Orle Soap, per gross \$10.20

Gloriola Soap, per gross..... 12 00  
 Straw Hat Polish, per gross..... 10 20

## STOVE POLISH.



No 4-3 dozen in case, per gross... 4 81  
 6-3 dozen in case..... 8 40



For durability and for cheapness this preparation is truly unrivalled.

Per gross  
 Rising Sun 5-oz. cakes, 1/4-gross boxes \$8 50  
 Rising Sun, 3-oz. cakes, gross boxes... 4 50  
 Sun Paste, 100. also, 1/4 gross boxes... 10 00  
 Sun Paste, 50. size, 1/4 gross boxes... 5 00



## STARCH

EDWARDSBURG STARCH CO., LTD.

Laundry Starches— per lb.  
 No. 1 White or Blue, 4-lb. cartons 0 06  
 No. 1 " " 3-lb. 0 05  
 Canada Laundry 0 07 1/2  
 Silver Gloss, 6-lb. drawlid boxes 0 07 1/2  
 Silver Gloss, 6-lb. tin canisters.. 0 07 1/2  
 Edwards'g Silver Gloss, 1-lb. pkg. 0 07 1/2  
 Kegs Silver Gloss, large crystal 0 06  
 Benson's Satin, 1-lb. cartons.... 0 08 1/2  
 No. 1 White, bbls. and kegs.... 0 05 1/2  
 Benson's Enamel, per box..... 3 00

Culinary Starch—  
 Benson & Co.'s Prep. Corn..... 0 04 1/2  
 Canada Pure Corn..... 0 05 1/2

Rice Starch—  
 Edwardsburg No. 1 white, 1-lb. cart 0 01 1/2  
 Edwardsburg No. 1 White or Blue, 4-lb. lumps..... 0 08 1/2

## KINGSFORD'S OSWEGO STARCH



SILVER 40-lb. boxes, 1-lb. pkgs. 0 08 1/2  
 GLOSS 6-lb. boxes, sliding cover (12-lb. boxes each crates) 0 08  
 PURE 40-lb. boxes 1-lb. pack. 0 07  
 48-lb. " 16 3-lb. boxes 0 07  
 For puddings, oustards, etc.

OSWEGO 40-lb. boxes, 1-lb. packages..... 0 07 1/2  
 CORN STARCH..... 0 07 1/2  
 ONTARIO 38-lb. to 45-lb. boxes, STARCH 6 bundles..... 0 06

STARCH IN 1/2 Silver Gloss..... 0 07 1/2  
 BARRELS 1/2 Pure..... 0 03 1/2

BEE STARCH.  
 Cases, 64 pkgs. 48's..... \$5.00  
 1/4 Cases, 32 pkgs. 24's..... 2.50  
 Packages 100. each.

## BRANTFORD STARCH WORKS, LIMITED.

Ontario and Quebec.

Laundry Starches—  
 Canada Laundry, boxes of 40 lbs. \$0 05  
 Acme Gloss Starch—  
 1-lb. cartons, boxes of 40 lbs.... 0 05 1/2  
 Finest Quality White Laundry—  
 3-lb. Canisters, cases of 48 lbs 0 06  
 4-lb. " " " " 0 06  
 Barrels, 175 lbs..... 0 05 1/2  
 Kegs, 100 lbs..... 0 05 1/2  
 Lily White Gloss—  
 1-lb. fancy cartons, cases 30 lbs. 0 07 1/2  
 6-lb. toy trunks, 8 in case 0 07 1/2  
 6-lb. enameled tin canisters, 8 in case 0 07 1/2  
 Brantford Gloss—  
 1-lb. fancy boxes, cases 36 lbs... 0 08 1/2  
 Canadian Electric Starch—  
 Boxes of 40 fancy pkgs, per case 3 25  
 Celluloid Starch—  
 Boxes of 45 cartons, per case.. 3 75  
 Culinary Starches—  
 Challenge Prepared Corn—  
 1-lb. packages, boxes 40 lbs.... 0 05 1/2  
 No. 1 Brantford Prepared Corn—  
 1-lb. packages, boxes 40 lbs.... 0 06 1/2  
 Crystal Maize Corn—  
 1-lb. packages, boxes 40 lbs.... 0 06 1/2



## TEAS.

SALADA CEYLON Wholesale. Retail

Brown Label, 1's..... 0 20 0 25  
 1/2's..... 0 21 0 26  
 Green Label, 1's and 1/2's..... 0 22 0 30  
 Blue Label, 1's, 1/2's and 1/4's.. 0 30 0 40  
 Red Label, 1's and 1/2's..... 0 38 0 50  
 Gold Label 1/4's..... 0 44 0 60



Ceylon Tea, in 1 and 1/2 lb. lead packages. black or mixed.

Black Label, 1-lb., retail at 25c.... 0 19  
 1/2-lb. " " " " 0 20  
 Blue Label, retail at 30c..... 0 22  
 Green Label " 40c..... 0 28  
 Red Label " 50c..... 0 35  
 Orange Label, retail at 60c..... 0 42  
 Gold Label, " 80c..... 0 55

## CROWN BRAND

Wholesale Retail.

Red Label, 1-lb. and 1/2's..... 0 35 0 50  
 Blue Label, 1-lb. and 1/2's..... 0 38 0 40  
 Green Label, 1-lb..... 0 19 0 25  
 Green Label, 1/2's..... 0 20 0 25  
 Japan, 1's..... 0 19 0 25

## "SKELLINGS PATENT"



English Breakfast Hopped Tea, 29c.; retail, 40c.  
 A. Waddell & Co. agents, Toronto.  
 Samples on application.



Cases each 60 1-lb..... 0 30  
 " " 60 1/2-lb..... 0 35  
 " " 30 1-lb..... 0 36  
 " " 120 1/2-lb..... 0 36



LUDELLA CEYLON, 1 AND 1/2'S PKGS.

Blue Label,..... 0 18 1/2 0 25  
 Blue Label, 1/2's..... 0 19 0 25  
 Orange Label, 1's and 1/2's... 0 21 0 30  
 Brown Label, 1's and 1/2's... 0 28 0 40  
 Brown Label, 1/4's..... 0 30 0 40  
 Green Label, 1's and 1/2's... 0 35 0 50  
 Red Label, 1/4's..... 0 40 0 60

## TOBACCO.

THE EMPIRE TOBACCO CO. LIMITED.

Smoking—Empire, 3 1/2, 5s and 10s.. 0 39  
 Royal Oak, 2 x 3, Solace, 8s..... 0 52  
 Something Good, 7s..... 0 48  
 Chewing—Hobs, 5s and 10s..... 0 36  
 Currency, 13 1/2 oz. bars, spaced 9s.. 0 39  
 Currency, 8s and 10s..... 0 39  
 Old Fox, Narrow 10s..... 0 40  
 Snowshoe, 10 1/2 oz. bars, spaced 8s 0 44  
 Snowshoe, pound bars, spaced 6s.. 0 44  
 Snowshoe, 2 1/2, 8s..... 0 44  
 Pay roll, 6s..... 0 44

## WOODENWARE

ROCKH BROES &amp; COMPANY.

Washboards Leader Globes..... 1 40  
 " Improved Globe..... 1 50  
 " Standard Globe..... 1 70  
 " Solid Back Globe..... 1 80  
 " Jubilee (perforated)... 1 85  
 " Crown..... 1 25  
 F.o.b. Toronto.

## YEAST.

Royal yeast, 3 doz. 5c.-pkgs. in case.. 1 00

## We are always glad

to receive orders for the insertion of advertisements. But will those who send us "Condensed" or "Want" advertisement, please bear in mind that they can only be inserted when cash or stamps accompany the order. The rate is 2c. per word each insertion, numbers and contractions counting as words.

MacLEAN PUB. Co., Limited  
 Montreal Toronto.

## WE STOCK

NO. 197

## SYRUP PUMP

AND MEASURE.

Highly commended by those who KNOW. (Ask for circular).

WALTER WOODS &amp; CO.

HAMILTON.

## Soap

"IMPERIAL" and "SNOW"

Twin Cakes.

NOW IN STORE.

Perkins, Ince &amp; Co., - Toronto.

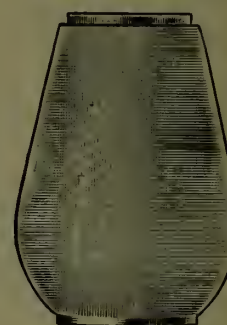


ASK FOR  
**MOTT'S**

## ARE YOU USING OUR

Cold Blast or Jubilee Globes

Aetna or Quaker Flint Chimneys?



Give them a Trial.

THE SYDENHAM GLASS CO.,  
 of WALLACEBURG, Limited

Seely's  
 Flavoring  
 Extracts  
 Best  
 on Earth



# The Auer Gas Lamp

Money-Back Style.

No. 5

IT will make your store or home as bright as day without costing you as much to run as your oil lamps or electric lights.

THERE is no smell from it and it does not flicker.

IT shows the true colors of your goods which oil and electricity do not.

SEND FOR CATALOG AND TRADE DISCOUNTS.

AUER LIGHT CO., 1682 Notre Dame St., MONTREAL.

Manufacturers and Importers of

MANTLES—SHADES—CHIMNEYS—BURNERS—ETC.



SATISFACTION GUARANTEED OR YOUR MONEY REFUNDED.

When you get right down to the fine point you'll find that



# "EMPIRE" SODA

BEST FOR BAKING

is the most profitable for you to handle, and the best, purest and surest Super Carb. Soda you can give your customers. Made and put up in handsome packets by

BRUNNER, MOND & CO., Limited,  
Norwich, England.

WINN & HOLLAND, MONTREAL

SOLE AGENTS FOR CANADA

## ADVERTISING in WESTERN CANADA

will be Carefully, Efficiently, and Promptly attended to by

The Roberts Advertising Agency,  
WINNIPEG, CANADA

# THE "GLEANER"

KINGSTON, JAMAICA, B.W.I.

The Newspaper with the Largest Circulation in Jamaica and the West Indies.

Canadian manufacturers, merchants, etc., desiring to do business with this country and introduce their goods in this market, should put an advertisement in "THE GLEANER."

Write for scale of charges, etc., to

THE GLEANER CO.,  
Limited

"Gleaner" Office, . . . KINGSTON, JA.

## BUY

# Star Brand

COTTON  
CLOTHES  
LINES

— AND —

COTTON  
TWINE

Cotton Lines are as cheap as Sisal or Manila and much better.

For sale by all Wholesale Dealers

See that you get them.

# BUSINESS NEWS

of any kind that is of value to business men supplied by our Bureau. We can give you market quotations from any town in Canada, reports from the city markets, stock quotations, etc. You can get commercial news from any Canadian paper through us.

Write us, giving us particulars of what you want and where you want it from, and we will quote you prices by return.

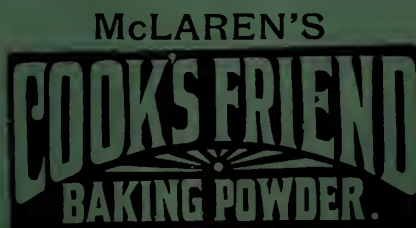
"Clippings from any Canadian paper on any subject."

CANADIAN PRESS CLIPPING BUREAU,

232 McGill Street, MONTREAL, QUE.  
Telephone Main 1255.

10 Front St. East, Toronto. Telephone 2148.

Is Honest Goods and just the Thing on Which to Make or Extend a Business.



The Best Grocers make a point of Keeping it always in Stock.

## LAMPS

Write to us for illustrated Catalogue of our decorated Vase Lamps, even if you have bought. It's handy to compare sometimes.

and



## DECORATED OPAL

Bright, Attractive. 5c., 10c., 15c. and 25c. Counter Goods.

### OUR NEW LINES

#### INVADER ASSORTMENT.

Ink Stands, Matches, etc., to retail for 10c. each.

#### TURQUOISE ASSORTMENT.

A line of quick sellers in turquoise blue trays and boxes to retail at 10c. and 15c. each.

#### SALISBURY ASSORTMENT.

The best line of vases on the market. Just the thing for Xmas trade. Retail for 10c., 15c. and 25c.

It's your own fault if you have not got one of our splendidly illustrated Opal Catalogues, as we are only too glad to send one for the asking and we want every up-to-date merchant to have one.

EARTHENWARE, FANCY CHINA, GLASSWARE, CUT GLASS

**GOWANS, KENT & CO.**  
TORONTO and WINNIPEG.

## YOU KNOW

the call for mince meat is sure to be particularly brisk from now out, for mince pies become very popular during the winter season. Be prepared to furnish your customers with the kind that will please them—and thus increase your chances for getting more patronage—namely

## WETHEY'S CONDENSED MINCE MEAT

The hard-to-please customers will tell you that it

## IS THE CHOICEST AND BEST

they ever used.

To be had from leading wholesalers.

MANUFACTURED BY

**J. H. WETHEY,**  
ST. CATHARINES ONT.

# Crosse & Blackwell, Limited

*Pickles, Sauces, Jams and Preserved Provisions.*

**C. E. COLSON & SON,**

**MONTREAL.**

CHAS. F. CLARK, President.

JARED CHITTENDEN, Treasurer.

...ESTABLISHED 1849..

## BRADSTREET'S

Capital and Surplus, \$1,500,000.

Offices Throughout the Civilized World.

Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants by the merchants, for the merchants. In procuring, verifying and promulgating information, no effort is spared, and no reasonable expense considered too great, that the results may justify its claim as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

Subscriptions are based on the service furnished, and are available only by reputable wholesale, jobbing and manufacturing concerns, and by responsible and worthy financial fiduciary and business corporations. Specific terms may be obtained by addressing the Company at any of its offices. Correspondence invited.

### —OFFICES IN CANADA—

HALIFAX, N.S.  
OTTAWA, ONT.  
VANCOUVER B.C.

HAMILTON, ONT.  
QUEBEC, QUE.  
VICTORIA, B.C.

LONDON, ONT.  
ST. JOHN, N.B.  
WINNIPEG, MAN.

MONTREAL, QUE.  
TORONTO, ONT.

THOS. C. IRVING, Gen. Man. Western Canada, Toronto. JOHN A. FULTON, Gen. Man. Eastern Canada, Montreal.

## OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery 8d. and 1a. Canisters.

'WELLINGTON'

**KNIFE POLISH.**

**JOHN OAKEY & SONS, LIMITED**

MANUFACTURERS OF

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England.

Agent:

**JOHN FORMAN, 644 Craig Street MONTREAL**



PUBLISHED EVERY  
FRIDAYCIRCULATES IN  
EVERY PROVINCE

# THE CANADIAN GROCER

AND  
GENERAL  
STOREKEEPER



## QUALITY..



When a salesman talks price to you

Ask him about **QUALITY**

When he talks quantity . . .

Ask him about **QUALITY**

When he talks merit to you . .

Ask him about **QUALITY**

That's the \_\_\_\_\_

**STRONG POINT**

in

**Colman's Mustard**

## CARR & CO'S

CELEBRATED



# CAFE NOIR BISCUIT

(The Original and Genuine)

We carry it in stock and we can Sample your trade. Send in a list of customers.

## FRANK MAGOR & CO.,

Agents for the Dominion.

16 St. John Street, MONTREAL

C. E. JARVIS &amp; CO., Vancouver, Agents for B.C.



## The Australasian Grocer

The Organ of the Grocery, Provision and kindred Trades of the Antipodes.

Subscription \$2.50 per Ann.

post free to any part of the world.

A handsome Diary is presented free to annual subscribers.

### PUBLISHING OFFICES:

Melbourne, - - - Fink's Buildings.  
Sydney, - - - Post Office Chambers.

### AMERICAN OFFICES:

New York, - - - Park Row Building.

### BRITISH OFFICES:

London, - - - 42 Cannon St., E.C.

Specimen Copies Free on Application.

BUY GUM

This looks like a puzzle, but it is very easy when you understand it. It simply means **buy gum** from the Canadian Chewing Gum Co., Toronto, whose brands are becoming so popular of late.

## NEW AND DELICIOUS FLAVORS

made fresh every day and shipped promptly on receipt of order. These brands will be sure to please you. Profits are large and customers satisfied.

**VICTORIA FRUIT**--Delicious and wholesome. Six flavors in box.

**MALTED PEPSINE**--Medicinal Gum, good for indigestion.

**MAPLE LEAF**--Big value, patriotic lo. Chewing Gum.

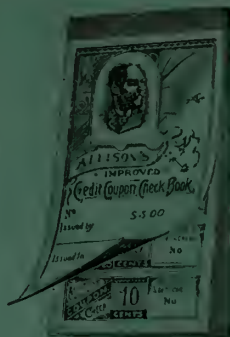
Trial order solicited.

Samples and prices on application.

## THE CANADIAN CHEWING GUM CO.

363 Spadina Ave., Toronto.

## A Safety Buoy



For your guidance, should be the experience of others. Bright business fellows usually regard these signals--**THEY PROFIT BY THEM.** Merchants doing business in the old way--by use of pass books, will assure you that their losses are no inconsiderable sum, that in the rush and hurry of selling many items are omitted, and very often throughout the year such losses are occasioned that the results measurably affect the profits. Perhaps this very leak may have occasioned the shrinkage in **YOUR** profits last year.

With Allison's Coupon Books mistakes are impossible. There are never any losses through failure to charge goods--**THEY EFFECTUALLY BLOCK THE LEAKS.** Easy to use, and like this:

### IF A MAN WANTS CREDIT

For \$10, give him a \$10 **ALLISON COUPON BOOK**, charge him with \$10 and there you are. No trouble at all. If he buys a plug of tobacco for 10 cents, just tear off a ten-cent coupon--that's all, and so on for all his purchases up to limit of the book. No Pass Book. No Writing. No Time Lost. No Kicking. There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

For Sale in  
Canada by

The Eby, Blain Co., Limited, Toronto.  
C. O. Beauchemin & Fils, Montreal.

**ALLISON COUPON CO., Makers,**  
Indianapolis, Indiana.

## Symington's

## "Edinburgh" Coffee Essence

Is the Purest and therefore Best and Cheapest!

Refuse imitations said to be "just as good" as Symington's, and recollect that the careful process by which Symington's Essence is made eliminates all unpleasant properties.

ANYONE CAN DRINK IT.

**THOS. SYMINGTON & CO.,**  
EDINBURGH and LONDON.

Agents, **W. B. Bayley & Co., Toronto**



# Fry's Cocoa and Chocolate.

No Cocoa or Chocolate made anywhere, by anybody, is made more absolutely on honor than "Fry's." They have the largest factory in the world, employing thousands of people. Their product has taken gold and diamond medals and awards without number. No flavorings whatever are used, neither do any injurious drugs or chemicals enter into the making of this world-famous brand.

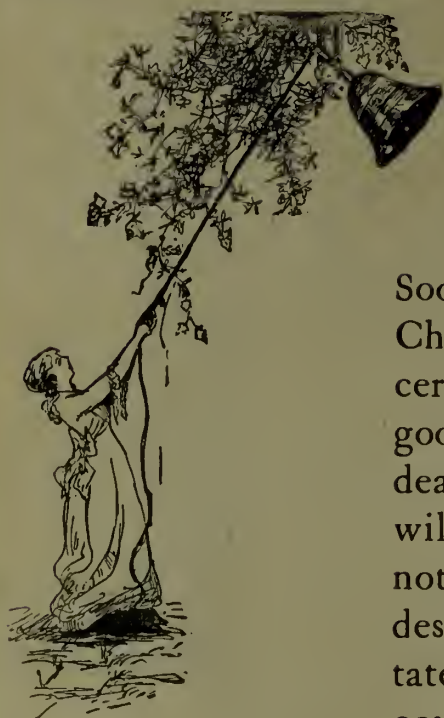
The Chocolate, whether for eating or drinking, is rich and nourishing—nourishing because so pure. The Chocolate Confections, in quarter, half and one pound wooden boxes are delicious and of full weight always. The Concentrated Cocoa is the very essence of all that is good in the finest Cocoa Bean. Its great purity makes it the most economical, because a little of it goes as far as double the same amount of any other.

---

*If you buy Fry's Cocoa or Chocolate you buy the best.*

---

*Sold by leading wholesalers everywhere.*



## NOW IS THE TIME TO BUY YOUR CHRISTMAS GOODS.

Soon the busy housekeeper will be preparing for Christmas, and when making her purchases she is certain to patronize the merchant who has some good, genuine, seasonable lines to offer her. Those dealers desirous of picking up some holiday lines that will catch the popular fancy of their customers should not hesitate in getting our quotations for any quantity desired of the undermentioned goods---he who hesitates will lose a good share of trade and profit that could be secured by having such lines in stock :

Just arrived per Steamer  
Tunisian a consignment  
of extra-choice

### Crystallized Fruits

These goods are put up in

**7-lb. Wooden Boxes**

and also in

**4½, 9 and 18-oz. Cartons**

These are "tip-top" fruits and we guarantee that all who place an order with us will never regret it—that is if they are in business to make money and give satisfaction.

### LOTS OF COOKING

being done just now—these are certainly busy days in the kitchen. Cooks and housekeepers would appreciate it very much if you would sell and recommend

### Jonas' Flavoring Extracts

the extracts of unequalled  
purity, richness and strength.

**Henri Jonas & Co.**

St. Paul Street,  
MONTREAL.

The Steamer Corinthian  
arrived in port a few days  
ago with a special supply  
of

### Mushrooms and Pates de Foies Gras

for us—or, we should say,  
for you—if you send in  
your order at once. These  
goods are packed in neat  
and attractive tins and  
bottles.

### TRUFFLES

sell well at Christmas time  
—we can fill your order to  
best advantage.



## A Box of "Pharaohs" for Christmas!

Prepare for the Christmas trade! My "box" trade doubles and trebles every year about this time. A box of my 10-cent "Pharaohs" make a fine Christmas gift.

Remember, how easy it is for you to make a test of a first order—I pay all the cost of getting the Cigars to you, you have a long time to pay for them, and, too, you can send them back at any time and get your money.

*J. BRUCE PAYNE, Cigar Mfr.,  
Granby, Que.*

## LYTLE'S FAMOUS MINCE MEAT

When you recommend this mince meat to customers you can do so feeling confident that they get the best in Mince Meat. Grocers all over the country who know this Mince Meat will tell you the same thing.

This is the season when Mince Meat is in large demand, and you should see that your stock of Lytle's Mince Meats are kept well up.

—In 5-lb. fibre pails.

—In 7, 14, 28 and 60-lb. wood pails.

Ask your wholesaler for quotations or write us direct.

**T. A. LYTLE & CO.**

124-128 Richmond St. West

**TORONTO.**

## The Pure Quill

These November days bring the thought of Buckwheat Cakes to the front again, and when you think of them you call to mind the kind you used to enjoy so much. They had a **Buckwheat** flavor which you have failed to discover in the many so-called Buckwheat Cakes offered to-day. So you have just about concluded that pure Buckwheat was a myth, and in its place had come some sort of mixture, made by goodness knows what formula, except it was very shy of Buckwheat. Now, your customers are just like yourself, they too, are looking for some of the real old-fashioned stuff. You can give your customers a treat by getting

**Tillson's Pure Buckwheat Flour.**

Not an ounce of anything but Buckwheat—pure and clean.

*THE TILLSON CO., Limited, Tilsonburg, Ont.*

## THE "CANDAPER" ROLL HOLDER.

We can recommend it as the strongest and best-working holder and cutter you will find anywhere. It is solid steel throughout, spring knife and polished nickel.

- Thoughtful dealers everywhere use the
- Roll Holder now in preference to the
- old method of stringing up paper

**CANADA PAPER CO., LIMITED**  
Toronto and Montreal.

## John MacKay, Bowmanville, Ont.

Established 1854.

Manufacturer of

**POT and PEARL  
BARLEY, SPLIT PEAS,  
and CHOP FEED**

**IN CAR LOTS.**

Send for Prices or Samples.  
Prompt Business.

## Brockville Business College

PRONOUNCED by members of Dominion and Provincial Parliaments and business men generally to be a first-class business school.

Graduates in all the leading cities of Canada and the United States. Do you want to become a good bookkeeper or shorthand writer? If you are interested in this line of work our Catalogue will interest you.

Address,

**BROCKVILLE BUSINESS COLLEGE,**  
Department G. Brockville, Ont.

Purest and Best for all Purposes.



## ST. CHARLES Evaporated (Unsweetened) CREAM

has stood the Test of every Climate, therefore, is particularly valuable for Cold Countries. **Always ready and never fails.** St. Charles Cream received the only Gold Medal awarded at the Pan-American Exposition for a product of this kind. Highest Awards at Paris, World's Fair, and Trans-Mississippi Exposition. Used extensively by the leading nations of the world for Army, Navy and Hospital purposes.



Send your jobber or broker a trial order, or write for full particulars to the FOREIGN DEPARTMENT,

**St. Charles Condensing Co.,**

FACTORY ALSO AT INGERSOLL,  
ONTARIO, CANADA.

**ST. CHARLES, ILLS., U.S.A.**

## FIRST IMPRESSIONS COUNT.

The dealer who is striving as much for the sales of to-morrow as for the sales of to day is the dealer who stands the best chance for doing a successful, profitable business. The demand for pure, healthy, invigorating tea, like

## JAPAN TEA

is daily increasing. And why? Because tea-drinkers know they can rely on its quality. With **JAPAN TEA** quality does quality's work for the grocer—one sale is instrumental in producing another—its unapproachable quality is so apparent that a good impression of the seller is produced. That means continued patronage from the purchaser. You grocers who consider the importance of "first impressions" will appreciate the intrinsic merit of **JAPAN TEA.**



**ALWAYS BE PREPARED**

to supply your customers with our

**TEA  
ROSE  
DRIPS****FANCY SYRUP.**

The price is right, reasonable, and will be readily paid by those who desire a syrup that's really very delicious. It is decidedly the best and only kind for you to sell your customers. It is put up in very attractive tins. For sale by all wholesale dealers.

**ROSE & LAFLAMME,**Wholesale  
Distributors,**MONTREAL****IVORY GLOSS STARCH****V  
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Every article sold over your counter is representative of the class of goods you sell. Upon their quality depends the quantity of your trade.

**STARCH**

is an article that is in constant demand. Every package of the genuine, well-known, reliable, labor saving

**IVORY GLOSS STARCH**

you sell is a profitable advertisement for your store. It contains all the necessary elements essential to the producing of satisfactory results. Your customers will not look elsewhere for a better starch than the famous

**IVORY GLOSS STARCH**

Manufactured by

**THE ST. LAWRENCE STARCH CO., Limited,**  
PORT CREDIT, ONT.

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H****FOR THE LADIES' SAKE**

buy a good reliable line of Extracts. You cannot do better than sell

**"R. F." FOR 10c. AND "GOLDEN QUINTESSENCES" FOR 25c.**

The goods are always right and the profits also. We please the grocer and his most particular customers.

**ROBINSON MFG. CO.,****TORONTO.****Seasonable Goods****NEILSON'S  
Home-made****Mince Meat**

Customers are asking for it. Get in line and give the people the goods they want.

2-lb., 5-lb. tins; 12-lb., 27-lb. pails; 65-lb. tubs.

Your order will have prompt attention.

Tel.—Park 294.

**WM. NEILSON, 60 Lynd Ave., Toronto**

# CHOICE MEDITERRANEAN FRUITS...

The following MALAGA RAISINS, in boxes and  $\frac{1}{4}$ -boxes:

ROYAL CLUSTERS  
DEHESA CLUSTERS  
CHOICE CLUSTERS  
BLACK BASKETS  
IMPERIAL CABINETS

A full line of all other seasonable fruits and nuts, of exceptional quality.

"Paradise" and "Haycastle"  
CURRANTS

The choicest productions from the most favored district in Greece. Cases and  $\frac{1}{2}$ -cases.

W. H. GILLARD & CO., Wholesale Grocers. HAMILTON, ONT.



THE DOMINION BREWERY CO., LIMITED  
Brewers and Maltsters  
TORONTO

Manufacturers of the Celebrated

## WHITE LABEL ALE

ASK FOR IT AND SEE THAT OUR  
BRAND IS ON EVERY CORK.

Our Ales and Porters have been examined by the best Analysts, and they have declared them Pure and Free from any Deleterious Ingredients.

WM. ROSS, Manager.



AYE READY!

# SATERSONS'

"CAMP" COFFEE  
IS THE BEST.

PRODUCING A CUP OF DELICIOUS COFFEE  
AT A MOMENTS NOTICE.

ASK YOUR WHOLESALE GROCER  
FOR IT.



## Batty & Co.

ESTABLISHED 1824.

LONDON.



OLIVES  
AND  
PURE  
OLIVE  
OILS.



Makers of High-class

INDIAN  
CURRIES  
AND  
CHUTNIES.

PICKLES  
OF  
ALL KINDS.



SAUCES  
OF  
ALL KINDS.



# The Commercial Development of Canada.

An address by E. C. CLOUSTON before the  
Canadian Bankers' Association at Montreal.

CUSTOM lays upon your President the task of addressing you in annual meeting upon the events of the year which more nearly concern us as bankers. I shall take advantage of this opportunity to touch lightly upon one or two topics.

In the first place, I desire to draw your attention to the fact that though we were incorporated as "The Canadian Bankers' Association," by Act of Parliament in 1890, we actually obtained full authority from the Treasury Board to exercise the powers conferred upon us only in May last, and our first statements in connection with the circulation were issued in June, so that we can hardly be said to be in full working order yet. We are, however, making progress and gradually gathering the threads together, so that in a short time we shall employ the authority and discharge the duties entrusted to us in their entirety. As time goes on we can appreciate more fully the great responsibility placed upon us as an association, and I know it will be our endeavor to justify the action of Parliament by rendering at all times a satisfactory account of our stewardship. I may add that the policy of conferring upon our association large powers of supervision in the administration of the Bank Act is regarded by high financial authorities in Great Britain as calculated to contribute powerfully to the stability of the banks and to the protection of the public.

## RETURNS SHOW INCREASES

Since our meeting a year ago, the figures of the bank returns show steady increase, and without going into details, I may mention that the circulation has expanded during that period about \$5,600,000; public deposits have risen nearly \$40,000,000; and the banks have some \$14,000,000 more of loans employed in the business of the country. Our present condition, indeed, may be contemplated with satisfaction, and with reference to the future, I can only give expression to the hope that our prosperity may continue for some time to come.

With regard to the general business of Canada, the great commercial prosperity which began in 1897 remains undiminished, all the outward and visible signs of active and profitable business having increased during the 12 months. Our foreign trade amounted to \$377,725,600 in the fiscal year ending June 30, 1901, or \$5,000,000 more than in the preceding year, and no less than \$146,000,000 in excess of the foreign trade of 1896. That is to say, in the brief space of five years the money value of our imports and exports has been enhanced by 63 per cent. An analysis of these figures brings out many gratifying points.

## EXPORTS EXCEEDED IMPORTS.

For example, the foreign and domestic exports have contributed more largely to

the increase than have the imports, and for the past seven years our aggregate exports have exceeded our imports. Without opening up that much debated and many-sided question, the balance of trade, it is obvious that a debtor country is relatively accumulating wealth when exports exceed imports, and, in this connection it is significant that while from 1886 to 1891 the domestic exports of Canada were less than the imports by \$127,726,000 from 1896 to 1901 the imports only exceeded the domestic exports by \$6,000,000, or a betterment in the balance of trade of upwards of \$120,000,000. Home trade has likewise greatly prospered. Manufacturing concerns, with few exceptions, have been busily employed; railway traffics have been the largest in the history of the country; labor continues scarce, and the rate of wages relatively high; mercantile failures are few in number, and not formidable in extent. In a word, the good times are still with us.

## THE DECENNIAL CENSUS.

We have taken this year the decennial census, and the result has been received with a good deal of disappointment. It will not be disputed that the one signal failure of the Confederation accomplished in 1867 has been our inability to attract population as rapidly as was expected. National sentiment has become strong, the pride and prejudice of provincialism have disappeared, large and substantial progress has been made, and a high average of comfort is enjoyed by the people. These things we have accomplished, and without discussing the causes of our slow progression in population I desire to point out that too much importance may be given to this phase of our national life, and that there are bright sides to the picture pleasant to survey. What, after all, Canada needs is quality rather than quantity. Mere numbers do not necessarily insure stability, strength or prosperity. Infinitely preferable is it that we possess a law-abiding people, imbued with a high sense of national pride, thrifty in habit, resolute in purpose to maintain the integrity of their country, rather than to encourage a large immigration of alien races beyond our ability to assimilate. Our efforts ought to be directed chiefly to the retention of our native born, and the attraction to Canada of the better class of emigrants from Great Britain, Northern Europe and the United States. Then, if our growth is slow, it will at least be upon a firm and sure foundation.

## FIGURES TELL THE STORY.

How thrifty a community Canada has become, let the following figures tell: Placing the population this year at 5,400,000, as indicated by the later census returns, I find the foreign trade per head to have been \$71.50 in the fiscal year 1901, as against \$45, in 1891, \$47 in 1881, and \$49 in 1871. The deposits of the peo-

ple in the joint stock, Government, and savings banks have risen in steady progression from \$19 per head in 1871, to \$27 in 1881, \$40 in 1891, and \$74 in 1901—most striking evidence of the practical prosperity of the people. The amount of money employed in the daily business of Canada, excluding subsidiary coinage, is now \$11 per head; whereas 20 years ago it did not exceed \$7.70 per head. These examples of thrift, enterprise and commercial activity might be multiplied by reference to railway earnings, to industrial development, to the production of farm, forest, fisheries and mines, to postal and insurance statistics; in short, to all these standards by which the material condition of a country is measured. The foreign trade of the Dominion per head of population is exceeded by few countries, and with our valuable stores of iron, coal, and timber, and great extent of virgin agricultural lands, there would seem to be no valid reason why this trade should not continue to expand.

## CARRIER SERVICE PROBLEM.

A good deal of attention is being given to the transportation facilities of the country, with a view to not only cheapening the cost of carriage to the Canadian people, but of attracting to our routes a considerable portion of the commerce of the American northwestern States. The subject is not new. For 30 years or more it has been a theme of discussion, and I regret to say the accomplishment is as yet far short of the expectation. In railway projection we have shown courage and enterprise, generously aiding private capital with public funds, and the policy has been richly recompensed. As much, however, I fear cannot be said of our aids to ocean commerce, and when we treat of foreign trade, the water carriage is as important a factor as land carriage. A link remains to be supplied in the chain of inter-Imperial communication, in the form of a fast steamship service to Great Britain. It ought to be our motto that the best is not too good for Canada. More than 40 years ago, namely, in 1860, the Legislature of the old Province of Canada deemed efficient steamship communication with Great Britain of sufficient importance to justify a grant of \$8,000 per trip, or \$400,000 yearly, in aid of a weekly service, a charge upon the public revenue immeasurably greater in proportion than would be to-day the sum necessary to secure to us as speedy a service as anywhere exists.

## FAST STEAMSHIP LINES.

The concomitant and subsidiary advantages of a fast steamship line between Canada and Great Britain, reducing the voyage from Europe to America to the lowest possible limit would be, I am satisfied, very great, and the faith and pluck which may give us such a service will not long wait vindication in material results of the highest benefit to the Dominion. A recent letter in one of our



**RISING SUN**  
STOVE POLISH and **SUN PASTE**  
STOVE POLISH  
IN **CAKES** WELL KNOWN AND RELIABLE. **DURABLE AND ECONOMICAL** 3000 TONS SOLD YEARLY. **SUN PASTE** STOVE POLISH IN **TINS** DUSTLESS, LABOR SAVING, BEST IN THE WORLD. GUARANTEED TO THE TRADE

Our packages are larger and more attractive in style than any others.

The quality of our goods is superior to anything else on the market.

**MORSE BROS., Proprietors, Canton, Mass.**

For sale by all Wholesale Grocers; also the McClary Mfg. Co., London, Montreal, Winnipeg, Vancouver and Toronto.

daily papers from one of the highest authorities in the country on fast ocean transportation throws great light on the subject, and I would recommend all who are interested in the future of Canada to give careful attention to it.

One word more, and I have done. A quarter of a century ago the paid-up capital stock of banks in Canada was \$66,800,000; to-day it is \$67,480,000, or practically the same amount. In the interval the "rest," or reserve of profits has risen by more than 50 per cent., and now stands at \$36,900,000. We have, therefore, been able to conduct an immensely increased domestic and foreign trade upon a stationary bank capital stock, a result due to the excellence of our banking system, and affording convincing evidence of the adaptability of that system to the requirements of a young and growing country.

#### ALBERTA OATS FOR SOUTH AFRICA.

Professor Robertson has placed the order from the War Office for 500,000 bushels of oats for shipment to South Africa in Alberta. The price contracted for is 27c. f. o. b. at all railway stations between Edmonton and Calgary, and a guarantee is given that the farmer is to receive not less than 24 cents per bushel for oats up to the standard required.

This purchase of the War Office affords a market to the farmers of Alberta which they never otherwise would have had, and as the crop is large and has been harvested in good condition, they will be able to turn it to some account.

The oats will be collected in Calgary and Edmonton and then shipped to South Africa from St. John, N.B., after being cleaned at Montreal. It is expected that the entire shipment will be away from Canada by January 10 at the latest.

At a meeting of those interested in the the establishment of a butter and cheese factory held recently at Clarksburg, Ont., steps were taken to ascertain the number of persons willing to give cream towards it. There is no butter or cheese factory in that vicinity at present.

#### THE SICILIAN LEMON CROP.

THE United States Consul at Catania reports: "Conditions and prospects of the lemon crop in this consular district are good, the quality of fruit is excellent, and size of crop normal—about 1,600,000 boxes; the only complaint is on account of the lateness of ripening, caused by the long drought, gathering been delayed much longer than usual.

"As shipments have not commenced, no estimate of prices can be given. Unless they rule higher in New York than last year, the probability is that no shipments will be made to the United States from Catania, the value of lemons shipped since January 1 being only \$825.09. The present freight per box to New York is 1s. 2d. (28.3c.)

"The total exportation of citrus fruits from Italy and provinces for the first eight months of 1901 was as follows:

|               | Quintals.* | Pounds.     |
|---------------|------------|-------------|
| Oranges ..... | 628,653    | 138,592,840 |
| Lemons .....  | 1,168,077  | 257,514,255 |
| Limes .....   | 10,770     | 2,374,354   |

\*1 quintal = 220.46 pounds.

"This exportation of citrus fruit was to the following countries:

| Country.                | Quintals. | Pounds.     |
|-------------------------|-----------|-------------|
| Austria-Hungary.....    | 422,274   | 93,094,526  |
| Belgium .....           | 5,333     | 1,175,713   |
| Denmark .....           | 8,436     | 1,859,800   |
| France .....            | 21,490    | 4,737,685   |
| Germany .....           | 151,957   | 33,500,440  |
| England .....           | 401,627   | 88,542,688  |
| Malta .....             | 11,926    | 2,629,206   |
| Holland .....           | 50,409    | 11,113,168  |
| Russia .....            | 193,940   | 42,756,012  |
| Sweden and Norway ..... | 10,019    | 2,208,789   |
| Turkey .....            | 20,436    | 4,505,320   |
| America, North.....     | 465,845   | 102,700,189 |
| Australia .....         | 5,444     | 1,200,184   |
| Other countries .....   | 38,364    | 8,457,727   |

Total..... 1,807,500 398,481,447

#### EUROPEAN BEET SUGAR ESTIMATES.

The estimates of Europe's beet-sugar production for the current year differ from 6,331,841 tons, which is the estimate of the International Association, to 6,540,000, which is the estimate of the Centralblatt of the German sugar industry. Herr Licht's

estimate is 6,430,000 tons, while that of Giesecker is 6,315,000. The International Association's estimate represents an increase of 262,841 tons upon last year's production, Giesecker's 246,000, Licht's 361,000, and the Centralblatt's 471,000 tons. The four estimates for Germany, Austria, France and Russia, as compared with the production of these countries last year, are as follows (in 1,000 tons):

|              | Central-blatt. | Licht. | Inter-national Ass'n. | Gie-seker. | Produc-tion. 1901. |
|--------------|----------------|--------|-----------------------|------------|--------------------|
| Germany ..   | 2,125          | 2,070  | 2,070                 | 2,060      | 1,979              |
| Austria .... | 1,225          | 1,220  | 1,220                 | 1,225      | 1,094              |
| France.....  | 1,190          | 1,150  | 1,030                 | 1,100      | 1,170              |
| Russia ....  | 1,000          | 1,050  | 1,010                 | 1,050      | 920                |

The International Association says the average yield of sugar from beets hitherto worked up this season has been 13.43 per cent., against 14.12 for last season.

#### SCOTCH HERRINGS.

Statistics compiled by the Scotch Fishery Board show that "during the midsummer herring fishing on the east coast of Scotland, including the most northeastern county of England and the Orkney and Shetland Islands, a fishing which lasts barely 16 weeks, some 930,000,000 herrings were landed. Of the total catch, some 1,020,000 bbls. have been cured for export, and, therefore, it may be assumed that one-third has been kept for home consumption, the other two thirds going to the Continent and America. Of the quantity that goes abroad, each man, woman and child on the Continent could have one as a taster, and then come for a second helping. Presuming they were satisfied with one each, there would be one left for everybody in the United States, and then there would be some 250,000,000 herrings to spare—a quantity about sufficient to invite the entire population of the British colonies to the breakfast," says The London Express. "And if the 930,000,000 herrings were placed head to tail in a line they would cover the diameter of the earth at the equator 11 times."



# AN ENQUIRY

If you have one for **First-Class Japan Tea** buy our

## “R.T.S.”

We also have the celebrated “**KIJI**” and “**L.S.**” brands.

**LUCAS, STEELE & BRISTOL, Wholesale Grocers, Hamilton, Ontario**

*It's Surprising* how low prices make the orders roll in. We never enjoyed such a share of Xmas trade. **TABLE RAISINS** are low this year and we have lots of them. Also we are loaded up with **FIGS, DATES** and **PEELS**. **NUTS** will all be here very soon and then our stock will be complete, and the prices are so tempting on everything that it wouldn't pay you to pass us when getting prices. Don't forget this.

**JOHN SLOAN & CO., - - TORONTO**

*Your great grandfather will remember the name*

# TADDY & CO. MINORIES, LONDON, ENG.

ESTABLISHED 1749.

Are the manufacturers of these Tobaccos, which are the top notch of Excellence—the nearest approach to Perfection ever attained.

**Premier Navy**, the very best.

$\frac{1}{8}$  tins ;  $\frac{1}{4}$  tins ;  $\frac{1}{2}$  tins.

**Orbit**, a little better.

$\frac{1}{8}$  packages ;  $\frac{1}{4}$  tins ;  $\frac{1}{2}$  tins.

**Myrtle Grove**,  $\frac{1}{4}$  tins for Cigarettes (better than Turkish).

**ALL SMOKERS (who know a good thing) say that for SWEETNESS, MILDNESS and FRAGRANCE**

there is no Tobacco to day can beat Taddy's. That is your opinion or you have not tried it. Take hold of a good thing—Send us a trial order—Be convinced. Luxury at the smallest cost is something we are all in quest of, and here you have it.

**JAMES TURNER & CO., Sole Agents for Canada, HAMILTON.**

**IN  
STORE  
NOW**

**NEW SEASON'S  
FRUIT  
NUTS  
PEELS  
CANNED SALMON.**

**THOS. KINNEAR & CO., Wholesale Grocers,  
49 Front Street East, TORONTO.**

#### BUSINESS CHANGES.

##### DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

**W**M. A. DIAMOND, general merchant, Mountain, Ont., has assigned to Geo. H. Ferguson, Kemptville, Ont.

H. Desmarais, general merchant, Maricville, Que., has assigned.

A. B. Waldron, general merchant, East Clifton, Que., has assigned.

Eugene M. Hawless, grocer, Ingersoll, Ont., has assigned to D. G. Cuthbertson.

Gilbert Kennedy, grocer, Wybridge, Ont., has assigned to Richard O. Wade.

Chartrand & Turgeon have been appointed curators of F. Lepine, grocer, Montreal.

The creditors of B. F. Reid, general merchant, Alywin, Que., will meet on the 22nd inst.

Schachter Bros., general merchants, Shawenegan Falls, Que., are offering 40c. on the dollar.

W. T. Bremner, general merchant, Bal dur, Man., has assigned to The Winnipeg General Trusts Co.

There was a meeting of the creditors of J. U. Langlois, general merchant, Magog, Que., on the 18th inst.

The creditors of Wm. Smith, general merchant, Point Gatineau, Que., held a meeting on November 18.

The creditors of O'Leary & Dennis, general merchants, Roseneath and Hastings, Ont., met on the 20th inst.

The creditors of J. B. Dumesnil, general

merchant, Dalhousie Station, Que., held a meeting on the 18th inst.

Davidson & Woods, general merchants, Rosthern, Man., have assigned, and their creditors met on November 15.

Maranda & Frere, general merchants, St. Raymond, Que., are offering to compromise at 60c. on the dollar.

A. R. Dionne & Co., general merchants, Mille Vaches, Que., have assigned to V. E. Paradis, provisional guardian.

H. S. Peters, grocer, St. John, N.B., is compromising with his creditors at 40c. on the dollar, with liabilities amounting to about \$1,100.

Joseph Ruel, general merchant, St. Francois Xavier de Brompton, Que., has assigned, and his creditors are to meet on November 22.

Chas. J. Shirley, confectioner, Owen Sound, Ont., has assigned to James McLauchlan, and a meeting of his creditors was held on the 18th inst.

##### PARTNERSHIPS FORMED AND DIS- SOLVED.

Herbert & Guertin, general merchants, St. Charles, Que., have dissolved.

Thomas Deery & Co., poultry dealers, etc., Montreal, Que., have dissolved.

E. B. Benson, grocer, St. Thomas, Ont., has admitted A. J. Selwin as partner.

J. B. O. Archambault & Co., hay and grain merchants, Montreal, Que., have dissolved.

A. McKay, confectioner, Chatham, Ont., has admitted his sons, under the style of A. McKay & Co.

Page Bros. & Co., general merchants and mitt manufacturers, Ojibwa, Ont., have dissolved, Leo Page continuing.

##### SALES MADE AND PENDING.

The cheese factory of S. A. Smith, Avon, Ont., has been sold.

W. F. Barclay's stock of teas at Halifax, N.S., were sold on November 21.

The assets of H. G. Charbonneau & Son, grocers, Ottawa, have been sold.

The stock of J. A. Ouellette, grocer, Chicoutimi, Que., has been sold at 53c. on the dollar.

The stock of F. X. Gagnon & Co., grocers, Quebec, P.Q., when sold brought 52c. on the dollar.

The stock of Puddington & Merritt, grocers, St. John, N.B., was sold by sheriff on November 15.

##### CHANGES.

Robillard & Dubois, grocers, Montreal, Que., have registered.

The Galetta Milling Co., Galetta, Ont., has obtained a charter.

W. H. Finemore, miller, Blyth, Ont., has sold out to C. H. Beese.

H. A. Astley, grocer, Edmonton, N.W. T., has sold out to J. Whitelaw.

Geo. E. Rathwell, grocer, Clinton, Ont., has sold out to Thomas Davis.

J. C. Price, Ridgetown, Ont., has sold his general store to F. W. Fay.

Mrs. Edmond Bolduc has registered for L. E. Bolduc & Co., bakers, Lachine, Que.

G. C. Marshall & Sons, grocers, etc.,



## Popularity

Nothing eatable has ever attained  
the popularity of

**MacLaren's Imperial**

AND

**MacLaren's Roquefort Cheese**

*The quality that protects the grocer.*





# MALAGA FRUITS.

See Our Travellers.

## THE DAVIDSON & HAY, LIMITED

36 Yonge St.

Toronto.

Merlin, Ont., have sold out to Sales & Halliday.

White & Burling have bought out the general store of Louis Robins, Cottam, Ont.

Samuel Roach, baker and confectioner, Dunganon, Ont., has sold out to A. Trelevan.

Jules Robinet & Co., general merchants, Sandwich, Ont., have sold out to Arthur L. Page.

Hilliker Bros., general merchants, Dalesville, Que., have removed to Renfrew, Ont.

J. Kingswood, grocer, St. Thomas, Ont., has sold out his grocery business to John Sharp.

Margaret Holdsworth has bought the stock of Burnham & Holdsworth, grocers, Digby, N.S.

Garipey & Lessard have succeeded Garipey & Brosseau, general merchants, Edmonton, N.W.T.

The estate of W. J. Moran, dry goods, and grocer, Amherst, N.S., has been sold to A. W. Moffatt.

The Cardston Co., Limited, general merchants, Cardston, N.W.T., have sold out to Wood, Ivey & Co.

Dumesnil & Co., have registered as commission merchants in hay and grain, Dalhousie Station, Que.

Mrs. Z. Picotte has registered under the name of Z. Picotte & Cie., general merchants, Victoriaville, Que.

W. S. McGowan & Co., general merchants, New Westminster, B.C., have been succeeded by Geo. Adams.

### FIRES.

Fire destroyed the oatmeal mill of The J. D. Moore Co., Limited, St. Mary's,

Ont. The loss is partially covered by insurance.

Daniel Oakley's cheese factory, at Norwood, Ont., was damaged by an explosion.

At River Beaudette, Que., the flour mill of Rousson Bros. & Co., was burned. The building was partially insured.

### DEATHS.

Joseph Renaud, grocer, Montreal, is dead.

James P. Gallivin, grocer, Kingston, Ont., is dead.

Wm. E. Baker, of J. B. Taylor & Co., grocers, Welland, Ont., is dead.

John T. Vanvleit, of J. T. Vanvleit & Son, grocers, Lacolle, Que., is dead.

Chas. Trepanier, of Trepanier & Co., general merchants, Louiseville, Que., is dead.

### ANOTHER BEET-SUGAR FACTORY.

A member of a firm that owns several beet-sugar factories in the United States was in Peterboro', Ont., recently, seeking a suitable location for a sugar factory there, providing that the farmers can raise beets with the necessary percentage of sugar, and limestone of suitable quality exists in the neighborhood in sufficient quantities.

The company want 30 acres of land, tax exemption for a number of years, suitable sidings, and a guarantee that during the first year the farmers in that vicinity would place at least 3,000 acres of beets under cultivation. They would also want local capitalists to furnish at least one-seventh of the capital, they supplying the remainder. In turn they would

erect suitable buildings, and employ 180 men, divided into night and day shifts. Their factory would consume 4,500 tons of limestone and 9,000 tons of coal in one year, and would use 2,500,000 gallons of water.

### THE WALLACEBURG SUGAR FACTORY

The beet-sugar factory which is being built for The Wallaceburg Sugar Company, Wallaceburg, Ont., by The Kilby Manufacturing Company, Cleveland, Ohio, a concern that has built many of the most successful beet-sugar manufactories in Michigan, is to have a slicing capacity of 500 tons of beets daily, and is to cost, when completed, which is to be about August 15, 1902, over \$600,000. The main building is to be a four-storey stone and iron structure, 250 feet long, adjoining which is a two-storey brick and iron warehouse, 200 feet in length. Besides these two buildings there will be a lime-kiln, a large power house, and a machine shop. Power to run the machinery will be furnished by a big Corliss engine, which will be supplied with steam from a number of boilers, of 2,000 horse power. The smokestack will be 135 feet high.

In connection with this manufactory a new feature will be ten beet sheds, each 400 feet long, with a total storage capacity of from 150,000 to 180,000 tons of beets. These sheds will alone cost the company \$25,000. The railway company have already laid tracks through the grounds, and the sheds will be built alongside of these switches, so that it will be convenient to unload the beets from the cars.



THE EXTENSIVE USE OF

UPTON'S

Jams, Jellies and Marmalade

is the strongest testimony of their high quality.

Quality counts. Why purchase goods of inferior quality when you can buy UPTON'S?

A. F. MacLAREN IMPERIAL CHEESE CO., Limited.

## THE ADVERTISING ARENA

### CHRISTMAS ADVERTISING.

It is fortunate for some business men that Christmas trade makes things hum, otherwise the average of the year's sales would be very discouraging, indeed. But is it not a "little bit" unfair to wait for the three weeks around Christmastide that the average of the year's business make a good showing? Do you find the most successful business men "waiting for Christmas trade to swell their sales?" No; the live up-to-date merchant

### WAITS FOR NOTHING.

He gets business every month, every week, every day. He leads. His wares are always before the people. People appreciate his store news, and have come to regard the announcements of reliable merchants a part of their visit to the store. People are always buying. That merchant who is most enterprising, who always avails himself of a

### PROPER AMOUNT OF ADVERTISING

is the man who gets the trade. "But, what is a proper amount?" you ask. I think any business man who hesitates to invest at least 5 per cent. of his year's turnover is very short-sighted, and indifferent to his highest interests. Why is it that Mr. Brown does so much more business than Mr. Jones? Simply because Mr. Brown tells the people through a well-written advertisement that he wants their patronage—that he appreciates it; and because the people, on the other hand, appreciate his store's intelligence. Most men and women will tell you that when they see some

### SPECIAL LINE OF GOODS

they want, or see an inducive price mentioned, they have a special interest in going to that store. Very few men or women who go out shopping ever think of dropping into a store that does not advertise. That is just why people pass your door and go to another's door. This is a fast age. People value their time more to-day by 50 per cent. than they did 10 years ago, and will not lose time running from store to store to see where the best bargains are to be obtained. They simply scan their local merchants' store news and go direct to the store whose advertisements are best written. By that, I mean most convincing, and whose advertisement has said something about what is a part and parcel of the most saleable goods for each particular season of the year.

There is absolutely no use advertising summer suits in winter weather—or in advertising fur goods in summer. People buy as they need, and he is the most up-to-date and successful merchant who makes his public announcements suited to each month or week during the year.

### THE PLEASURE OF GOOD BUSINESS

at Christmas time should be an example for the merchant who wants better business, or a more steady business at all seasons of the year. If you would do your whole duty to those who patronize you, you will constantly study the markets for new goods and think of the wants

of the community; then hustle to acquaint them with the fact and have them ready to buy as soon as you are ready to sell. Don't buy too heavy.

### ACCUMULATED STOCKS

are a loss, and unless you are a shrewd advertiser it's dollars to doughnuts your stock is accumulating on goods that are in less demand, with the result that the same old goods and the same old styles are always staring customers in the face till at last disgusted they drift away to a more up-to-date merchant who understands advertising. His advertisements are invitations, and people like to be invited to look at stocks before they buy. Dispositions are so various that only those who have studied human nature can equip themselves for successful business.

### DO NOT PROCRASTINATE.

Mr. Merchant, if you would enjoy a full measure of success—do not wait till it is too late to take advantage of changes in conditions and inclinations—get into line at once. Advertising always pays in the long run—advertising makes business all round—it makes profit for the advertiser; bigger sales, and consequently more profit to the wholesale merchant, who, in competition, is shrewd enough to know that he must also keep his wares before the great mass of enterprising merchants by patronizing the columns of the best trade papers.

Yours, for increased business,

MY AD-WRITER.

### A FABLE ON THE COST OF ADVERTISING.

Many of my experiences with dealers are no doubt the same as those my fellow salesmen are continually running up against in their respective territories. I run across a dealer once in awhile who can't get it through his head how in the world The Sherwin-Williams Co. can do so much advertising—so much more than all their competitors—without making the consumer pay for it.

I sometimes find it an easy matter to set this dealer thinking right by telling him "The Fable of the Man Who Had a Good Thing and Spent Money to Push It," which runs as follows:

There was once a man who owned an apple orchard. It yielded him one thousand dollars a year. His neighbor owned one just like it. One day the man began to think. He decided to spend some money and straightway paid out one hundred dollars cultivating his orchard.

His neighbor laughed at him and said, "Who pays for all this? You will have to add ten per cent. when you sell the apples to cover the cost." He continued to cultivate and said nothing.

That year he got twelve hundred dollars for his apples. Did he have to charge more money for them? Not he. He sold more apples—that was all—and gave better and larger apples—in fact they were full measure apples. This led to an increased demand and by-and-bye he had to buy out his neighbor on account of his growing business and because the people were rushing to buy his kind of apples. His neighbor gave up trying to compete.

But the man who was doing all the business continued the same policy of spending money to cultivate the soil—in other words of spending money to get business. Very soon he had all the good business there was and covered the earth with his brand of apples.

Moral—Good advertising pays for itself.—S. W. Smith in The Chamblee.

### JOBBER'S ADVERTISING.

Advertising is as essential to the jobber as to anyone else. Or, to say the least, if not absolutely essential, it's as beneficial, which, as far as the reason for doing it is concerned, amounts to about the same thing. For no firm whose business can be increased by publicity ought to ignore advertising. It isn't business wisdom to ignore it.

The jobber, wholesaler, or whatever else you call the middleman, who refuses to advertise, or doesn't do it, for any reason whatsoever, is giving his competitors a better chance to pull trade. He who uses publicity is bound to build up his trade. It follows as naturally as that the sun follows the night and makes day, and that the night follows the day again, in turn. Advertise—let folks know what you have to sell, no matter whether you're retailer, jobber, maker, commission man, or what not, and folks will deal with you as a consequence.

Whether a jobber advertises or doesn't advertise, if he is well located he will do business. In course of years, if his goods, prices, and service are such as to invite continuous trading, his business will grow. Can't help growing, for as fast as other retailers find out his resources and advantages they will be attracted thereto. The trouble with this process lies in the fact that it's necessarily a slow one at best. It doesn't grow fast enough to suit modern ideas, and some other power must be added to make the increase quicker.—American Grocer.

### INDEPENDENT SELF-RELiance.

The advertiser who prepares what he believes in his innermost soul is a good ad., should have the courage of his conviction and give it a chance to do the work he believes it capable of doing.

There's many a good, strong advertisement gone into the waste basket through ill advice, from one having a reputation for perfect judgment on such things, but which would have proven a hit had the writer of the ad. used his own judgment instead.

It is said of Conan Doyle, when a boy, that his teacher took him into his room alone, as he was about to leave the school, and said to him: "Doyle, I have known you now for seven years, and as I know you thoroughly, I am going to say something you will remember in after life. Doyle you will never come to any good."

The world knows how wrong that teacher's judgment was.

And we should see more good advertising if men of ability were strong enough to stand up in their boots and follow their own instincts in regard to what is and what is not fit, among their own writings, to go into print. There is, of course, such a thing as over confidence; yet the judgment of self should be equal to the "next man's," and often is better.

All this under proper conditions, of course.—Clifton S. Wady.



## You Would Enjoy a Trip to the West Indies . . .

more than any other trip you have ever made, because everything the eye dwells upon is so different from the surroundings at home. The great scorching sun, the luxuriance of the tropical foliage, the glare of the various faces, black, yellow, white and copper, all impress the mind of the visitor with the fact that he is indeed in a strange country.

The voyage from Halifax to Demerara and return to St. John, calling at twelve different islands, takes 42 days and costs \$130.00; but a shorter trip, to Barbados and return, 29 days, calling at all the northern islands and including a five days' stay at the "Marine Hotel" Barbados is offered for \$112.50. P. & B. boats are the finest in the West India service. Sailings fortnightly.

Write R. M. Melville, Toronto,

OR

Pickford & Black, Halifax.

## TOILET SOAPS

Now is the time to get your Xmas stock in.

We have the largest assortment in Canada.

**JOHN TAYLOR & CO.,  
TORONTO.**

## You Will Double Your Money!

All Wholesale and Retail Merchants as well as Grocery Travelers and Clerks who have not yet sent in an application for stock in **E. W. GILLETT COMPANY, LIMITED**, should do so without delay. With assistance of Merchants, Travelers and Clerks interested in the Company, sales of Royal Yeast Cakes, Gillett's Lye, Magic Baking Powder, etc., can easily be doubled, and this will mean big dividends, and \$2,000 or more realized for every \$1,000 invested. See page 34a of THE CANADIAN GROCER, Nov. 15th.

## WILLIAM DOBIE

34 Front St. West,

TORONTO, ONT.

Special offer to Grocery Travelers  
and Clerks on application.

## TRADE IN COUNTRIES OTHER THAN OUR OWN.

## CANNED GOODS IN ENGLAND.

THE demand for all descriptions of canned goods has been on a limited scale during the past few days, although in one or two instances firmer markets have to be reported. As was anticipated, the catch of sardines on the French Coast during the last 14 days of October did not improve, and the season is now practically over. Some of the packers of the best brands have advanced their quotations, especially in the larger-sized tins, and it is expected that during the next few months we shall see a further improvement in values, as the pack generally has been the smallest for some years, and stocks on the spot of French goods are lighter than usual. Although fishing on the Portuguese Coast is carried on all the year round, weather permitting, the fish packed between October and April is usually of inferior quality—hence the advantage of ignoring brands when buying and of holding a good stock while the summer-packed fish is to be obtained. There is a good inquiry for tomatoes for forward delivery, and valuations are firm. As American-packed goods cannot be bought under 4s. 6d. c.i.f., attention should largely be turned to Italian peeled, which can be obtained at a low figure. The stock of gallon apples is being quickly absorbed on the spot, but little business has been done for the new pack, as it is difficult to get buyers to interest themselves on account of the high prices that are asked.—Produce Markets' Review.

## THE SITUATION IN CURRANTS.

The market for currants continues to be fairly active and steady, and duty-paid clearances have been on a scale of importance, exceptional even for the month of October. In spite of the large business, the retail trade shows no sign of having been guilty of overbuying, the frequent repetition of orders rather indicating that their stocks continue to be distributed with greater rapidity than usual. This is not difficult to understand, when it is considered that the effects of last season's campaign were to leave every branch of the trade short of currants before this year's crop commenced to arrive. Another and very important effect of the past season has been to create among importers a great desire to clear off stocks as fast as they come to market. Thus, circumstances have combined to give the present season a distinct character, the principal features being a very heavy trade and very reasonable prices. Whether the somewhat exceptional desire of holders to realize can be entirely ascribed to the nervous feeling alluded to is perhaps open to some little doubt. The present reputed statistical position would certainly seem to indicate a firmer course, and the question somewhat naturally arises whether the better informed among the importers may not have some intimation that the yield of the crop of 1901 is larger than has yet been stated. Be that as it may, several things are certain—stocks everywhere out of Greece are small; universal trade in the article is large; really desirable parcels showing any special character are easily sold, and, so far as the United Kingdom is concerned, no large stock can be accumulated in time to cause any important depression before

the whole of the Christmas trade must necessarily be finished and done with.—Produce Markets' Review.

## UNSETTLED COCOANUT MARKET

The cocoanut market continues in an unsettled condition, and the course of the same is being watched carefully by the trade. A decline of from \$2 to \$1 per 1,000 is noted for the week, and to-day a dealer stated that present quotations for large lots could be shaded on nearly all descriptions. The easiness is due largely to liberal offerings, fruit in sight, exclusive of recent arrivals, numbering about 1,050,000 cocoanuts. The brig *Venturer*, now out 43 days, has, it is stated, 400,000 cocoanuts; the schooner *Florida* is noted for the way here from San Blas with 250,000 cocoanuts, and the *Abby Bkwoer* is reported on the way from San Andres with 400,000 cocoanuts. A report is current also that the *Olinda* will bring about 5,000 bags from Baracoa.—New York Journal of Commerce, November 18.

## CURRANTS HIGHER IN NEW YORK.

The delay in the arrival of the *Guild* hall with further supplies of currants increased the strength already noted in spot, and an advance of  $\frac{1}{2}$ c. was chronicled to-day, 6 $\frac{1}{2}$ c. being paid for 100 barrels of fine *Amalias* for nearly interior account. A further inquiry is also noted for several small lots at 6c., but sellers are strong on the 6 $\frac{1}{2}$ c. basis for spot goods pending the arrival of the vessel now overdue, but expected hourly. Nothing is now offered to arrive under 6c. out of the *Guildhall's* cargo, and it is stated that excepting a few small lots the cargo is either sold out of first hands or concentrated into few hands. Temporarily pending the arrival of the vessel the market is strong at 6 $\frac{1}{2}$ c. for fine *Amalias*, with stocks in the hands of local cleaners light. Buying is for actual requirements. In cleaned currants, the demand is active and sellers' views are strong within the quoted range.—Journal of Commerce.

## GLUCOSE PRICES ADVANCED.

Another advance has occurred in the price of glucose in the United States, so that the quotations are now \$1.78 per hundred pounds for the lowest grade in Chicago and \$1.81 in New York. On this basis it is asserted that there is a profit of 15 per cent. to the manufacturer at the prevailing price of corn.

## CALIFORNIAN ORANGE SITUATION.

In connection with the new crop of Californian oranges, *The Fruit World*, says: "The feature of the situation is the delayed ripening of the new crop. Last year at this time a number of carloads were already under way, with plenty in sight for shipment. From Southern California no carlot shipments of strictly new crop have been made at this date (November 9), and no prospects of immediate shipments. The warm nights prevailing have delayed the coloring of the fruit. There is not the usual eagerness displayed for getting off early oranges on account of the quantity of Florida, Mexican and Porto Rico oranges. Occasional cars of off-bloom oranges continue moving in mixed cars with some slightly-colored new crop. Reports from the Redlands-Highlands dis-

trict state that some oranges are fairly well colored, and if there was the usual demand for them they would move. As has been stated before, there is an unusually large number of split oranges, especially in the Redlands-Highlands district; these color up and make it appear as though all fruit on the tree were well colored. The f.o.b. price at which the Southern Californian oranges will open is indefinite, most shippers talking \$2.25 per box."

## SEASON'S SALMON PACK IN THE U.S.

A press despatch from San Francisco, says: "The aggregate salmon pack will come up to 4,800,000 cases. There is no business now passing. Some outside canners are shading prices 2 $\frac{1}{2}$ c. per dozen."

## LONDON TEA TRADE FOR OCTOBER.

McMeekin & Co. report the London tea market for October as follows:

**Indian.**—The offerings at London public auctions were 205,000 packages, against 259,000 packages in the same month of 1900. Some few inferior old season's teas were included, but the quality generally was of a useful character. There were few high-class Darjeelings, and in Assams there was a falling-off as compared with earlier arrivals, but Dooars, Cachars and Sylhets showed distinct improvement. The market opened with a continuance of the firm prices of September and a slight advance on same was recorded, but the excessive offerings in the second week of the month caused a sharp fall which affected all grades. The smaller auctions and the excellent value offering tended to give confidence later, and there was a gradual recovery in prices with a marked advance in the value of the lower grades.

The average of public sale prices for the month was 8 $\frac{1}{2}$ d. per lb., as against 7 $\frac{1}{2}$ d. per lb. for the corresponding month of last year.

The imports were 24,515,000 lb., and the deliveries 13,865,000 lb., leaving in stock on October 31 55,315,000 lb.

**Ceylon.**—The offerings at London public auctions were 94,000 packages, against 106,000 packages in the same month of 1900. The quality continued to be of a fairly desirable character, and the moderate offerings were readily taken by buyers. The market was more steady than that for Indian teas. It fell somewhat in sympathy, but recovered more quickly, and shows at the close a more general improvement in the level of prices.

The average of public sale prices for the month was 8d. per lb., against 7 $\frac{1}{2}$ d. per lb. for the corresponding month of last year.

The imports were 6,242,000 lb. and the deliveries 9,698,000 lb., leaving in stock on October 31 21,152,000 lb.

The shipments from Colombo to London are now on an increasing scale, the total for October being 2,250,000 lb. in excess of the quantity for that month last year.

Harrison's & Crasfield's tea-market report under date of London, November 6, says:

The tea market during October has steadily advanced for the lower grades of all descriptions. The quality of the arrivals has continued to be satisfactory, whilst the knowledge that the market was not likely to be swamped by excessive supplies has imparted confidence to operators holding stock; and as the indications at present point towards a continuance of shortened supplies for the remainder of this season, it is probable that the market will remain strong for some time; especially for all the lower grades. The payments of duty in London in the last four months show an increase on last year of about 3,000,000 lb. of tea, bringing up the total since January 1 last to 195,500,000 lb., against 190,500,000 lb. at the same date last year, which indicates an increasing home consumption, and leads to the conclusion that the accumulation of duty-paid stock has now been all worked off. The foreign demand has also increased, exports for the first nine months of this year showed 16 per cent. increase on last year; and, if these two facts are taken together with the shortened supplies, the very considerable advance in price of all the lower grades of tea during the last two months is no doubt accounted for.



IN STORE OUR NEW SEASON'S CELEBRATED

# "ANCHOR" Brand JAPAN TEA

QUALITY—IN THE CUP IT IS THE FINEST WE HAVE EVER IMPORTED.

IN STYLE—IT IS A PERFECT BEAUTY.

SEE OUR TRAVELLERS' SAMPLES—OR WRITE US FOR SAMPLES AND PRICES.

THE **EBY, BLAIN CO.,** LIMITED

WHOLESALE GROCERS,  
AND DIRECT TEA IMPORTERS.

**TORONTO.**

## A GROCERS' SECTION.

At a meeting last Thursday evening a number of the retail grocers of Toronto organized themselves as a section of the Retail Merchants' Association, with the following officers:

President—F. C. Higgins, 804 Yonge street.  
1st Vice-President—John Wrigley, 167 Richmond street west.  
2nd Vice-President—A. W. Johnson, 815 King street west.  
Treasurer—R. Passmore, 144 Dundas street.  
Secretary—E. McAuliffe, 108 Queen street west.

G. M. Trowern, secretary of the Retail Merchants' Association, who was present, addressed the meeting, congratulating the members upon having completed their organization.

## MOTIVE OF THE ORGANIZATION.

F. C. Higgins, the president of the new organization, when questioned by THE CANADIAN GROCER as to why the organization had been formed when there was already the Retail Grocers' Association in existence, said:

"We joined the Retail Merchants' Association because we believe that in union there is strength. They are a more comprehensive body, embracing all lines of trade, and we could, in any agitation or in petitioning the Legislature, bring more influence to bear.

"A number of grocers had previously belonged to this association, and we were only organizing ourselves into a section of the larger organization, which will give us greater influence in the councils of the merchants.

"In any matter that we undertake, we shall be able to bring more influence to bear. For instance, in the trading-stamp fight, the Retail Grocers' Association had to bear the whole brunt of the battle, but, if we should undertake a reform like this, we should be supported by all the other branches of trade."

"Will the influence of this organization be only confined to Toronto?"

"The Retail Merchants' Association takes in the whole of Canada, and we expect branches to be formed in all the other centres. Our action must not be considered," he continued, "as in opposition to the Retail Grocers' Association. We want to cooperate with them and be of assistance in reconciling the whole grocery trade of Toronto. We would much like to see the retail grocers unite with us, and, if there is any matter of business in which we can work jointly together, we will be pleased to do so.

"Then, another advantage of our organizing thus is that our expenses will not be so

great," he added, "especially in the collection of accounts, and we could make a much larger 'dead-beat' list."

## TO VISIT THE WEST INDIES.

Canadian manufacturers seem to be taking more interest in the possibilities of trade with the British West Indies. Pickford & Black have just been advised that the president and secretary of the Canadian Manufacturers' Association will sail for Barbadoes, Trinidad and Demerara, on a voyage of inquiry. They will probably go on the ss. Orinoco, which sails from Halifax on December 2 and will be due to return about the middle of January.

A voyage to the tropics during the winter months is a delightful way to spend a few weeks, if one has the leisure, and the Orinoco, of the Pickford & Black Line, is a splendid ship to go on.

## W. E. BARKER DEAD.

At Welland, Ont., at the age of 33 years, W. E. Barker, of the firm of J. B. Taylor & Co., grocers there, died on November 14. His death was sudden, as he had attended to business up till within a few days of his demise. THE CANADIAN GROCER sympathizes with his widow and three children.

## From a dealer in Nova Scotia

MR. T. H. ESTABROOKS,

ANNAPOLIS, N.S., Nov. 11, 1901.

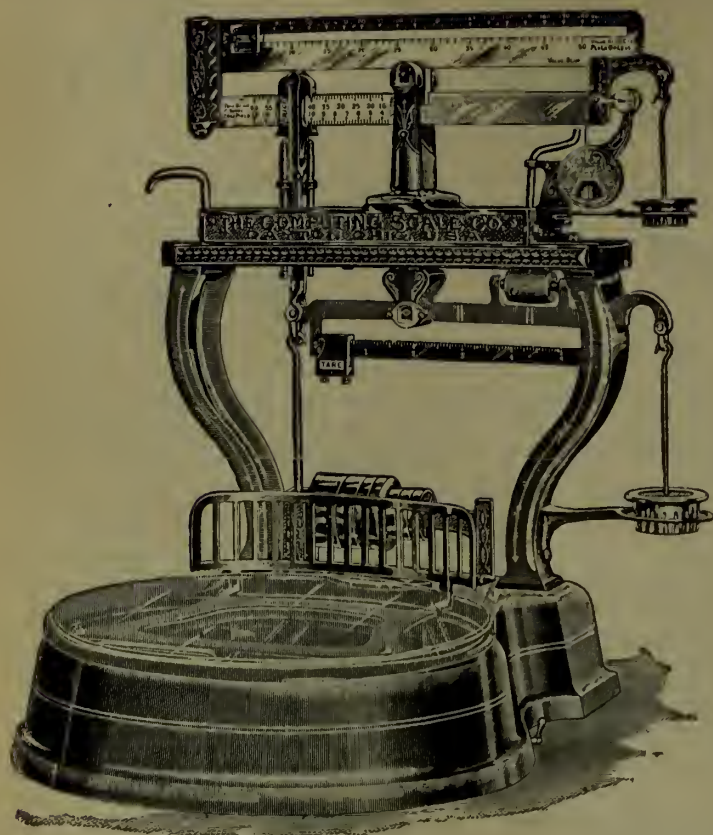
DEAR SIR,—I am sorry that you are unable to take any of the ——— tea off my hands, but must congratulate you on the popularity of your tea in this district. I only wish that all the tea in my store was **RED ROSE**. Please ship me by first schooner one case assorted Crimson and Blue Label.

Yours truly,

This letter is from a dealer who has a large quantity of tea on hand and wanted to exchange it for **RED ROSE**.

**T. H. ESTABROOKS,** Tea Importer and Blender, **ST. JOHN, N.B.**

# THE PROOF OF THE PUDDING.



The following New York, Chicago and Boston firms are using our system. Write to them.

Ask the following Chicago, Ill., merchants why they use our system:

Ask Jerry Sullivan why he uses eight of our scales.  
Ask Mesler Packing Co. why they use five of our scales.  
Ask Frank Meine why he uses five of our scales.  
Ask A. H. Rugan why he uses three of our scales.  
Ask "The Fair" why they use twelve of our scales.  
They will tell you they know a good thing when they see it.

Ask any of the following New York City, N.Y., firms about them:

Ask George Keller, 234 Willis Ave., why he uses six of our scales.  
Ask Peter Kiefer, 3411 Third Ave., why he uses four of our scales.  
Ask M. Rubsam, 407 Willis Ave., why he uses three of our scales.  
Ask Geo. Griot, 855 Third Ave., why he uses five of our scales.  
Ask John Forest, 121 Manhattan Ave., why he uses two of our scales.  
Ask The New England Butter Co. of Boston, Mass., why they use 26 of our scales.

## The Computing Scale Company

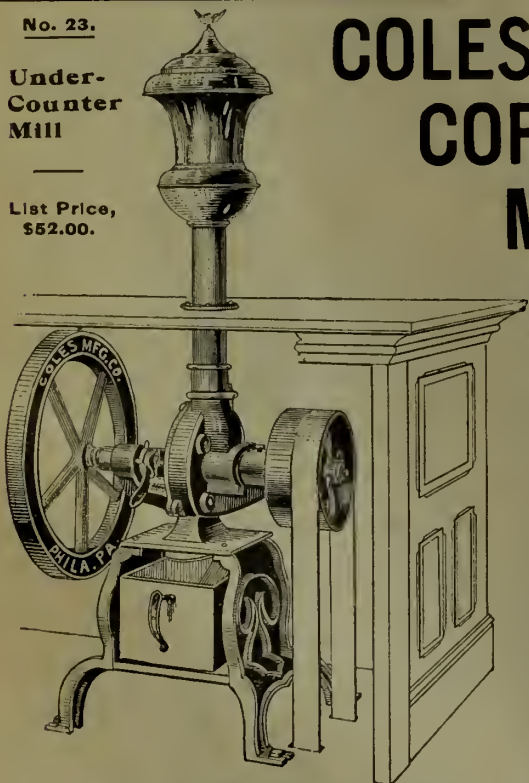
DAYTON, OHIO, Manufacturers.

*The Money-Weight Scale Co., No. 47 State St., Chicago, Ill.*  
*E. E. Meeker, No. 50 Franklin St., New York, N. Y.*  
*J. B. Poirier, Dist. Agent, No. 1662 Notre Dame Street, Montreal, Que., Canada.*  
*L. A. Davidson, Dist. Agent, No. 104 King St. West, Toronto, Ont., Canada.*  
*White & Ecclestone, Dist. Selling Agents, Vancouver, B. C.*

No. 23.

Under-Counter Mill

List Price, \$52.00.



## COLES COFFEE MILLS

None better for Granulating or Pulverizing.

Our mills will Pulverize without heating Coffee.

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders.

A GREAT LABOR-SAVER.

Our Grinders wear longest.

Agents: TODHUNTER, MITCHELL & CO., Toronto.  
DEARBORN & CO., St. John, N.B.  
FORBES BROS., Montreal.  
GORMAN, ECKERT & CO., London, Ont.

COLES MANUFACTURING CO., PHILADELPHIA, PENN'A.

## Rowntree's

### Chocolates and Pastilles

The "Court Circular" says of the Chocolates:

"Unexcelled for purity, delicacy of flavor, and daintiness. They compete with, if not surpass, the finest French chocolates made."

"Grocery" says:

"One thing in which Messrs. Rowntree & Co. excel is undoubtedly their Gums. The secret lies in the quality of the Gum, the excellence of the flavoring, and the carefulness in manufacturing."

Two excellent lines of confections made by the manufacturers of

Elect Cocoa and Elect Lemonade.

Agents for Canada:

For Quebec, Ontario and the Maritime Provinces:  
MR. CHAS. GYDE, 20 St. Francois Xavier St., MONTREAL.  
For Manitoba, Northwest Territories and British Columbia:  
THE HUDSON'S BAY CO., WINNIPEG.



# THE CANADIAN GROCER

President,  
JOHN BAYNE MacLEAN,  
Montreal.

**THE MacLEAN PUBLISHING CO.**  
Limited.

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, North-West Territories, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

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TORONTO - - - - - 10 Front Street East.  
Telephone 2148.  
LONDON, ENG. - - - - 109 Fleet Street, E.C.,  
W. H. Miln.  
MANCHESTER, ENG. - - 18 St Ann Street,  
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WINNIPEG - - - - - Western Canada Block,  
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VANCOUVER, B.C. - - - - - Flack Block,  
J. A. Macdonald.  
ST. JOHN, N.B. - - - - No. 3 Market Wharf.  
J. Hunter White.  
NEW YORK. - - - - - 176 E. 88th Street.

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Published every Friday.

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**WHEN WRITING ADVERTISERS  
PLEASE MENTION THAT YOU SAW  
THEIR ADVERTISEMENT IN THIS PAPER**

## TO INCREASE EXPORTS TO SOUTH AFRICA.

INTEREST in the South African War and the part Canada has taken in it may be declining, but the interest in South-African trade and the share we are getting of it is decidedly on the increase. Our exports to that country have grown to such a volume, and the outlook for an increase of trade is so favorable that the manufacturers in convention in Montreal pledged their ability to keep up a subsidized line of steamers plying between a Canadian and South-African ports.

The points that Mr. Cumming emphasized in his speech should not be forgotten either by the Government, which is being importuned, or by our manufacturers, who should be seriously concerned. South Africa, in peace, promises to be one of the greatest consuming countries in the world, both of agricultural and manufactured products. It is essentially a mining country, and its inhabitants are not steady or scientific agriculturists, nor are its workmen skilled

in any manufacture. Consequently, it must import many of its cereals and nearly all its hams, bacon, cheese and manufactured articles. It is a country with features entirely dissimilar from our own and a country with which trade ought to be mutually profitable. Should the war stop now, Mr. Cumming reckons that South Africa would be exporting £150,000,000 of gold in five years. It is a rich country, but only in certain lines. What it wants, we can supply.

Of course, we have already done considerable trade with South-African ports, but as yet Canadian South-African trade is not established on a proper basis—as if we meant business. True, we have sent out many tons of hay, some cargoes of oats, a large amount of clothing and boots, and our exporters, farmers and manufacturers have reaped their reward. But this trade is not permanent; it holds out no hope for the future. It would discontinue to-morrow if the war was brought to a close. What we want is a permanent outlet for our goods, one that will be open in peace as in war. We have many lines that will sell after the war is over, and these ought to be introduced now. Our exporting firms should work up a connection with South-African importing houses.

We are not blind to the fact that many connections have already been established. Canadian goods are being exported in large quantities, but we are not taking the place we are entitled to occupy in the South-African trade returns. As Mr. Cumming says, as we have pointed out on several occasions, and as the Manufacturers' Association has repeatedly urged, what we want is a direct line of steamships that will visit Australian ports. At present, the bulk of our goods is carried through American ports, but on this account they have been neglected, it being known that Canadian goods, after being placed in the hold of an American vessel, have been taken out to wait for the next vessel to make room for United States products. Not only is the cost of transportation heavy, but the delays are oftentimes very grievous. Working under such disadvantages, the wonder is that our Canadian firms have been able to do a South African or Aus-

tralian business at all. What we want is a direct steamship and mail connection from our Atlantic ports with these two sister colonies, whereby trade will become more satisfactory. We will then grow to have a more practical knowledge of each other's requirements, which will go a long way to prepare for that Imperial preferential tariff towards which people would have us believe we are tending.

It should be borne in mind by our manufacturers that South Africa wants only finished goods. It does not want lumber cut merely into deals; it wants it dressed and ready to nail together into a house. There is no skilled labor there. The people there do not want leather; they want ready-to-wear boots. And so we might go down the list. At present, we are sending a by no means small quantity of raw material to the United States and England, where it is being finished and reshipped at a neat little profit.

Mr. Moffatt, the Canadian representative in South Africa, has suggested that a dozen Canadian manufacturers club together and send a hustling representative out there. Travellers' expenses are very high, but by a cooperative movement this heavy expense could be distributed. There is certainly plenty of room for action. Ten years ago, the United States began to trade with South Africa; last year, \$19,000,000 worth of goods were sent over from their ports.

## BUSINESS MEN'S COSTLY BATHS.

A business man, while taking a bath in New York the other day, was robbed of \$15, and a contemporary remarks that his bath cost him \$15.

Although there can hardly be said to be a parallel, we are reminded by this incident of the action of a Toronto auctioneer whose bath cost him a great deal more than \$15.

During the early days of the real estate boom in Winnipeg he amassed a great deal of money, and one day, to celebrate a particularly good transaction, he ordered champagne to be emptied into his bath sufficient for an ablution.

To-day he would probably be glad of sufficient champagne to slake his thirst, for when the boom burst his wealth disappeared.



## CANADA AND THE UNITED STATES RECIPROCITY MOVEMENT.

THE question of reciprocity with Canada and other countries has for some months been the subject of a good deal of consideration in the United States, but not since the famous speech of President McKinley, on the day preceding his assassination, has it been brought more prominently before the public than during the past two weeks. This is due (1) to the influential deputation representing the manufacturers and merchants of Boston, Cleveland, Detroit, New York, Indianapolis, Cincinnati, Baltimore, Buffalo and Pittsburg, which, on November 13, waited on President Roosevelt, asking him to advise the establishment of reciprocal trade with Canada, and (2) the reciprocity convention which is meeting this week in Washington at the call of the Manufacturers' Association of the United States.

These particular incidents show that the question of reciprocity has assumed a phase unique in the history of the United States. Hitherto the movement for reciprocity has been from without, not from within. Born of their astonishing industrial development, the vastness of their country and the variety of its resources, they gathered wrong conceptions of their economical position among the nations of the world. But, while their sense of the industrial importance of their country has not diminished, they are awakening to the fact that studied exclusiveness is incompatible with commercial principles. There are indications on the commercial horizon that its continuance might produce unpleasant results. The day before he was shot the late Mr. McKinley declared: "The period of exclusiveness is past. Reciprocity treaties are in harmony with the spirit of the times; measures of retaliation are not." And, if it is as we are told, that the Presidents of the United States do not run ahead of public opinion, we must conclude that the voice of Mr. McKinley was the voice of the people.

But realizing that "the period of exclusiveness is past" and that "reciprocity treaties are more in harmony with the spirit of the times," is very well as far as it goes. It must, however, go farther if treaties are to become a fact. A reciprocity treaty is a

give-and-take affair. And we in Canada do not believe that the United States have yet got that far in their new-found faith. Their idea of reciprocity is akin to that of the wolf who made overtures to the lamb.

Our belief is not based on a mere supposition. We have not forgotten that the reciprocal plank in the national platform of the Republican party is to the effect that the market of the United States shall be opened on favorable terms to what the country does not produce on condition that the products of the United States are allowed free entry into the other country that is party to the bargain. They are willing to take, but they are not willing to give.

Under such a formula Canada will never even discuss reciprocity, much less

### Notice to Advertisers

THURSDAY NEXT, Nov. 28, having been proclaimed a PUBLIC HOLIDAY, it will be necessary for us to close this paper for press on MONDAY night instead of Tuesday night.

We ask advertisers who wish to change their advertisements to kindly let us have copy, etc., on MONDAY next, otherwise we cannot guarantee insertion of new matter.

THE PUBLISHERS.

become a party to a treaty. And that is the explanation of the quiet unconcern that obtains in this country at the moment in regard to the question. It is not that we are not open to the consideration of a treaty that would be fair to both parties. Most people who look at the subject from a business standpoint believe that a treaty that was reciprocal in fact as well as in name would be a good thing for both countries. And they would scarcely be businesslike if they did not believe so. A de facto reciprocity treaty would mean the removal or the diminishing of at least some of the obstacles to the development of trade which now exist on both sides of the boundary line. But, since the opening of the convention at Washington it is evident, as the correspondent of one of the Toronto daily papers in attendance remarks, that most of the manufacturers in the United States are

"shivering behind a 50 per cent. tariff," afraid of the very subject which they were called together to discuss.

While, however, reciprocity between Canada and the United States is not probable in the near future, we believe that those on both sides of the boundary line who are in favor of it will finally become sufficiently strong to bring it about.

### CANNED GOODS PACKERS CONFER.

THE Canadian Packers' Association met in Toronto on Tuesday and Wednesday last. Among those present were: Messrs. H. I. Mathews (president), W. A. Ferguson, Wellington Boulter, D. Marshall, W. P. Innes, Robert James, F. R. Lalor, D. Morgan, W. Miller, Fred Miller, F. W. Hepburn, Smith, Leitch, James Dolan, Flynn, Louis Schenck.

A great deal of the time of the meetings was devoted to executive work. The packers expressed themselves as being well pleased with the treatment they had received from the syndicate, and while it was felt that the agreement, as it at present existed, could not be continued for another season, they concurred in the opinion that some scheme should be worked out whereby the market would be steadier next season.

It was estimated by some of the members present that the profit of the syndicate this season would be in the neighborhood of \$100,000.

The full complement of corn was estimated to be packed, but tomatoes and peas were short. The pack of tomatoes by the members of the association was held to be only 95,000, about one-third less than that of last year.

### WOODENWARE 7½ PER CENT. DEARER.

An advance of 7½ per cent. on the old list has taken place all round in the price of woodenware. The advance in iron and in other raw materials going into the manufacture of woodenware, is the cause of the appreciation in prices. Hoop iron it is almost impossible to get, the effects of the strike in the United States of the iron and steel workers still being seriously felt.



## WILL THE TEA TAX BE REPEALED?

EVER since the duty of 10c. per lb. was put upon tea some three years ago for war-revenue purposes by the United States Congress there has been more or less opposition to it. As the reason for this duty became less the opposition to it increased in strength. And this, a few days ago, crystallized into an organization in New York to be known as the Tea Duty Repeal Association. Its supporters include prominent wholesale grocers, jobbers and tea importers of New York, Pennsylvania, Massachusetts, Iowa, Ohio, Wisconsin, Michigan, Illinois, Missouri, California and Colorado. G. Waldo Smith, the well-known New York wholesaler, is president, and Alfred P. Sloan is chairman.

As a revenue-producer, the Government of the United States can scarcely require to perpetuate the duty, for the enormous surplus of \$600,000,000 is lying in the Treasury. That it is a burden on the tea trade there is no doubt. On a tea which costs 10c. per lb. the tax is 100 per cent., while the average on all the imports is about 75 to 80 per cent. During the fiscal year ending June 30, 1901, the imports of tea into the United States were 89,806,453 lb., the value of which was \$11,017,876. The amount collected in duty was \$9,980,645, or more than three-fourths the value of the tea.

Aside altogether from the intention of the tax as a revenue-producer, there were a number of people engaged in the tea trade who anticipated that one of its results would be a curtailment in the use of low grade tea, it being contended that, as the duty was relatively lower on the high grade than on the lower grade, consumers would gradually be induced to turn their attention to the better descriptions. This is something every tea dealer would like to see brought about, for the better the grade of tea sold the larger, as a rule, is the merchant's profit. But the tax in the United States has not brought about any such results.

"The duty," says a letter issued by the Repeal Association, "has injured our tea departments in every conceivable way. It has reduced profits and cut down the sale of fine tea, so that business is tending

almost exclusively toward the lower grades."

While it is possible that the duty may not have been as great an influence in bringing about the consumption of the lower grades of tea as the members of the Repeal Association think it has (for it must be remembered that tea dealers in the United States, as in other countries, have concentrated altogether too much effort in pushing low-priced goods), one cannot be blind to the fact that the tax has not stimulated the consumption of the better grades of tea.

It is this phase of the experience of the United States that probably interests Canadian tea dealers most, for there are a good many in this country who have for some years advocated a duty on tea in order that consumers might be induced to take the better grades.

## THE TROUBLES OF THE SHIPPERS.

THE close of navigation and the advent of winter freight rates have brought more than their usual quota of trouble this year to Montreal wholesale houses. Every fall jobbers are inundated with orders to ship by last boat or just before the imposition of winter freights. So far has this habit gone with the retailers that it is now absolutely impossible to comply with the requests of even a small majority of them. One wholesaler told us this week that it would have required eight or ten last boats from Montreal to take his shipments alone, so he was compelled to override the retailers' directions and ship just as the goods were ready.

But although the wholesalers foresee the impossibility of sending everybody's fall stocks out by the last boats, they are not able to relieve the pressure entirely. This year there has not been sufficient space for the shipments and, what has been more troublesome, is that there has been an insufficient cartage service. Montreal streets are bad at their best, but covered as they have been with slush during the past two weeks, they have allowed only halt loads. It has been absolutely impossible to get goods to the wharf or station or even to make prompt city delivery. The conse-

quence is that many retailers will not get their goods as they require them.

To this problem there is only one solution; country merchants must come early and avoid the rush. They must not allow their desire to avoid small interest and insurance charges to swell their transportation expenses or delay the arrival of new goods till late in the season. Wholesalers have great trouble in convincing retailers that everybody cannot be supplied at once, but if nothing else will teach them, experience must. There have been several very forceful lessons taught to country merchants this week who persist in postponing their orders till the last day in ordering their goods to go by the last boat or summer freight train.

## MERRITT BROS.' STOCK.

The stock of Merritt Bros. & Co., wholesale grocers, St. John, N.B., who failed a short time ago, has been sold by auction by Sheriff Ritchie. All the notes, several shares in a barquentine, schooner, steamer, several companies, gold mining stock, stock of teas and general merchandise brought altogether \$12,788. The stock of teas, the value of which was listed at \$4,334, brought \$2,800, and the general merchandise, including wagons, office furniture, etc., valued at \$11,460, was knocked down for \$7,100.

## A BUSINESS CHANGE.

The Clinton, Ont., correspondent of The Seaforth Sun writes: "Mr. George E. Rathwell, who for some months has conducted a grocery in the Searle Block, has disposed of the business, and will be engaged for some time getting his accounts straightened up. He was doing very nicely for a beginner, but has something else in view. We trust success may attend his efforts in whatever line he may embark. His successor is Mr. T. M. Davis, of Mitchell, who has been engaged in a similar business and understands how a first-class grocery should be conducted. He intends making a number of changes in the store, and, a week hence, will be in a position to make an announcement to the grocery-consuming public."

The collection of canned fruit which won the silver medal at the Pan-American will be removed from Buffalo to St. Catharines and offered for sale by the Ontario Department of Agriculture by whom it was exhibited.

## WHAT DID WE TELL YOU

two years ago about

# "SALADA"

## Ceylon Green Tea?

We stated then, on this page, and have stated often since, that **Japan Teas would disappear** from Canada and the United States, and that their place would be taken by Ceylon **Green Teas**.

Two years ago we were laughed at. To day every wholesale firm in Ontario and Quebec are carrying them in stock ; and the most conservative firms who laughed at our predictions now acknowledge them to be correct.

If you handle Japan Teas in your district it will pay you, we assure you, to give your very closest attention to **"SALADA" Ceylon GREEN Tea**. **Japan Tea is a sinking ship**. Do not stand by it.

Samples of "Salada" Ceylon Green, Black or Mixed, for the asking.

Address, **"SALADA,"** Toronto or Montreal.



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Handsome 1-lb. Packets.

Beautiful 6-lb. Tins or Trunks.

100-lb. Kegs—Extra Large Crystals.

**Strongest, Whitest and Purest.**

**The Brantford Starch Works, Limited, BRANTFORD, ONT.**

# JAM

like any other line of goods, is made in several qualities. No doubt you can buy cheaper Jam than we are selling, but does it pay you to handle goods just because they are **cheap**? We could make cheap Jam, but we won't. Our Jam is the best sold—those who are handling it tell us their customers won't have any other make. Don't take our word for it, try it. You can buy silk for 50c. per yard to \$5.00. You can buy Jam (?) at any price.



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# MARKETS AND MARKET NOTES

## INFORMATION FOR BUYERS.

If any reader wishes to know where any article can be purchased in Canada or abroad, a letter to the Editor will probably place him in communication with the seller.

## ONTARIO MARKETS.

Toronto, November 21, 1901.

### GROCERIES.

**B**USINESS is being well maintained. There is no great rush in any one line but there is a steady and fair movement in merchandise. Sugars, are meeting with a fair demand this week and the outside markets are a little firmer. Acadia granulated is down another 10c., making it 15c. below the price of the Montreal refined article. Canned goods of all kinds are only in fair request, but prices continue to rule firmer, particularly on tomatoes. A strong market continues to rule on coffee, but the demand, locally, is light. Very little is being done in either syrups or molasses. Only a moderate business is to be noted in teas, but the outside markets rule firm. Business is fairly good in currants and prunes, but in other lines of dried fruits there is not much being done.

### CANNED GOODS.

Canned vegetables are in much about the same position as they were a week ago. A steady business in small lots is being done and a firm feeling still obtains in regard to prices. The Packers' Association held a meeting in Toronto this week, but no business of much importance appears to have been transacted. The ruling price of tomatoes is 82½ to 85c.; corn and peas, 80c. upward. Fruits are attracting but little attention. Gallon apples are gradually advancing and quotations are as high as \$2.65. Three's rule at 85 to 90c. The demand for canned salmon is not as brisk as it was, but there is still a fair business being done. Prices are unchanged. We quote: Northern sockeye, \$1.25 to \$1.30 and Fraser river sockeye, \$1.42½ for 5-case lots and over and \$1.45 for less quantities. Cohoes, \$1.05 to \$1.15, according to quality. Pink salmon 95c. to \$1 a dozen.

### COFFEE.

There has been some liquidation in New York, which has caused a decline in prices, but a steadier tone has since developed. Cable advices regarding the Santos crop show a considerable difference in the estimates, some calculating 6,000,000 bags and others 4,500,000. The latter figure is endorsed by the Santos comisarios. Locally trade is quiet and prices unchanged. We quote Rio coffee as follows: No. 7, 8c., No. 6, 8½c., No. 5, 8¾c., No. 4, 9c., No. 3, 10 to 12c.

### SYRUPS AND MOLASSES.

Business does not show much improvement, the movement still being light in

both syrups and molasses. Mail advices from New Orleans report that receipts of molasses there are rather large, but that prices, notwithstanding, are firm. Ruling prices for syrups, locally, are 30 to 35c. per gallon; New Orleans molasses, 25 to 28c.; Barbados, 36 to 39c.

### RICE AND TAPIOCA.

Business keeps steady in both lines. Rice continues steady. We quote: B rice, 3¼ to 3½c.; Japan, 5½ to 6c.; Tapioca, 4¼ to 4½c. per lb.

### SUGAR.

The raw-sugar markets closed dull and easier last week, but at the time of writing prices are firmer, the latest cables reporting an advance of ¾d. in beet sugar, and of 3d. in cane sugars. Locally, the demand for refined sugar is a little better than it was, but the turnover is still light. The feature of the local market is a decline of 10c. in the price of Acadia granulated, thus again putting the quotation 15c. per 100 lb. below the figure ruling for the product of the Montreal refineries. Quotations are now as follows f.o.b. Montreal, for granulated:

See pages 35 and 36 for  
Toronto, Montreal, and St.  
John prices current.

Montreal refined, \$4.10; Acadia, \$3.95. The meltings in the United States last week were again in excess of the receipts, being 30,000 tons against 26,895 tons for the latter. The stocks in the four United States ports at the close of the week were 173,508 tons against 53,099 tons the same week last year.

### CANDIED PEELS.

Business cannot yet be said to be active. We quote: Lemon, 10 to 12½c.; orange, 11 to 13c.; citron, 15 to 18c. per lb.

### TEAS.

Advices from London, Eng., under date of November 8, say that a heavy auction of Indian tea resulted in a drop of fully ¼d. per lb., with a general slackness in the bidding. The market was also disappointing in regard to Ceylon teas at the auction, a decline of ¼ to ¾d. being frequently noticeable. The unsatisfactory turn the market took is attributed to the failure of the sellers to support the Regulating Committee. The disturbance caused by the fog also appears to have had some influence. Since then, however, the market has again assumed a firmer tone. Fewer teas from now on are likely to come forward, better shipping facilities having enabled teas to be brought forward from the market of production earlier in the season in larger quantities than usual. A cable received on Tuesday from Calcutta reported an advance of 1d. per lb. Locally, the demand for tea is not brisk and buyers and

sellers are apart in their views as to price.

China green teas continue scarce and high and almost unobtainable. The shortage in the exports this season is about 2,750,000 lb., the quantity last year being 14,750,000 lb. against 12,000,000 lb. this year. There is a little movement locally in Ceylon green teas, and business is gradually although slowly improving.

### NUTS.

Wholesalers report that business is beginning to pick up in this line, although the volume is not yet large. The ruling prices are: Filberts, 9 to 9½c.; Tarragona almonds, 11½c.; Formegetta almonds, 10½c. Grenoble walnuts are slightly lower in the primary market and this has induced local wholesalers to place some sorting-up orders.

### SPICES.

The feature of the spice market is the strength of the price of ginger which is quite pronounced. Cable advices report a firm market for pepper. Business, locally, is fair.

### FOREIGN DRIED FRUITS.

**CURRENTS** — There has been no material change in the situation. Locally there is still a free movement to be reported. Ruling prices, according to quality, are: Filiatras, 5 to 5½c. per lb. for uncleaned and 5½ to 6½c. for cleaned; Patras, 6 to 6½c. for uncleaned and 6½ to 7½c. for cleaned; Vostizzas, 8c. for uncleaned and 8½c. for cleaned. A good portion of the cargo of the ss. Guildhall, overdue at New York, is destined for Canada, according to advices from that city.

**VALENCIA RAISINS** — The tone of the local market is strong in sympathy with the conditions ruling outside, and 6½c. seems to be the ruling price for selected for any delivery. The ruling price for fine off-stalk on spot is 5½c. per lb.

**FIGS** — The demand for tapnets continues fairly good at 2¾ to 3c., and for naturals at 3¾c. per lb.

**PRUNES** — The demand for prunes continues good. In anticipation of a good season's trade local houses have laid in pretty large stocks of Californian prunes. We quote Californian prunes as follows: 100-110's, 5c.; 90-100's, 5½ to 6½c.; 80-90's, 6½ to 7c.; 70-80's, 6½c. to 7½c.; 60-70's, 7½ to 8c.; 50-60's, 8 to 8½c.; 40-50's, 8½ to 10c. French, 100's, 3½ to 4c.

**MALAGA RAISINS** — The wholesale houses are now supplied with new fruit, but there is practically nothing doing yet. Ruling prices are: Black baskets, \$2.25 "Empire Clusters," \$2.60; "Dehesa Clusters," \$3.10; "Excelsior Clusters," \$4.60; "Connoisseur Clusters," \$2.10; "Extra Dessert Clusters," \$3.35; "Royal Buckingham Clusters," \$5.

**DATES** — Very little doing. New dates are quoted as follows: Hallowees, 4½ to 4¾c.; Sairs, 4¼ to 4½c.



**CALIFORNIAN EVAPORATED FRUITS**  
—Only a small movement. We quote in 25-lb. boxes as follows: Apricots, 13 to 16c.; peaches, 11 to 13c. per lb.

#### GREEN FRUITS.

The prices of apples remain firm, but no advance has taken place. Latest reports from Liverpool say that apples are selling well there, and good markets are looked for until December 18. Dealers here are advised to ship their stuff forward as fast as possible. Pears are nearly done, and those that are selling, in some cases, bring as high as 60c. per basket. Jamaica oranges are more plentiful and are 25c. lower. The season for Canadian cranberries is about over, and they have been a very scarce article on the market these last few days. Pineapples are not plentiful, and will not be so until the new crop comes in. We quote: Apples, \$2.50 to \$4.50 per bbl.; pears, 40 to 60c. per basket; Canadian grapes, 30 to 35c. per 10 lb. basket; bananas, \$1.50 to \$2 for firsts, and 80c. to \$1 for first eight hands; Malaga grapes \$6 to \$7; Jamaica oranges, \$4 75 to \$5 per bbl., or \$3.50 to \$4 per box; Cape Cod cranberries, \$8 to \$8 75 per bbl., and \$2.75 to \$3 per case; Ontario cranberries, \$5 to \$7 per bbl. Pineapples sell at 23 to 25c. each by the case.

#### VEGETABLES.

Cauliflowers are not so plentiful as they were and the price for them remains firm. Lettuce is more plentiful and sells well. Watercress, mint, and parsley, are 5c. per bunch lower this week owing to the arrival of a large quantity. Citrons are hard to get; so are Hubbard squashes. Potatoes are scarce and are 10c. per bag higher. Dealers say that this is owing to the farmers bringing in grain almost entirely and neglecting the potato market. In other respects, the market remains unchanged. We quote as follows: Carrots, parsnips and beets, 20c. per peck; turnips, 15 to 20c. per peck; lettuce, 40 to 50c. per doz.; radishes, 30 to 40c.; watercress, mint and parsley, 20 to 25c.; cauliflower, \$1.00 to \$1.50 per doz.; celery, 40 to 60c.; red cabbage, No. 1, 5 to 10c. cabbage, 25 to 40c.; pickling onions, 35 to 40c. per peck; dry onions, \$1 per bush.; potatoes, 65 to 75c. per bag; egg plant, 30 to 35c. per basket; Hubbard squash, 15 to 30c. each; vegetable marrow, 10 to 20c. each; pumpkins, 10 to 25c. each; citrons, 10 to 15c. each.

#### COUNTRY PRODUCE.

**EGGS**—The quantity of eggs arriving is fairly good for this time of year. Strictly new-laid eggs are very hard to obtain and command the highest prices, some being sold at from 21 to 22c. per doz. Eggs are firm in tone, and, as some Chicago dealers

have secured a corner on the egg market there, we may expect high prices here. Fresh gathered are worth from 18 to 20c.; cold stored, 17 to 18c.; and limed, in most cases, 17c. per doz.

**BEANS**—There is a quiet but steady movement in beans, the demand being fair and the supply plentiful. Choice handpicked beans bring \$1.70 to \$1.75; prime, \$1.50 to \$1.60.

**HONEY**—Is moving steadily if slowly. There is a good supply. Prices are the same as before. We quote: Clover, 10c.; in combs, \$2 to \$3 per doz.

**DRIED APPLES**—Demand for dried apples is steady and slowly increasing. Prices are steady. There is a good supply on hand. Evaporated apples are selling at 9c. in car lots and 9½ to 10c. for cases. Dried apples are worth 5½ to 6c.

**POTATOES**—Demand has improved, and good potatoes have advanced 5c. on the track. Dealers complain about the inferior quality of this article that is coming in. In car lots, on the track, potatoes are worth 55c. per bag, and sell from 60 to 70c. per bag for good stock.

#### BUTTER AND CHEESE.

**BUTTER**—Larger arrivals of butter are reported than last week, but the quality is not much improved, the majority of the large rolls coming in selling at 15 to 16c. Large rolls are in better demand, but 1-lb. prints of an improved quality are desired. Choice 1-lb. prints sell at from 17 to 18c.; large rolls, 15 to 16c.; tubs, best, at from 14 to 15c., and medium from 12 to 13½c. per lb. Creamery prints are selling well at 20c.; creamery solids, 19 to 19½c. per lb.

**CHEESE**—The cheese market is quiet. Most of the cheese factories have closed down for the season, but there is a great quantity in storage. The prices here are weak, but the movement is steady, the local demand being good on account of the low prices. Prices of cheese are unchanged at from 9¼ to 9¾c. per lb.

#### POULTRY AND GAME.

**DRESSED POULTRY**—The supply is good this week in the dressed poultry line. Thanksgiving Day being close at hand, lots of turkeys are coming in and sell at better prices than last week. The price of turkeys is now 10c. per lb. in most cases. Geese have also advanced ½c. per lb., and are in good demand with moderate receipts. We quote as follows: Chickens, 30 to 50c. per pair; ducks, 40 to 75c. per pair; geese, 6 to 6½c. per lb.; turkeys, 9½ to 10c.

**LIVE POULTRY**—This has been a record week for live poultry dealers, as the receipts have been so large that it has been difficult

to handle all the arrivals. A large shipment is being made up for the British market, the date of departure being about December 18. There is a great quantity of hens on the market, and dealers have lowered the price ½c. per lb. The proximity of Christmas helps to make things busy in this line. The Canadian Produce Co., 36 and 38 Esplanade east, Toronto, will pay until further notice for spring chickens, 6c. per lb. For ducklings, 5c. per lb. For hens (including last year's birds) 2½c. per lb. These prices are for live weight on arrival. Crates shipped free and express paid up to 50c. per 100 lb. of chickens.

**GAME**—In game, the supply is greater this week than ever, and the demand is steady. Prices are the same as they were last week. We quote: Teal and butterballs, 20 to 25c.; bluebills, 40 to 50c.; pintails and redheads, 50 to 60c.; black ducks, 75 to 85c. per brace; canvas-back and mallards, \$1.

#### FISH.

Fresh fish are selling well, and oysters are booming; large receipts and big sales in the latter line being reported this week. Last week the catch of finnan haddie was short, and dealers are looking out for higher prices; they already have advanced 1c. Flitch cod are few and hard to get, and the price has advanced 25c. per cwt. In other lines the prices are unchanged. Digby herring are selling well. We quote: Fresh fish—Codfish, 6 to 8c.; whitefish, 7 to 7½c.; trout, 7c.; halibut, 14c.; sea salmon, 13 to 15c.; haddock, 6c.; herring, 5c.; perch, 4c.; British Columbian salmon, 20c. Smoked fish—Ciscos, 75c. to \$1; finnan haddie, 7½ to 8c.; Digby herring, 60 to 75c. per bundle. Prepared fish—Dried cod, in 112-lb. bundles, \$4.75 per cwt.; flitch cod, \$5.50; boneless cod, in bricks, 4½ to 5½c. per lb.; steak cod, 6½c. per lb.; shredded cod (2 doz. in box), \$1.80 per box; boneless fish, loose, in 25-lb. boxes, 4 to 4½c., and in 5-lb. boxes, 5c. per lb. Oysters—Standards sell at \$3.75 per small pail or \$1.50 per Imperial gallon; selects, \$2 per Imperial gallon.

#### GRAIN, FLOUR AND BREAKFAST FOODS.

**GRAIN**—This week lighter arrivals of Manitoba hard wheat are reported, and there has not been so much going for export. Prices remain at 84c. grinding in transit, or 82c. Toronto and west. In the local market, red and white wheat, barley and peas are not being received in great quantities. Large deliveries of oats are reported, and two loads sold at 47½c. Red and white wheat are 1c. higher, oats 3½ to 4c., rye 3c., barley ½c., and peas 5c. Goose



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Colborne Streets,**TORONTO**wheat also has advanced  $\frac{1}{2}$  c. We quote :  
White and red wheat, 65 to 73c.; goose.  
66 $\frac{1}{2}$  to 67c.; oats, new, 46 to 48 $\frac{1}{2}$  c.;  
rye, 58c.; barley, 50 to 60c.; peas, 75 to  
76 $\frac{1}{2}$  c.FLOUR—Supply is well maintained and  
the demand is heavy. Prices are unchanged  
from last week. We quote as follows :  
Ontario patents, in bags, \$3.50 to \$3.60;  
Hungarian patents, \$4; Manitoba bakers',  
\$3.75; straight roller, \$3.00 to \$3.15 per  
bag in Toronto.BREAKFAST FOODS—The demand for  
oatmeal and rolled oats is good in every  
quarter, but, owing to the scarcity of raw  
material, difficulty is experienced in filling  
all the orders. Oatmeal, standard and  
granulated, has advanced 50c. in carlots,  
and rolled oats are 50c. higher. We quote:  
Oatmeal, standard and granulated, in carlots  
on track here, \$5.75; standard rolled oats in  
carlots on track here, \$5.25; in bbls., 15c.  
more; broken lots are 25c. per bbl. extra;  
rolled wheat, \$2.30 in 100-lb. bbls.; corn-  
meal, \$3 60. split peas, \$4 50; pot barley,  
\$4.50.**HIDES, SKINS AND WOOL.**The market is featureless, the prices re-  
maining unchanged. The receipts are only  
normal, and business is steady. Sheepskins  
are improving in quality. We quote :HIDES—We quote : No. 1, green, 8c.;  
No. 2 green, 7c.; No. 1 green, steers, 8 $\frac{1}{2}$  c.;  
No. 2 green, steers, 7 $\frac{1}{2}$  c.; cured, 8 $\frac{1}{4}$  to  
8 $\frac{3}{4}$  c.SKINS—We quote : No. 1 calfskins, 9c.;  
and No. 2, 7c.; deacons (dairies) 55 to 60c.  
each; sheepskins, 60 to 65c.; deerskins,  
12 $\frac{1}{2}$  c. per lb.WOOL—We quote : Fleece, 13c., and  
unwashed, 8c.**SEEDS**The red clover market is dull, as large  
offerings are being made; hence, prices are  
decidedly easier than last week. The quota-  
tion this week in this line represents the ex-  
treme outside figures. Alsike is being offered  
in moderate quantities. Larger offerings in  
timothy are desired. We quote : Red clover,  
\$4.50 to \$4.80 per bush. for good, choice  
quality at outside points. Alsike brings  
from \$6 to \$7.25 for extra choice seed, but  
the poorer qualities are quoted lower.  
Timothy remains at \$2 to \$2.25.**MARKET NOTES.**Woodenware is  $7\frac{1}{2}$  per cent. higher.  
Jamaica oranges are 25c. per barrel  
lower.There has been a poor catch of finnan  
haddie, so the price here has been advanced

The following Brands manufactured by

**The AMERICAN TOBACCO CO.**

OF CANADA, Limited.

Are sold by all the Leading Wholesale Houses

**CUT TOBACCO** . . .**OLD CHUM.****SEAL OF NORTH CAROLINA****OLD GOLD****CIGARETTES** . . .**RICHMOND STRAIGHT CUT.****SWEET CAPORAL.****ATHLETE.****DERBY****LOX'S GELATINE** Always  
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Secretary Winnipeg Fruit and Produce Exchange  
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Storage, Track Facilities.

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**WINNIPEG, CANADA.** we will be  
pleased to answer your inquiries.**E. NICHOLSON**Wholesale Commission Merchant and  
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Winnipeg Fruit Merchants.

**THE RUBLEE FRUIT CO.**

LIMITED.

IMPORTERS OF FOREIGN AND DOMESTIC  
GREEN AND DRIED FRUITS, NUTS, Etc.151 Bannatyne St.,  
WINNIPEG, MAN.12th St.,  
BRANDON, MAN.

1c. per lb. and the fish dealers expect a still further rise.

A pronounced firmness is still the feature of the ginger market.

Valencia raisins are held slightly firmer by the local wholesalers.

Potatoes are scarcer, and have advanced 5c. per bag on the track.

The receipts of live poultry were exceptionally heavy last week.

Acadia granulated sugar has again been reduced to a point 15c. below the price of Montreal granulated.

Dealers are expecting high prices for their eggs, as the Chicago egg market is being cornered by several astute United States dealers.

Good markets are looked for in apples in Great Britain until December 18, and dealers there are advising shippers to rush their stuff forward as fast as possible.

The receipts of venison here have improved since last Wednesday, but, owing to the large quantities being bought by the lumber camps, they are not equal to those of last year.

To Liverpool, London and Glasgow, 14,743 bbls. of apples from Boston and 5,844 from Montreal were shipped last week, as compared with 38,723 and 18,088 bbls., respectively, for the same period last week.

## QUEBEC MARKETS.

Montreal, November 21, 1901.

### GROCERIES.

THE wholesalers have had their troubles this week, particularly some of them who attempted to send all the goods asked for by the last boats. A limited cartage service has also militated against prompt shipments. Everybody has certainly been busy. The markets do not show any great change. Sugar remains about steady, with Acadian 15c. below Montreal granulated; the foreign raw market is firmer. Teas remain firm and on this market first hands are short of supplies. Canned goods show no change and wholesalers continue to complain of small profits. Fruits are moving out of stock steadily and some lines are scarce. Tapnet figs are wanted and Valencia raisins are now in light supply. The express shipments of Grenoble walnuts have all been cleared out of wholesalers' hands and there will be no more obtainable till the first week in December at least. Prunes have been actively inquired for and dealers are complaining that they cannot renew stocks immediately. Sultana raisins are 1s. higher in the primary market which makes them 4 to 5s. above the lowest point touched; the market is firm. Probably the feature this week is an advance of 7½ per cent. in the price of woodenware. Pork has been very scarce and almost unobtainable.

### SUGAR.

The 10 cent cut of the Montreal refiners was immediately followed by a similar reduction in the price of Acadian

sugar which is still 15c. below the local refiners' price. Montreal granulated is worth \$4.10 and \$3.35 to \$4.05 for yellows. The sugar market is now lower than it ever has been under the present tariff. Advices from foreign markets say that the quantities of raw beet now being marketed are heavy, but after the bulk has been sold the rest will probably be held back for higher prices; probably this accounts for the firmer market we have now, as the London quotation is to-day over 2s. above the lowest point touched. The local demand for sugar is not heavy.

### TEAS.

The latest mail advice from Shanghai says that shipments of greens from that port are, to date, 9,170,342 lb. against 12,705,371 lb. to the same date last year, and of Congous, 10,560,371 lb against 18,916,569 to the same date last year. In Congous a fair business has been done during October, but the market closed quiet with tea men rather anxious to sell. Pingsueys have again advanced and the market is fully three taels per picul higher than a month previous. Tea men are not eager to sell even at present high rates. In country teas a stronger market is also reported; stocks are small.

The latest Yokohama circular dated October 31 says that during October prices advanced 1 yen per picul and the market closed firm. Arrivals have been light and the unsold stock is now estimated at 5,500 piculs, consisting mostly of teas grading below fine, unattractive both in cup and leaf. From Yokohama and Kobe exports to date have been 32,261,630 lb. against 33,117,133 lb to same date last year, and 36,751,886 lb. the year previous.

Locally, the tea market is quiet but firm, with few supplies visible. Wholesalers report a fair demand for new Japans running from 19 to 22c., and for black Ceylons.

### SYRUPS.

The demand for syrups has been quite brisk at unchanged prices. We quote as follows: 3¼c. in bbls.; 3¾c. in ½ bbls.; 3¾c. in ¼ bbls.; \$1.50 in 38½-lb., and \$1.10 in 25-lb. pails.

### MOLASSES.

The demand has not expanded very materially as yet although there have been a few shipments made this week. The price remains unchanged at 2s and 29c.

### CANNED GOODS.

In spite of the upward turn that vegetables took some weeks ago, wholesale merchants continue to lament over the unwholesome condition of the market. It seems that packers have gone out to the retail trade and taken orders at very low figures and handed these contracts over to the jobber to be filled at little or no profit, a procedure that only depresses values. Even less than carload lots have been sold at carload prices. Naturally the wholesaler resents such intrusion and depressing of prices. Tomatoes are selling at \$5 to \$7.4c. for new western goods; corn at 80c. and peas, 80 to 95c. Fruits are at present rather slow. Gallon apples are worth \$2.65 to \$2.75. Jams, jellies and marmalade are in good request.

### SPICES.

The latest New York report says that trade has been even better during the

past week and the markets both on spot and for shipment are very much firmer in black peppers, white peppers, gingers and pimento. Nutmegs are quiet. The pimento crop is over now and is considerably below the average; it is reckoned that the article must advance. We quote as follows: Nutmegs, 35 to 65c. per lb., as to size; Penang mace, 45 to 50c. per lb., as to quality; pimento, ground, 12½ to 15c.; cloves, 15 to 25c.; pepper, ground, black, 17 to 20c., according to grade; white, 25 to 27c.; ginger, whole, Cochin, 14 to 16c.; Japan, 10c.; Jamaica, 16 to 20c.; ground, Japan, 15c.; Cochin, 16 to 17c.; Jamaica, 22 to 25c.

### COFFEE.

The market is steady and the demand normal. Roasted coffees are worth: Mocha, 27 to 32c.; Javas, 25 to 32½c.; Rios, 13 to 18c.; Santos, 15 to 22½c.; Maracaibos, 15 to 22c.

### RICE AND TAPIOCA.

The markets in rice and tapiocas are firm and the demand is good. We quote in combine district: B rice in bags, \$3.10; in half bags, \$3.15; in quarter bags, \$3.20; in pockets, \$3.25. In 10-bag lots, an allowance of 10c. is made. CC rice, \$3 in bags; \$3.05 in ½ bags; \$3.10 in ¼ bags; and \$3.15 in pockets. In the open territory prices are about 10c. less. Patna rice is worth 12c. per lb. and tapioca, 3¼ to 3½c.

### FOREIGN DRIED FRUITS.

CURRENTS — The primary market shows an advance of 6d. this week, making fine Filiatras worth about 16s. f.o.b. Montreal. The market here is steady but irregular with the finest Filiatras quoted at 5½c. in half cases; 1-lb. cartons, 8c. and finest Vostizzas, 7½ to 8c.

VALENCIA RAISINS — The market is steady at all points with a fair distributing trade passing. Importations have been so moderate this year that inquiries are already coming into brokers for more goods. There are many different brands on the market but the best are worth 52c. for finest off-stalk; 62c. for selected, and 67 to 7c. for layers.

PEELS — The best English peels are worth 10 to 10½c. for lemon; 10½ to 10¾c. for orange, and 11½ to 11¾c. for citron.

PRUNES — Sales of prunes have been quite large and wholesalers are now sorry that their first orders were not heavier. The market is firm. Californians are worth 8½c. for 10-50's, 8c. for 50-60's, 7½c. for 60-70's, 7¼c. for 70-80's, 6c. for 80-90's, 6¼c. for 90-100's.

MALAGA RAISINS — A good trade is passing in Malaga raisins at previous quotations. We quote: London layers, \$1.50 to \$1.60; "Connoisseur Clusters," \$2.15 to \$2.25; ¼'s, 65 to 70c.; "Royal Buckingham Clusters," \$3.30 to \$3.35; 1's, \$1.05 to \$1.10; "Excelsior Windsor Clusters," \$1.50 to \$1.60; ¼'s, \$1.30 to \$1.40.

SULTANA RAISINS — The market is about 1s. higher this week which makes it 4 to 5s. above the lowest point that has been touched. The local market is steady at 9 to 10½c.

DATES — Hallowee dates are selling at 1½c. in fair quantities.

FIGS — Tapnet figs are in short supply on this market and are now selling at \$1 per tapnet. Wholesalers should be careful to understand in quoting a price in these goods to bear in mind that a



## TO PICKLE and SAUCE MAKERS.

For Brined Vegetables, Skinned-Shrimps, Anchovies and all necessary Sauce ingredients,

Address J. F. SEYFRIED,

Specialist in the Pickle, Sauce and Jam trades,  
27 Eldon Street, London, E.C., England.

ESTABLISHED 1842.

P.S.—New Recipes exchanged. Importer of Canadian Fruit Pulp.

## POLLEY & WHITE

MANUFACTURERS OF

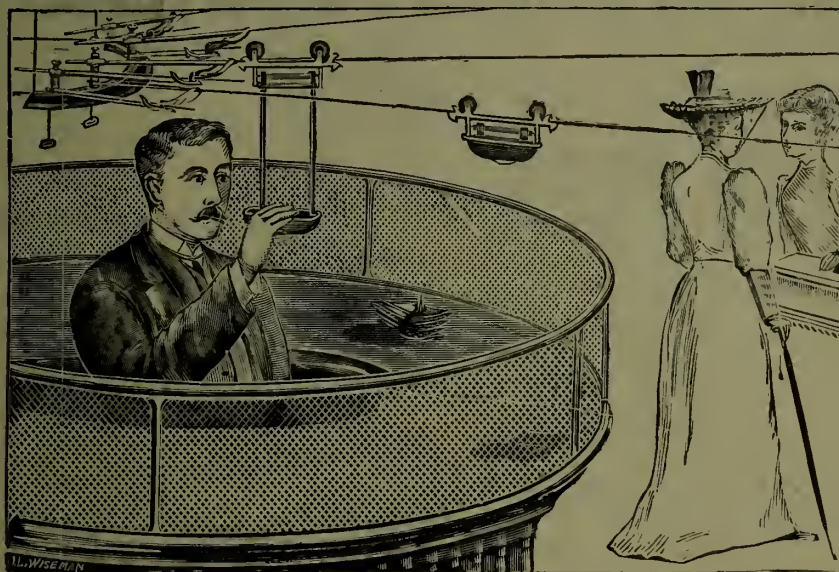
# Canadian Evaporated Apples, Onions AND OTHER VEGETABLES.

Dealers in Dried Apples and Apples for Export.

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TRENTON, Ont., Canada.



# Champion Cash Carriers

These Carriers have been in use for the last twelve years, and have given the best of satisfaction. Will save the cost in 6 months' time.

**S. S. KIMBALL,**

(Bell Telephone  
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577 Craig St., MONTREAL.

Annual Sales  
Exceed  
33,000,000 lbs.



Grand Prix  
Highest Award,  
Paris 1900.

The extraordinary success of **CHOCOLAT-MENIER** all over the world, is rivaled by "**MENIER'S BREAKFAST COCOA.**" This Cocoa is absolutely pure. Sold this year for the first time in Canada and the United States, its sale is already enormous.

Ask your wholesaler for it. If he will not supply you, write to **HERDT & CO., 180 St. James Street, Montreal, Canada.**

**A GOOD MARGIN OF PROFIT FOR THE RETAILERS.**

# WE WANT TO ARREST

YOUR attention for a moment to remind you that if you require any of the following lines we feel confident that better values or better prices cannot be secured elsewhere. Get our quotations

## COFFEES.

Mocha, Java, Ceylon, Costa Rica, Maracaibo, Rio, Santos, etc.

## DRIED AND EVAPORATED FRUITS.

Valencia Raisins, Seedless Raisins, Currants, Figs, etc.

ALSO

## CORKS, SPICES, CREAM OF TARTAR, BAKING POWDERS.

# S. H. EWING & SONS, 96 King St., MONTREAL

shrinkage must be allowed for if the goods are sold according to actual rather than reputed weight.

### NUTS.

Grenoble walnuts are sold out on spot and as the market is bare there will be none obtainable, either of new or old, till the first week in December. Last year's shelled walnuts are reduced and are now worth 16½ to 17½c. Grenoble walnuts are quoted nominally 10½c. for immediate delivery, 10c. for December; shelled walnuts, 16½ to 17½c.; Tarra-gona almonds, 10c.; shelled, 22 to 23c.; filberts, 8 to 8½c. in bales; pecans, 13½ to 14c.; peanuts, 6½ to 7½c.

### GREEN FRUITS.

There is a fair trade passing in Florida oranges, but apples are rather quiet. We quote as follows: Jamaica oranges, \$1.75 to \$5.00 per bbl.; Florida oranges, \$1.25; Verdill lemons, 300's, \$1.50 to \$5.50; 360's, \$2.50 to \$2.75 per box; Malaga lemons, half chests, \$6.50 to \$7.00; pineapples, 20 to 30c.; Californian plums, \$2.00 per box; limes, \$1.50 per box; coconuts, \$3.50 per bag of 100; bananas, No. 1, \$1.75 to \$2.25, and eight hands, \$1.00 to \$1.50; Canadian pears (baskets), 40 to 60c.; Spanish onions, 90 to 95c.; sweet potatoes, \$2.50 to \$3.50; Malaga grapes, \$5.50 to \$7 per keg; cranberries, \$6.50 to \$7.75 per bbl.; barrel onions, \$2.75; new dates, 4½c. per lb.; chestnuts, 10 to 11c.

### FISH.

Green cod is advancing, being quoted 50c. higher this week. Supplies are very short and small lots have sold close to \$7.00 this week. We quote: Haddies, mouth bloaters, 60 in a box, \$1 per box; Yarmouth bloaters, 100 in a box, \$1 per box; smoked herrings, medium, 13c. per box; single haddock, 3½c. per lb.; Marshall's canned, kippered and with tomato

sauce, \$1.45 per doz.; also Canadian kippered, etc., 95c. per doz.; No. 1 green haddock, \$4.25 per bbl.; No. 1 green codfish, \$5.75 per bbl.; No. 2 green codfish, \$4.75 per bbl.; No. 1 dressed or skinless cod, 100-lb. case, \$4.75 to \$4.85; dried cod fish, per 112 lb., \$5; Ivory brand boneless codfish in 1 and 2-lb. blocks, 20-lb. boxes, 5½c. per lb.; loose boneless cod, 40-lb. boxes, 4½c. per lb.; No. 2 mackerel, \$12 per bbl.; No. 1 pickled sardines, \$5.50 per bbl.; No. 1 Labrador salmon, \$11.50 per bbl.; No. 1 Labrador salmon, \$6.25 per ½ bbl.; No. 1 B. C. salmon, \$11 per bbl.; No. 1 B. C. salmon, \$6 per ½ bbl.; No. 1 Nova Scotia choice herrings, \$5.50 per bbl.; No. 1 Nova Scotia choice herrings, \$3 per ½ bbl.; Scotch or Loch Fyne herrings, \$6.75 per ½ bbl.; Scotch or Loch Fyne herrings, \$1 per keg; Holland or Dutch herrings, 75c. per keg; large salted eels, \$12 per bbl.; standard bulk oysters, \$1.30 per gal.; select bulk oysters, \$1.50 per gal.; canned Canadian ½ sardines, per 100, \$3.75; canned U. S. little neck clams, \$1.50 per doz.; canned U. S. Kensetts Cove oysters, \$1.25 per doz.; Malpeque, Blue Point and other shelled oysters, \$6 per bbl.; little neck clams, \$4; 1-lb. lobsters, flat cans, \$9.50 to \$10; ½-lb. lobsters, flat cans, \$10 to \$10.50.

### FLOUR AND GRAIN.

FLOUR — The flour market ruled firm during the early part of the week, but there has been a slightly easier feeling towards the close on account of a bearish tendency in wheat. Spring patents are worth \$1 to \$1.10; winter patents, \$3.75 to \$3.95; straight roller, \$3.40 to \$3.50; strong bakers', \$3.75 to \$4.

GRAIN — We quote: Manitoba, No. 1, hard, 78½ to 79c. aloft November; peas, \$2 to \$2½c.; rye, 56 to 56½c.; No. 2 barley, 51½ to 55c.; oats, 49 to 50c.; buckwheat, 56 to 56½c.; corn, 64½ to 65c.

OATMEAL — The firmer feeling we reported last week has been fully main-

tained and carlots are now worth fully \$4.90. Wholesalers ask \$5.10 to \$5.20 in wood and \$2.50 to \$2.55 in bags.

FEED — Supplies of Ontario bran have been very short and carlots are worth up to \$18 in bulk. Shorts are difficult to secure except at very high prices, \$19.50 to \$20 now ruling. There is still a good export demand.

BALED HAY — The export demand is active and prevents accumulations, causing prices to remain firm, with the tendency upward. We quote: No. 1 timothy, at \$9.50 to \$10; No. 2 timothy, \$8.50 to \$9; clover mixture, \$8; clover, \$7.50.

### COUNTRY PRODUCE.

EGGS — The market is very firm at a further advance this week, sales having been made of cold storage goods at 22 to 23c. Late fall receipts are quoted at 28c. Pickled eggs are worth 16c. The English market is very strong and exporters find it impossible to fill wants. The market is tending upward.

HONEY — There is a good demand for choice white honey which continues scarce. Dealers are paying 11 to 11½c. and selling at 13 to 14c. White extracted is worth 9½ to 10c.

POTATOES — Choice Early Rose and Hebrons are worth 63 to 65c. on track per carload.

ONIONS — The market is firmer and higher under light offerings. Sales of Canadian red onions have been made at \$2.50 per bbl., holders asking \$2.75.

BEANS — The market is steady and we quote carlots at \$1.50 and broken lots at \$1.55 to \$1.60.

ASHES — The market is firm, first pots, \$1.35 to \$1.40. Second pots nominal at \$1.

### CHEESE AND BUTTER.

CHEESE — If the market does not take a better turn the prospects are decidedly gloomy. The finest westerns

*The best selling tea in Canada today is*  
*Blue Ribbon Ceylon*  
*packed and sold by*  
*Blue Ribbon Tea Co.*  
*17 Front St. East - Toronto*



have sold this week at 9c., which shows further reduction. Eastern goods have sold below 8½c.

**BUTTER** — The market is easier and lower, sales of finest Eastern Townships creamery having been made at 20 to 20½c. The regular price now is 20c., or even lower. Western dairy is worth 11½ to 17½c.

**LIQUORS.****SCOTCH WHISKIES.**

Per case of quarts.

|                                |        |                     |
|--------------------------------|--------|---------------------|
| Roderick Dhu .....             | \$9 50 | less 3 p.c. 30 days |
| Usher's O.V.G. Special Reserve | 10 50  | " " "               |
| Usher's G.O.H. ....            | 13 00  | " " "               |
| Gaelic, Old Smuggler.....      | 9 75   | " " "               |
| Greer's O.V.H. ....            | 9 50   | " " "               |
| Old Mull .....                 | 9 75   | " " "               |
| Sheriff's One Star .....       | 10 25  | " " "               |
| " V.O. ....                    | 10 50  | " " "               |
| Kilmarnoch .....               | 9 75   | " " "               |
| Doctor's Special .....         | 10 00  | " " "               |
| House of Lords .....           | 10 75  | " " "               |

Bulloch, Lade &amp; Co.—

|                     |       |
|---------------------|-------|
| Special blend ..... | 9 25  |
| Extra special ..... | 11 00 |

John Dewar &amp; Sons—

|                       |       |
|-----------------------|-------|
| Extra special .....   | 9 50  |
| Special liqueur ..... | 12 25 |
| Extra .....           | 16 50 |

James Ainslie &amp; Co.—

|                          |       |
|--------------------------|-------|
| Highland Dew .....       | 6 75  |
| Glen Lion, extra special | 12 50 |

J. Brown &amp; Co.—

|                         |       |
|-------------------------|-------|
| Duke of Cambridge ..... | 12 00 |
|-------------------------|-------|

Mitchell's—

|                       |      |
|-----------------------|------|
| Heather Dew .....     | 7 00 |
| Special Reserve ..... | 9 00 |
| Mullmore .....        | 6 50 |

W. Teaches &amp; Sons—

Highland Cream, qts., \$9.50 less 3 p.c. 30 days.

**CANADIAN WHISKIES.**

In barrels per gal.

|                                    |        |
|------------------------------------|--------|
| Gooderham & Worts, 65 O. P. ....   | \$4 50 |
| Hiram Walker & Sons .....          | 4 50   |
| J. P. Wiser & Son .....            | 4 49   |
| J. E. Seagram .....                | 4 49   |
| H. Corby .....                     | 4 49   |
| Gooderham & Worts, 50 O. P. ....   | 4 10   |
| Hiram Walker & Sons .....          | 4 10   |
| J. P. Wiser & Son .....            | 4 09   |
| J. E. Seagram .....                | 4 09   |
| H. Corby .....                     | 4 09   |
| Rye, Gooderham & Worts.....        | 2 20   |
| " Hiram Walker & Sons .....        | 2 20   |
| " J. P. Wiser & Son .....          | 2 19   |
| " J. E. Seagram .....              | 2 19   |
| " H. Corby .....                   | 2 19   |
| Imperial, Walker & Sons .....      | 2 90   |
| Canadian Club, Walker & Sons ..... | 3 60   |

Less than one bbl. per gallon.

|               |        |
|---------------|--------|
| 65 O. P. .... | \$4 55 |
| 50 O. P. .... | 4 15   |
| Rye .....     | 2 25   |

**CHAMPAGNE.**

The prices below are subject to the trade discount of 5 and 3 per cent.:

|                                 |         |           |
|---------------------------------|---------|-----------|
| Comte de Castellane—            |         | Per Case. |
| Cuvee Reservee... { Quarts..... |         | \$12 50   |
| Carte d'Or..... { Pints.....    |         | 13 50     |
|                                 |         | 15 00     |
| Champagne Ve Amiot—             |         |           |
| Carte d'Or .....                |         | 16 00     |
| " Blanche.....                  |         | 13 00     |
| " d'Argent .....                |         | 10 50     |
| Pommery—                        | Quarts. | Pints.    |
| Sec and Extra Sec.....          | \$28 00 | \$30 00   |
| Mumm's—                         |         |           |
| Extra Sec.....                  | 28 00   | 30 00     |
| Moet & Chandon—                 |         |           |
| White Seal.....                 | 28 00   | 30 00     |
| Brut Imperial .....             | 31 00   | 33 00     |
| Perrier-Jouet—                  |         |           |
| Brut.....                       | 28 00   | 30 00     |
| Reserve Dry .....               | 28 00   | 30 00     |

**GIN.**

|                               |  |           |
|-------------------------------|--|-----------|
| Pollen Zoon—                  |  | Per Case. |
| Red, cases of 15 bottles..... |  | \$9 75    |
| Green, " 12 " .....           |  | 4 75      |
| Violette, " 12 " .....        |  | 2 45      |
| P. Hoppe "Night Cap" Brand—   |  |           |
| Red, cases of 15 bottles..... |  | 10 50     |
| Green, " 12 " .....           |  | 5 25      |
| Yellow, " 15 " .....          |  | 10 75     |
| Blue, " 12 " .....            |  | 5 40      |
| Poney, " 12 " .....           |  | 2 50      |

**33 $\frac{1}{3}$  % is your profit**  
ON **Clark's Concentrated Soups.**

Handsome Labels = 13 Varieties.

Retail price 10c. per tin.

**EPPS'S**

GRATEFUL.  
COMFORTING.

IN ½-LB. LABELLED TINS.

14-LB. BOXES.

Special Agents for the entire Dominion, C. E. COLSON &amp; SON, Montreal.

In Nova Scotia, E. D. ADAMS, Halifax.

In Manitoba, BUCHANAN &amp; GORDON, Winnipeg.

THE MOST  
NUTRITIOUS.

**COCOA**

**A** POOR brush not only causes inconvenience to your customer, but very often it is the means of inducing him to buy where he can secure reliable brushes such as **BOECKH'S** make.

**BOECKH BROS. & COMPANY,**  
**TORONTO, ONT.**

| Draught—                                                                                   | Per Gal. |
|--------------------------------------------------------------------------------------------|----------|
| Hogsheads .....                                                                            | \$2 95   |
| Quarter casks .....                                                                        | 3 00     |
| Octaves .....                                                                              | 3 05     |
| De Kuyper—                                                                                 |          |
| Violet, 2 doz. cases .....                                                                 | 5 30     |
| Green, " " .....                                                                           | 6 00     |
| Red, " " .....                                                                             | 11 50    |
| White, " " .....                                                                           | 4 00     |
| Terms, net 30 days, 1 per cent. off 10 days.<br>In five-case lots, freight may be prepaid. |          |
| Key Brand—                                                                                 |          |
| Red cases .....                                                                            | 10 25    |
| Green " .....                                                                              | 4 85     |
| Poney " .....                                                                              | 2 60     |
| Melcher's—                                                                                 |          |
| Infantes (4 doz) .....                                                                     | 4 75     |
| Picnic .....                                                                               | 7 75     |
| Poney .....                                                                                | 2 60     |
| Blue cases .....                                                                           | 4 75     |
| Green " .....                                                                              | 5 50     |
| Red " .....                                                                                | 10 25    |
| Honeysuckle, sma l. ....                                                                   | 7 90     |
| " large .....                                                                              | 15 25    |

## MONTREAL NOTES.

Shelled walnuts are a trifle lower.  
Green cod is now worth \$6.50 to \$7.  
Grenoble walnuts are not procurable.  
Sultana raisins are 1s. higher this week.  
Woodenware has advanced  $7\frac{1}{2}$  per cent.  
Pork is very scarce on the Montreal market.  
Acadian sugar is still 15c. below Montreal granulated.

Eggs are about 1c. per dozen higher and butter about  $1\frac{1}{2}$ c. lower than last week.

## NEW BRUNSWICK MARKETS.

## OFFICE OF THE CANADIAN GROCER

St. John, N.B., November 18, 1901.

**B**USINESS has been particularly active. The river business is over, navigation closing, at least as far as the steamers are concerned, this week. We may say there has as yet been no cold weather or snow. It is doubtful if we ever had as fine a fall. There is a general feeling that our retail grocery trade in the city cut prices too fine. This has been particularly noticed this fall in basket grapes. They often make less profit than the wholesale dealer. Canned goods is another line that is cut. This, no doubt, accounts for some being so hard up all the time. In markets there are some few changes, but none very marked. Cream of tartar is quoted low for import. Ginger is high and very firm.

**OIL.** — In burning oil shipments continue large. Prices are unchanged. Paint oils are quite firm, and sale is limited. Linseed oils, while quoted lower than a short time ago, are firm. Turpentine is rather higher. In lubricating oils business is small, several reasons tending to rather light business. Prices are unchanged. Seal oil is firm at the rather higher figures. Cod oil also is held at the high price which has ruled for some time. Wax and candles are unchanged.

**SALT.** — In Liverpool coarse salt for the past week the market has been bare. No price is quoted in a wholesale way. A cargo from Boston to relieve the situation has been some days overdue. In Liverpool fine business is small. Canadian salt is but a fair sale. We quote as follows: Liverpool coarse, 56 to 58c.; English factory-filled, 95c. to \$1; Canadian fine, \$1 per bag; cheese and butter salt bulk, \$2.40 per bbl.; 5-lb. bags, \$2.85 to \$2.90 per bbl.; 10-lb. bags,

\$2.70 to \$2.75 per bbl.; 20-lb. wood boxes, 22c. each; 10-lb. wood boxes, 14c. each; cartons, \$2 per case of 2 doz.; English bottled salt, \$1.25 to \$1.30 per doz.; mineral rock salt, 60c. per 100 lb. (Selected lumps.)

**CANNED GOODS.** — New goods continue to arrive. Except salmon, stocks are all in. In vegetables prices are unchanged. The market is well supplied. In fruits some of the peaches offered are particularly nice goods this year. It is difficult, if not impossible, to get any extra price. Gallon apples show a range in price, but they move slowly at full figures. Blueberries are scarce. Salmon are hardly as firm. Stocks are not large. Meats are a small sale. Domestic sardines are quoted rather lower. Supplies are quite large. In other domestic fish prices are very firm. Stocks are short. Herring in tomato sauce have quite a sale.

**GREEN FRUITS.** — Apples are high. The crop in Nova Scotia was large and quality particularly good. The growers have made big money. In the local market there is quite a range in price, much poor stocks, that will not do for export, being offered. Gravenstein and Bishop pippins are particularly fine. Oranges have a fair sale and the market is well supplied. Lemons are rather easier, but there is a fair sale. Cranberries are rather firmer, and the native stock is well cleaned up. In grapes, while Ontario stock is still offered, Malagas are now free sellers. Prices are quite low. A few sweet potatoes are still offered.

**DRIED FRUITS.** — New Californian prunes are here. Prices this year are quite low; small sizes which sell very largely here, are reported very scarce. Other prunes are not being imported. Prunes are sold earlier than formerly. Californian loose and seeded raisins are shortly expected. In Valencia raisins prices are low. Stocks this year are not large. There is quite a few Malaga loose offered and a fair quantity of layer goods. Dates, via New York, are freely offered. Prices are low. In peels, good stocks are held. Prices this year are quite high. Currants are reported rather firmer; cleaned stock has the market. Figs are free sellers at even figures. Evaporated apples are held firm at the high prices. Sales are much lighter than usual. Dried are higher here than west. Onions are held very firm at full figures.

**PRODUCE.** — Eggs are higher and for fancy stock fancy prices are asked. For held eggs, while price is much lower, the tendency is upward. Butter is more plentiful and the demand is more quiet, so that prices are rather easier. Cheese is rather dull.

**SUGAR.** — Prices are rather lower. 15c. difference in the price of granulated is made between bags and barrels. Barrels are preferred. The standard is sold only in barrels. Only two grades of yellow are offered. Sales have been quite large.

**MOLASSES.** — There has been a fairly large sale the past few weeks. Prices are unchanged, continuing to rule low. Porto Rico has the chief sale. Stock is held in a few hands, but it is quite ample. Barbados is not active. American goods have little sale. There is quite a little syrup in tins offered.

**FISH.** — There is little new. In dry cod, while there is no change nor are lower prices expected, there is a fair stock held and sales are less active. Pollock

are very quiet; there are but few here. Price is unchanged. Smoked herring continue low. Pickled are held at full figures. Bay herring are about the only grade offered. The season of most active demand is about over. In kippered herring supplies are short. Finnan haddies are moving freely. Western sales are large. We quote as follows: Haddies,  $4\frac{1}{2}$  to 5c.; smoked herring, 7 to 8c.; fresh haddock and cod,  $2\frac{1}{2}$ c.; boneless fish, 4 to 5c.; pollock, \$1.50 to \$1.60 per 100 lb.; kippered herring, \$2.15 to \$2.25 per  $\frac{1}{2}$  bbl.; Canso herring, \$3.50 per bbl.; kippered herring, \$1 per box; Shelburne, \$2.50 per  $\frac{1}{2}$  bbl.; dry cod, \$3.50 to \$3.60.

**FLOUR, FEED AND MEAL.** — In flour, Ontarios are rather higher. Supplies have been short. Millers say they cannot get cars. Manitoba is unchanged. Oatmeal and oats are high, and very firm. Cornmeal is firm at the high price. Sales are not as large. Feed is very scarce. Hay is unchanged. A very large part of that for export is from the West. In beans, new goods are offered. Prices rather lower. We quote as follows: Manitoba flour, \$1.40 to \$1.70; best Ontario, \$3.90 to \$1; medium, \$3.60 to \$3.70; oatmeal, \$5.10 to \$5.20; cornmeal, \$2.90 to \$3.00; middlings, \$2.20 to \$2.30; oats, 52 to 53c.; handpicked beans, \$1.65 to \$1.70; prime, \$1.55 to \$1.60; yellow eye beans, \$2.80 to \$3.00; split peas, \$1.50 to \$1.55; barley, \$4.20 to \$4.25; hay, \$12 to \$14.

## ST. JOHN NOTES.

Mr. L. G. Crosby went to New York this week.

James Patterson has shipped a number of cars of pickled herring west.

"The Grocer" had a call this week from Mr. A. I. Teed, of St. Stephen.

"Imperial" maple syrup and "Tea Rose Drops" are two new lines being offered by the wholesale grocers here.

A. L. Goodwin has received the first car of Californian prunes of the season. The only straight car for one buyer to come here.

Mr. N. D. Hooper, representing The Sunlight Soap Co., reports a largely increased sale for their "Lifebuoy" and disinfectant soap.

"The Canadian Grocer" regrets an error in stating that Baird & Peters had been appointed agents for New Brunswick for Christie's biscuits. They share the agency with A. F. Randolph & Sons, Fredericton. The latter, for some 10 years, have represented The Christie, Brown Co., Limited, in York, Sunbury, Carleton, Northumberland and Victoria counties, about one-half the Province.

## NEW YORK TEA MARKET.

Statistically, the position of tea was a decidedly favorable one and was reflected in a firm tone to the market. Advances from the East report primal markets practically closed, and all indications point to a short supply for the present season. Offerings of greens were decidedly limited owing to available supplies in first hands, and prices ruled strong. Blacks also were firmly held and were receiving rather more attention in a large way. In addition to sales previously reported during the week sales were made of 1,800 packages Formosa. The line business it was reported was beginning to show to some extent the agitation now going on for repeal of the present import duty of 10c. per pound on tea.—Journal of Commerce.



Scientifically Prepared.

Being assured of the absolute purity of . . .



# ST. CHARLES Evaporated Unsweetened CREAM

Physicians and Nurses endorse and recommend its use in infancy and old age, and in all cases where delicate nourishment is required.

A valuable health food, rich in strengthening properties and easily digested.

ST. CHARLES CREAM is always to be found in the stocks of progressive grocers and druggists.



All orders promptly filled by your jobber. Write for full particulars to the FOREIGN DEPARTMENT,

## St. Charles Condensing Co.,

ST. CHARLES, ILLS., U.S.A.

Factories—  
Ingersoll, Ont., and St. Charles, Ills.

WE WANT TO REMIND YOU LEST YOU FORGET THAT

## The Delhi Canning Co.

STILL LEADS IN QUALITY, AND MEETS THE PRICE.

YOU SHOULD SEE SAMPLE OF OUR 1901 PACK.

Our **CORN** is a trade-winner. **PEAS**—the best we ever packed.

Competitors admit that our **TOMATOES** are superior.

**"EPICURE" CATSUP** has no rival.

**PEACHES**—Choice yellow, XX syrup, tell their own story.

All other lines the best that can be produced.

Packed under the **"MAPLE LEAF"**—our Trade Mark and consumers' guarantee.



TRADE MARK

Always in stock with Leading Wholesale Grocers.

Factories: DELHI and NIAGARA.

Head Office: DELHI.



## The THISTLE Brand

ARE

HIGH-GRADE

TOMATOES - CORN - PEAS - Etc.

GUARANTEED  
SECOND TO NONE.

BRIGHTON CANNING CO.

## The Perfection of Beans in Cans

are KENT BAKED BEANS. They are carefully prepared from the best materials and are so perfectly cooked and seasoned that they are ready, at all times, for immediate use—hot or cold. We will mail you a "sample" Can on application.

THE KENT CANNING CO.,

CHATHAM, Ont.

LIMITED.



## MANITOBA MARKETS.

Winnipeg, November 18, 1901.

**B**USINESS has been good all week. The crisp, cool weather and bright sunshine seem to have had an inspiring effect on trade. Collections have greatly improved, and altogether the outlook is most promising. Present indications are that business will be good throughout the entire winter.

**FLOUR**—Mills are finding difficulty in keeping abreast of the demand. No change in price has occurred. We quote: Ogilvie's Hungarian patent, \$2; Glenora patent, \$1.85; Alberta, \$1.65; Manitoba, \$1.45; Imperial XXXX, \$1.25; Lake of the Woods Milling Co.'s Five Roses, \$2; Red Patent, \$1.85; Medora, \$1.45; XXXX \$1.25.

**CEREALS**—Rolled oats are remarkably firm, and the demand is heavy. There has been no change in price, but the advance of last week has been fully sustained. We quote: 80 lb. sacks, \$2.40; 40-lb. sacks, \$1.22½; 20 lb. sacks, 62½c; 10 8 lb. sacks, \$2.80; granulated and standard are in good demand at \$2.90; split peas, \$2.50 to \$2.60; cornmeal, \$1.70 to \$1.80; pot barley, \$2.20 to \$2.30; pearl barley, \$3 30; rolled wheat, \$2 25; beans, \$1.95 to \$2.

**SUGAR**—All granulated sugars show a further decline of 10c. per cwt., and are cheaper now than they have been for a long time. Present quotations are: Granulated, \$4.80; extra ground, in bbls., \$5.30; extra ground, in boxes, \$5.55; powdered, in bbls., \$5.15; powdered, in boxes, \$5.40; Paris lump, in bbls., \$5.40; Paris lump, in ½-bbls., \$5.50; Paris lump, in boxes of 100 lb., \$5.40; Paris lump, in boxes of 50 lb., \$5.50. Yellows are unchanged at \$4.15.

**SYRUPS**—Moderate demand, and no decline in prices. Extra bright, 3 to 3½c.; medium, per lb., 2¾ to 3c.; molasses, per gal., 35 to 38c.; Porto Rico, 45 to 46c.; Barbadoes, 55 to 57½c.

**COFFEE**—Market is very firm and though not actually advanced here, brokers are instructed to accept no orders except at the advanced market. This means 10½ to 10¾c. for No 5 Rio.

**DRIED FRUITS**—With the arrival of later shipments, Denia raisins have declined slightly on this market, and layers are now quoted at \$1.90 to \$2.00; layers, \$2.15 to \$2.25. Currants are unchanged from last week's price of 7 to 7¼c., with advance of 1c. per lb. if cleaned.

**GREEN FRUITS**—The first car of naivel oranges has arrived and shows excellent quality, although not quite so well colored as they will be later in the season. Price is \$4, \$5 and \$6 per case, according to size. Cranberries have advanced probably owing to the near approach of

Thanksgiving, and are \$9 50 per barrel. Apples are unchanged in price, but genuinely fancy stock is very scarce, and there is every prospect of an early advance. Present prices range at from \$4.75 to \$5.50 according to variety.

**FISH**—Haddies are still arriving by express, and the price is high, being 12½c., but, with the increasing cold weather, freight shipments will be in very shortly. There is a scarcity of Labrador herring at the present time, and prices are firm at \$4; mackerel, \$1 80 per kit; oysters, \$2 and \$2.25 per gal.

**BUTTER**—Creamery butter in bricks, 24 to 25c.; in packages, 21 to 22c.; dairy butter, in small tubs and crocks, 17c.; fresh dairy separator bricks, 18 to 19c.

**CHEESE**—Growing scarce in this market, and prices are firm at 10½ to 11c.

**EGGS**—Supplies are short; unsatisfactory Ontario eggs are the chief source of supply. Limed eggs, 20c.; fresh gathered, 22c.

## TWO MORE STOREYS ON "SALADA."

Some few years ago, "Salada" Tea Co. purchased and remodelled their new and commodious premises at 32 Yonge street, Toronto, making them the best equipped and most elegantly fitted tea house on the continent. It was then thought that the facilities possessed would be amply sufficient to serve all demands for some years to come, but so great has become the growth and expansion of "Salada" Ceylon tea that it has been found imperatively necessary to still further enlarge and improve, also to add two storeys, which will certainly not only greatly facilitate the conduct of the "Salada" business, but largely add to the appearance of an already imposing structure.

## ENLARGING THEIR FACTORY.

During the past year the demand for the products of The Canada Biscuit and Confectionery Co., Limited, King street west, Toronto, has so increased as to render their present premises too small for them to fulfil all their orders, and lately, they have had, on this account, to call in two of their travellers who were operating east of Ottawa, pending an enlargement of their factory. This fall they have commenced to enlarge their premises. The new addition, which is to be built of brick and stone, is five-storeys high, 50 x 100 feet, and will give them an additional floor space of 25,000 square feet, where there is to be installed a complete cold storage equipment. Besides this they are putting in a large quantity of new machinery which will enable them to double their output. This new part, which is to be heated by hot water and lighted by gas throughout, will be entirely devoted to the confectionery part of their business.

It will be the middle of January before they will be fully installed in their new extension, when they will greatly increase their staff, making ready to respond to the growing wants of their numerous patrons.

Include with first order from wholesale grocer a trial lot of

**H AND H**  
TRADE MARK

the unequalled cleaner. Steady growth, seasonable, well advertised, and have letters daily from consumers.  
34 Yonge Street, Toronto.

## POULTRY

In big demand. Choice dry picked bring good prices.

## APPLES

BUTTER, EGGS and CHEESE WANTED.

A. A. SIMONSKI, 250 Spadina Ave., Toronto.  
Wholesale Produce and Commission Merchant.

## "Imperial" Brand PEARS

are as good as any, and a good deal better than some other brands. Why? Because we use good fruit and preserve it the right way. That's why.

IMPERIAL CANNING CO.,  
KINGSVILLE.

## LEMONS

Car fancy bright Californias just to hand. The only lemon at present for fine trade.

Malaga Grapes Sweet Potatoes  
Oranges

Write for weekly price list which explains fully.

## WHITE &amp; CO.

Commission Merchants, TORONTO.

Toronto Fruit Merchants.

NEW MESSINA  
LEMONS

We have just received  
1,000 boxes elegant  
stock new MESSINA  
LEMONS.

Cranberries Jamaica Oranges  
Malaga Grapes

Special attention paid to Mail Orders.

**HUSBAND** Bros. &  
Co.

82 Colborne St., Toronto

## SPECIAL.

Our New Warehouse, Cor. Church and King Streets, gives us the most central position for handling

Poultry, Butter, Eggs.

GIVE US YOUR SHIPMENTS.

**CLEMES BROS.,**

FRUIT AND PRODUCE,  
TORONTO.



**"SUPERIOR GLUTEN FLOUR"**

This is a Brain, Nerve, Bone, and Muscle-building Flour. For children, for invalids, for people with weak digestion, and, above all, **FOR NURSING MOTHERS.** One-half your trade should have it as a daily food. You will be able to get it in package form about December 1st through your who'saler.

**E. A. SHOEBOOTHAM**

CANADIAN AGENT,

St. James' Park, LONDON, Canada.

**OYSTERS.**

FOR YOUR SUPPLY, SEND TO

**STANDARD OYSTER CO.,**

89 and 91 Broadway, - BUFFALO, N.Y.

Oldest and most reliable firm in the business.  
Wholesalers and jobbers.

Established 1879. Branch, 63 Colborne St., TORONTO

**POULTRY, POTATOES, APPLES, EGGS, BUTTER, ONIONS,**  
Etc., bought and sold on commission.

Get your Poultry in market early for Thanksgiving Trade. INSTRUCTIONS—Don't scald; don't draw; pick body clean; store well and cool before packing. I also want Potatoes in car lots at once.

Manufacturers' and Grocers' Broker,

**GEO. A. BOOTH, Fruit and Produce Exchange Bldg., OTTAWA.**

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

ESTABLISHED 1869.

**Geo. Stanway & Co.**

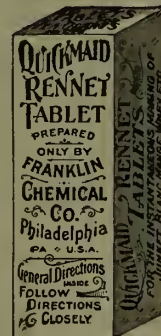
Brokers and  
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Teas, Sugars, Molasses, | 46 Front St. East,  
Canned Goods | **TORONTO**

Correspondence Solicited.

**ROCK SALT FOR HORSES and CATTLE.****TORONTO SALT WORKS, Toronto, Ont.****New Sultanas**

Choice confectioners' fruit,  
clean and bold. Write for  
samples and quotation.

**WARREN BROS. & CO.****TORONTO.****QUICKMAID  
RENNET  
TABLETS**

Make delicious desserts in  
ten minutes.

A book of recipes goes  
with each package.

The most reliable Rennet  
Tablets on the market. For  
sale by all wholesalers.

Retails at ———  
10 Tablets for 10 Cents

**SLEE, SLEE & CO.,**

Limited

**Tower Bridge Brewery,**  
LONDON, ENG.

**FOR  
English Malt  
Vinegars.**

Ontario Agents

**John W. Bickle & Greening.**

HAMILTON AND TORONTO.

From whom Samples and Prices can be obtained.

**"QUALITY TALKS."**

We want to ask a simple question :

Why do Retail Grocers buy imported Pork and Beans and pay two prices ???

Somebody is to blame—**WHO IS IT ? ? ? ? ?****We Hold the Secret.**

We believe that our quality and flavor is superior to any other Canadian Brand and equal to the imported. Our plain Boston Baked Beans and Pork and Beans in Tomato Sauce will retail over your counter at following prices :

|                |   |   |   |     |
|----------------|---|---|---|-----|
| One Pound Cans | - | - | - | 5c. |
| Two " "        | - | - | - | 10  |
| Three " "      | - | - | - | 15  |

These prices will give the Grocer good profits and are the popular prices that catch the Consuming Public.

Send for sample order, one case of each size or drop us a postal for sample can.

**F. R. LALOR CANNING CO.,** HIGH-GRADE CANNERS, **DUNNVILLE, ONT.**

HINTS TO BUYERS.

Contributors are requested to send news only not puffs of goods they handle, or the arrival of standard goods that everyone has in stock, or that they are offering goods at close figures, or that they have had an unusually large sale this season.

THE value of a good article is in evidence in the large sale that T. A. Lytle & Co. report for their mince meats. This is the mince meat season, as our readers know, and they will not go astray in keeping well stocked with this line.

The "Salada" Tea Co. has received a letter from The North Bay Supply Co., Limited, stating that the Ceylon green tea

it had bought was meeting with splendid success, and that 500 lb. more would be required in a few days.

John Sloan & Co. report that they are selling new dates cheap.

The Davidson & Hay, Limited, are in receipt of a shipment of "Hamburger" brand currants.

John Sloan & Co. have a good supply of olives for their Christmas trade.

Evaporated apples, 50 lb. boxes, top laid, choice quality, are in stock with W. H. Gillard & Co. at a close price.

The Eby, Blain Co., Limited, report the

arrival of their new season's "Anchor" Japan teas, which are of finer quality than ever.

The Eby, Blain Co., Limited, report an active demand for the fresh water herring, trout and whitefish which they are offering for shipment from Midland.

W. H. Gillard & Co. have this year an exceptionally fine lot of table fruit, nuts, etc., to offer their friends.

The Davidson & Hay, Limited, are in receipt of shipments of their "Diamond D" and "Falcon" brands of candied peels.

Shuttleworth & Harris, Brantford, manufacturers of "Bow Park" pickles, last week shipped a car and a half of their products to Vancouver.

OUR

# CANS CANS CANS

CAN not be surpassed in point of workmanship, material, quality.

We are the largest manufacturers in Canada of Key-Opening Fruit Cans, Vegetable Cans, Meat Cans, Spice Cans, Syrup Cans. What are your requirements? Write for quotations to

## THE ACME CAN WORKS

Office and Factory: Ontario St. and Jeanne D'Arc Avenue.

Jas B. Campbell.

MONTREAL.

William Pratt.

"OZO"

"OZO"

"OZO"

"OZO"

"OZO"

Grocers

Here is  
Something

WORTH KNOWING

We have a most complete range of teas—both Japan and Ceylon—of exceptionally good value and at remarkably reasonable prices. There is no question as to their satisfaction-giving qualities—that is evidenced by the large number of REPEAT ORDERS being placed with us right along. The best teas are none too good for your customers—sell them

## "OZO" TEAS

and they are certain to prove satisfactory as to price and quality.

OUR PRICES ARE:

|                                | Wholesale. | Retail. |
|--------------------------------|------------|---------|
| "OZO" Ceylon in ½ and 1's..... | 20c.       | 25c.    |
| "OZO" Ceylon in ½ and 1's..... | 22c.       | 30c.    |
| "OZO" Ceylon in ½ and 1's..... | 25c.       | 35c.    |
| "OZO" Ceylon in ½ and 1's..... | 29c.       | 40c.    |
| "OZO" Ceylon in ½ and 1's..... | 33c.       | 50c.    |
| "OZO" Japan in 1's only.....   | 20c.       | 25c.    |
| "OZO" Japan in ½'s only.....   | 29c.       | 40c.    |

THE "OZO" CO., Limited, - Montreal

"OZO"

"OZO"

"OZO"

"OZO"

"OZO"



# UNPRECEDENTED OFFER to every Grocer in Canada.

Any grocer who will order by mail on or before December 20th one sample tin of our Art Royal Blend Coffee—50-lbs.—will receive, absolutely free, a beautiful RUBY and GOLD Berry Set, valued everywhere at \$4.00, newly designed for this Xmas trade and suitable as a valuable Xmas present.

We make this offer to introduce to your customers **the finest Coffee in Canada**

## ART ROYAL BLEND

---

One tin will convince you that it pays to buy the best coffee, and that Art Royal Blend is the finest coffee you have ever sold. Price, 29c. per lb., tins free—returnable within ten days at our expense if you are not highly pleased.

---

Our proposition in the Fall Number of THE GROCER (October 25th) in which we offered to ship \$16.15 worth of goods for \$12.00 by mail is still open to those who desire to benefit by it. This has been a very attractive offer. Look it up, and take advantage of it before the expiration of 30 days from date of this publication. You may increase or decrease any of the articles to make a total of \$16.15. Send \$12.00 and get this big value.

---

# MAYELL & CO., TORONTO

**CAPT. ADAMS BUYS A STOCK.**

Capt. James Adams, so well known to the grocery trade in Ontario and the West, has bought a large grocery stock in Port Hope, and took it over a few days ago. The Captain has a large connection in the Northwest and British Columbia. At the time of writing, we have not yet been definitely informed whether it is his intention to fill in his time between trips to the Northwest or to devote the whole of his time to his business in Port Hope. From what we can gather, however, he will, for the present at least, not sever his connection with the trade in the Northwest and British Columbia.

**A LETTER OF APPRECIATION.**

Editor CANADIAN GROCER,—Permit me to express to you, on behalf of the Canadian Manufacturers' Association, my thanks for your very full and complete account of the proceedings of the recent annual meeting of the association held in the city of Montreal. The reports were very full and correct, and should assist much in making the aims and objects of the Manufacturers' Association more thoroughly known throughout Canada.

T. A. RUSSELL,  
Secretary.

Toronto, November 18.

**SALMON FOR GREAT BRITAIN.**

The British ship Charles Cotesworth is the fifth ship to leave Victoria, B.C., with this season's catch of salmon. The cargo amounted in all to 44,491 cases of salmon, valued at \$236,120. Six more vessels are yet to go within a fortnight to the Fraser river for salmon.

**BEET-SUGAR FACTORY BONUSED.**

At Berlin, Ont., a by-law granting a bonus of \$25,000 to The Ontario Sugar Refining Co., Limited, toward the erection of a beet-sugar factory there was carried on November 16. On November 26 the Township of Waterloo will vote on a by-law to grant a bonus of \$20,000 towards the same purpose. That the Berlin by-law passed is due to the energy of the board of trade of that town, and although the result in the township is doubtful, yet the Berlin Board of Trade is confident the by-law will pass.

**TAX ON JAMAICA ORANGES.**

A press despatch from Jamaica says: "The Government intends to levy a tax of 1c. on each package of oranges exported. The shipment of immature fruit will shortly be prohibited by law."

Subscribers wanting goods or special quotations on anything anywhere in Canada at any time, can get them by mail or wire by corresponding with THE CANADIAN GROCER, Toronto or Montreal.

**Are You Getting Satisfaction**

from the Mantles you are using? If not, why not try our "GLORIA" Triple-Weave Mantles? They are the strongest, most brilliant and cheapest mantle on the market.

PHONE US

and we will send our agent.

The United Incandescent Light Co.,  
7 Yonge St. Arcade, - TORONTO.  
Phone Main 3730.

It's not like pie,

It's healthy

N. & B.  
Jelly Powder

Pays to push because it always gives satisfaction.

Be sure you get THE RIGHT  
KIND, made by

Nicholson & Brock  
TORONTO.

(A Sample Free)

**APPLES  
POULTRY  
POTATOES**

and all other produce bought and sold on commission.

References: THE CANADIAN BANK OF COMMERCE, Market Branch.

McBRIDE & STRONACH,  
23 Church St., TORONTO.

**DOMINION  
BUSINESS  
COLLEGE**

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ONT.

The best equipped business and shorthand college in Canada.

International Gold Medal at New York for penmanship.

Situations secured for all worthy graduates. Seventy-five new typewriters for the use of students. Greatly reduced tuition rates. Call or write for information.

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Catalogue Free.

TORONTO, ONT.

**Refrigerators**

BUY

EUREKA

it is the best.

**WHY?**

1st. Because it is built on scientific principles, having insulated walls it is easy on Ice.

2nd. Because the system of circulation of air is perfect.

3rd. Because it is well built.

Further information can be obtained in catalogue which is free.

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Eureka  
Refrigerator Co.

This cut represents No. 13.

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**Graham's**

**Jams, Jellies and Marmalade?**

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**Canada Preserving Company**

GEO. J. CLANCY & CO.,  
Agents, TORONTO.

HAMILTON.



November 21, 1901.

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St. John,  
Halifax.

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| ..... | \$..... |
| 21    | 22      |
| 20    | 21      |
| 16    | 17      |
| 22    | 23      |
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St. John  
Halifax.

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| 11 3/4 | 12 1/2 |
| 12 1/4 | 12 3/4 |
| 12 1/2 | 12 1/2 |

# SEASON'S SPECIALTIES.

## Christie's Plum Pudding

Put up in 1 and 2-lb. tins with key attachment.

## Christie's Shortbread

Packed in 1-lb. tins and in bulk.

# CHRISTIE, BROWN & COMPANY, Limited

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## JERSEY CREAM BAKING POWDER

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Order case each size for your holiday trade.

**BEST IN CANADA.**

## Social Tea Social Coffee Social Cocoa

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## ENGLISH BREAKFAST SOCIAL TEA?

It is a pure tea.

## JERSEY CREAM YEAST CAKES

Winning merits everywhere.

Makes the most wholesome and sweetest bread.

Every Merchant should use Jersey Cream Yeast Cakes in his own home.

**BEST IN THE WORLD.**

## LUMSDEN BROS.,

Importers and  
Wholesale Grocers,

## Toronto and Hamilton.

| COFFEE                            |      | Montreal. |      | Toronto. |      | St. John,<br>Halifax. |      |
|-----------------------------------|------|-----------|------|----------|------|-----------------------|------|
| Green—                            |      |           |      |          |      |                       |      |
| Mocha.....                        |      | 24        |      | 23       | 28   | 25                    | 30   |
| Old Government Java.....          |      | 27        |      | 22       | 30   | 25                    | 30   |
| Rio.....                          |      | 10        |      | 7½       | 9½   | 12                    | 18   |
| Santos.....                       |      |           |      | 9½       | 10½  |                       |      |
| Plantation Ceylon.....            |      | 29        |      | 26       | 30   | 29                    | 31   |
| Porto Rico.....                   |      |           |      | 22       | 25   | 24                    | 28   |
| Gautemala.....                    |      |           |      | 22       | 25   | 24                    | 26   |
| Jamaica.....                      |      | 18        |      | 15       | 20   | 18                    | 22   |
| Maracalbo.....                    |      | 13        |      | 13       | 18   | 12                    | 13   |
| NUTS                              |      | Montreal. |      | Toronto. |      | St. John,<br>Halifax. |      |
| Brazil.....                       |      |           |      | 15       | 16   |                       | 15   |
| Valencia shelled almonds.....     | 22   | 23        | 30   | 33       | 30   | 35                    |      |
| Tarragona almonds.....            |      | 10        |      | 11½      | 12   | 13                    |      |
| Formegetta almonds.....           |      |           |      | 10½      |      |                       |      |
| Jordan shelled almonds.....       |      | 30        | 40   | 43       |      |                       |      |
| Peanuts (roasted).....            | 7½   | 8         | 8    | 10       | 9    | 10                    |      |
| " (green).....                    | 6½   | 7         | 7    | 9        |      |                       |      |
| Cocoanuts, per sack.....          | 3 00 |           |      | \$ 75    | 3 50 | 4 00                  |      |
| " per doz.....                    |      |           |      | 60       | 60   | 70                    |      |
| Grenoble walnuts.....             | 10   | 10½       | 12½  | 11       | 12   |                       |      |
| Marbot walnuts.....               |      | 10        | 11½  |          |      |                       |      |
| Bodeaux walnuts.....              |      |           | 9    | 9        | 8½   | 9                     |      |
| Sicily filberts.....              | 8    | 8½        | 9    | 9½       | 6½   | 11                    |      |
| Naples filberts.....              |      |           | 10   | 11       | 16   |                       |      |
| Pecans.....                       | 13½  | 14        | 13   | 15       | 13   | 14                    |      |
| Shelled Walnuts.....              | 16   | 17        | 20   | 25       |      | 25                    |      |
| SODA                              |      | Montreal. |      | Toronto. |      | St. John,<br>Halifax. |      |
| Bl-carb, standard, 112-lb. keg    |      | 1 65      | 1 80 | 2 00     | 2 25 | 1 70                  | 1 75 |
| Sal soda, per hbl.....            |      | 70        | 75   | 80       | 90   | 85                    | 90   |
| Sal Soda, per keg.....            |      | 95        | 1 00 |          | 1 00 | 95                    | 1 00 |
| Granulated Sal Soda, per lb.....  |      |           |      |          | 1    |                       |      |
| SPICES                            |      | Montreal. |      | Toronto. |      | St. John,<br>Halifax. |      |
| Pepper, black, ground, in kegs    |      |           |      |          |      |                       |      |
| palls, boxes.....                 | 16   | 18        |      | 18       | 14   | 15                    |      |
| " in 5-lb. cans.....              | 14   | 17        |      | 19       | 15   | 16                    |      |
| " whole.....                      | 15   | 17        |      | 19       | 12   | 13                    |      |
| Pepper, white, ground, in kegs    |      |           |      |          |      |                       |      |
| palls, boxes.....                 | 26   | 27        | 26   | 27       | 24   | 26                    |      |
| " 5-lb. cans.....                 | 25   | 26        | 25   | 26       | 20   | 22                    |      |
| " whole.....                      | 23   | 25        | 23   | 25       | 20   | 22                    |      |
| Ginger, Jamaica.....              | 19   | 25        | 22   | 25       | 20   | 25                    |      |
| Cloves, whole.....                | 12   | 30        | 14   | 35       | 18   | 20                    |      |
| Pure mixed spice.....             | 25   | 30        | 25   | 30       | 25   | 30                    |      |
| Cassia.....                       | 13   | 18        | 20   | 40       | 16   | 20                    |      |
| Crema tartar, French.....         | 25   | 25        | 24   | 25       | 20   | 22                    |      |
| " best.....                       | 28   | 25        | 30   | 25       | 30   |                       |      |
| Allspice.....                     | 10   | 15        | 13   | 16       | 16   | 18                    |      |
| WOODENWARE                        |      | Montreal. |      | Toronto. |      | St. John,<br>Halifax. |      |
| Palls, No. 1, 2-hoop.....         |      | 1 90      |      | 1 72     |      | 1 90                  |      |
| " " 3-hoop.....                   |      | 2 05      |      | 1 83     |      | 2 05                  |      |
| " half, and covers.....           |      | 1 75      |      | 1 80     |      | 1 75                  |      |
| " quarter, jam and covers.....    |      | 1 45      |      | 1 30     |      | 1 45                  |      |
| " candy, and covers.....          | 2 70 | 3 20      | 1 83 | 2 90     |      | 3 20                  |      |
| Tubs No. 0.....                   |      | 11 00     |      | 9 15     |      | 11 00                 |      |
| " 1.....                          |      | 9 00      |      | 7 50     |      | 9 00                  |      |
| " 2.....                          |      | 8 00      |      | 6 70     |      | 8 00                  |      |
| " 3.....                          |      | 7 00      |      | 5 90     |      | 7 00                  |      |
| PETROLEUM                         |      | Montreal. |      | Toronto. |      | St. John,<br>Halifax. |      |
| Canadian water white.....         | 14½  | 15½       |      | 16       | 16   | 16½                   |      |
| Sarnia water white.....           | 16   | 17        |      | 16       | 16   | 16½                   |      |
| Sarnia prime white.....           |      | 18        |      | 16       | 16   | 16½                   |      |
| American water white.....         |      | 19        |      | 17½      | 17   | 17½                   |      |
| Pratt's Astral (barrels extra)    | 18½  | 19        |      | 17       | 18   | 18½                   |      |
| TEAS                              |      | Montreal. |      | Toronto. |      | St. John,<br>Halifax. |      |
| Black—                            |      |           |      |          |      |                       |      |
| Congou—Half-chests Kalsow,        |      |           |      |          |      |                       |      |
| Monling, Peking.....              | 13   | 60        | 12   | 60       | 11   | 40                    |      |
| Caddies Peking, Kalsow.....       | 17   | 40        | 18   | 50       | 15   | 40                    |      |
| Indian—Darjeelings.....           | 35   | 55        | 35   | 55       | 30   | 50                    |      |
| Assam Pekoes.....                 | 20   | 40        | 20   | 40       | 18   | 40                    |      |
| Pekoe Sonchong.....               | 18   | 25        | 18   | 25       | 17   | 24                    |      |
| Ceylon—Broken Pekoes.....         | 35   | 42        | 35   | 42       | 34   | 40                    |      |
| Pekoes.....                       | 20   | 30        | 20   | 30       | 20   | 30                    |      |
| Pekoe Sonchong.....               | 17½  | 40        | 17   | 35       | 17   | 35                    |      |
| China Greens—                     |      |           |      |          |      |                       |      |
| Gunpowder—Cases, extra first      | 42   | 50        | 42   | 50       |      |                       |      |
| Half-chests, ordinary firsts      | 22   | 28        | 22   | 28       |      |                       |      |
| Young Hyson—Cases, sifted         |      |           |      |          |      |                       |      |
| extra firsts.....                 | 42   | 50        | 42   | 50       |      |                       |      |
| Cases, small leaf, firsts.....    | 35   | 40        | 35   | 40       |      |                       |      |
| Half-chests, ordinary firsts      | 22   | 33        | 22   | 33       |      |                       |      |
| Half-chests, seconds.....         | 17   | 19        | 17   | 19       |      |                       |      |
| " thirds.....                     | 15   | 17        | 15   | 17       |      |                       |      |
| " common.....                     | 13   | 14        | 13   | 14       |      |                       |      |
| Pingsueys—                        |      |           |      |          |      |                       |      |
| Young Hyson, ½-chests, firsts     | 28   | 32        | 28   | 32       | 30   | 40                    |      |
| " " seconds.....                  | 16   | 19        | 16   | 19       |      |                       |      |
| " Half-boxes, firsts ..           | 28   | 32        | 28   | 32       |      |                       |      |
| " " seconds.....                  | 16   | 19        | 16   | 19       |      |                       |      |
| Japans—                           |      |           |      |          |      |                       |      |
| ½-chests, finest May pickings     | 38   | 40        | 35   | 40       |      |                       |      |
| Choice.....                       | 32   | 36        | 33   | 37       |      |                       |      |
| Fine.....                         | 28   | 30        | 32   | 30       |      |                       |      |
| Good medium.....                  | 25   | 27        | 27   | 30       |      |                       |      |
| Medium.....                       | 22   | 24        | 25   | 28       |      |                       |      |
| Good common.....                  | 19   | 20        | 21   | 23       |      |                       |      |
| Common.....                       | 16   | 18        | 18   | 20       |      |                       |      |
| Nagasaki, ½-chests, Pekoe.....    | 13   | 15        | 15   | 17       |      |                       |      |
| " " Oolong.....                   | 16   | 22        |      |          |      |                       |      |
| " " Gunpowder.....                | 14   | 15        |      |          |      |                       |      |
| " " Siftings.....                 | 16   | 19        |      |          |      |                       |      |
| " " 7½.....                       | 11   |           |      |          |      |                       |      |
| RICE, MACARONI,<br>SAGO, TAPIOCA. |      | Montreal. |      | Toronto. |      | St. John,<br>Halifax. |      |
| Rice—Standard B.....              | 3 00 | 3 10      |      | 3½       | 3 25 | 3 40                  |      |
| Patna, per lb.....                | 4 25 | 4 50      | 4½   | 5        | 5    | 6                     |      |
| Japan.....                        | 4 40 | 4 90      | 5½   | 6        | 5    | 6                     |      |
| Imperial Seeta.....               | 4 60 | 4 90      | 4½   | 5½       | 5    | 6                     |      |
| Extra Barmah.....                 |      |           | 4½   | 4½       | 4    | 5                     |      |
| Java, extra.....                  |      | 5½        | 6    | 6½       | 6    | 7                     |      |
| Macaroni, dom'ic, per lb., bulk   | 6    | 6         |      | 7½       |      |                       |      |
| " Imp'd, 1-lb. pkg., French.....  | 8    | 12        | 9    | 10       |      |                       |      |
| " " Italian.....                  | 8    | 10        | 11   | 12½      |      |                       |      |
| Sago.....                         | 4½   | 4         | 4    | 4½       | 4½   | 5                     |      |
| Tapioca.....                      | 3½   | 4         | 4½   | 4½       | 4½   | 5                     |      |





**SEALED TENDERS** addressed to the undersigned, and endorsed "Tender for Observatory, Ottawa, Ont.," will be received at this office until Wednesday, Nov. 27th; inclusively, for the erection of an observatory building at the Central Experimental Farm, Ottawa, Ont., according to plans and specifications to be seen at the Department of Public Works, Ottawa.

Tenders will not be considered unless made on the form supplied, and signed with the actual signatures of tenderers.

An accepted cheque on a chartered bank, payable to the order of the Minister of Public Works, equal to ten per cent. (10 p.c.) of the amount of tender, must accompany each tender. This cheque will be forfeited if the party decline the contract or fail to complete the work contracted for, and will be returned in case of non-acceptance of tender.

The Department does not bind itself to accept the lowest or any tender.

By Order,  
**FRED. GELINAS,**  
Secretary.

Department of Public Works,  
Ottawa, 6th November, 1901.

Newspapers inserting this advertisement without authority from the Department will not be paid for it. (47)

## FISH AND OYSTERS

Largest variety of fresh and frozen Fish in the Dominion. Mail or telephone orders receive prompt attention. Can ship on any train.

**F. T. JAMES CO., Limited**

Phones { Day—Main 1064 76 Colborne St., TORONTO.  
          { Night—Park 862.

# ROWAT'S

Rowat's Pickles give  
the consumer good value  
—the grocer, good profit.

# PICKLES

### SELLING AGENTS:

Snowdon & Paterson,  
449 St. Paul St., Montreal.

F. H. Tippet & Co.,  
10 Water St., St. John, N.B.

C. E. Jarvis,  
Holland Block, Vancouver, B.C.

## A LITTLE ADVERTISEMENT ....



Sometimes does as good work as a larger one. We can give you any size you want in this paper, from 1 inch to a full page. Prices gladly submitted.

The MacLean Publishing Co., Limited; Montreal and Toronto

## TO LIVE GROCERS ONLY

We are putting up and  
are having a  
**LARGE SALE** on our  
famous . . . . .

## "VICTORIA CROSS" CEYLON TEA



BLACK and MIXED.

Every package guaranteed finest grade grown.  
25 40-50 cents per lb., in Handsome Lead Packages.

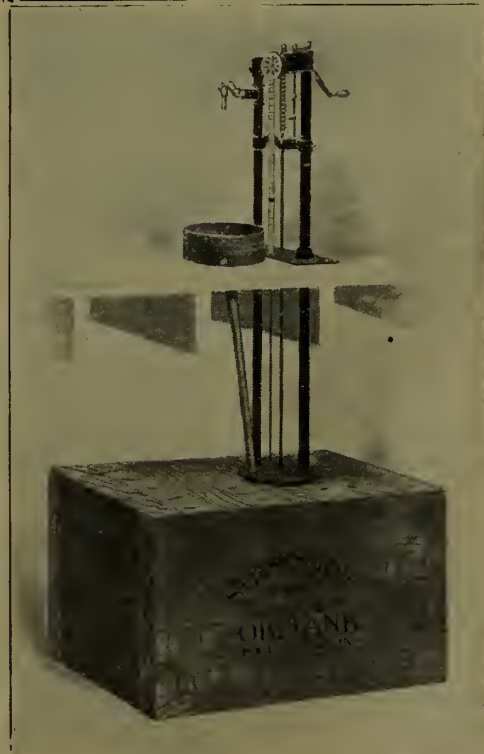
Write us for Samples and Prices.

**J. F. SMYTH & CO.**

Tea Packers.

WINDSOR, ONT.

## Winter is Coming



**AND YOU MAY  
REASONABLY  
EXPECT YOUR  
OIL TRADE TO  
LARGELY IN-  
CREASE.**

Are you tired of going down cellar for your oil and toiling up stairs with heavy unwieldy cans and jugs? If you have been doing this don't you think it about time to give your back a rest, and stay where you can see that the "light-fingered" customer does not get away with goods valued at many times the profit on the oil sale? You can do this if you like by installing in your store a

### BASEMENT OUTFIT

## BOWSER OIL TANKS

Are equipped with Full Brass Cone Valves, Dial Discharge Registers, and Anti-Drip Nozzles, and Measure Accurate, Gallons, Half-Gallons and Quarts at a Stroke. Fifty Different Styles.

CATALOGUE FREE UPON REQUEST.

**S. F. BOWSER & CO.,**

65 Front St. East, TORONTO.  
Factory, FORT WAYNE, Ind.

### BOWSER

Basement  
Self-Measuring  
Oil Outfit

As shown above

## THE PROVISION TRADE.

The Markets — High - Priced Stock — Miscellaneous Notes.

### HIGH-PRICED STOCK.

THE record-breaking prices recently obtained for a herd of shorthorn cattle in Dexter Park amphitheatre caused stockyard men to declare that Chicago provides the best market in the world for pure bred cattle. The herd put on sale is said to have been the finest ever imported. In it were several animals formerly owned by Queen Victoria. The cattle were imported by W. D. Flatt, of Hamilton, Ont. Lord Banff, of the Royal herd, was sold to George E. Ward, of Hawarden, Iowa, for \$5,100. Cicely, of the same herd, went to J. G. Robbins & Sons, of Horace, Ind., for \$5,000, and 44 other animals brought an average of \$1,139 each. These prices are said to have been the highest paid in this country for a shorthorn bull, cow or herd in a quarter of a century. Choice Goods, the champion bull of England, was sold to Robbins & Sons on private terms. The price is said to have been the highest ever paid for a shorthorn in America. Choice Goods will be exhibited at the coming live stock show.—National Provisioner.

### PAPER SAUSAGE CASINGS.

Something is always rooting something else out. The pig skin is to take a fall out of the kid skin for gloves and bottle stopper covers. Now, some fellow has invented a paper sausage casing which is to take the place of animal intestines for stuffing sausages and bolognas. The intruder is made in Germany, and a shipment of these new "envelopes" has been received in New York by a large firm which handles them. It is claimed for the new paper casings that they are cheaper and cleaner than intestines, and not liable to fermentation. Whether they will stand the reaction of moisture and other conditions of a sausage holder is not known.—National Provisioner.

### A HUMOROUS WINDOW DISPLAY.

Everyone admires good window displays, but sometimes such displays become humorous because of their suggestiveness. One of our representatives noticed a window display in a butcher shop at 1911 Third avenue last week. At one side of the window was a large dish of nice-looking fresh sausages. On the other side was a similar dish. Between them was a life-sized bisque figure of a dachshund dog. There was no

placard to give a hint as to what relation the dog held to the sausages, but the words, "We make both ends meet," occurred to him. The dog should be removed, and the figure of a young pig substituted. Nothing should be done by butchers to encourage the dog sausage joke.—Butchers' Advocate, New York.

### MISSED HER CHANCE.

A lady butcher in Indianapolis has the misfortune to have a husband of spasmodic temperament. He bellowed like a bull the other day, grabbed a cleaver and threatened to cut her to pieces. She defied him, and he became lamb-like. That was the moment at which she should have done some slaughtering.—Butchers' Advocate, New York.

### THE PROVISION MARKETS.

#### MONTREAL.

The chief feature of the provision market is the scarcity of pork. For some days during the past week it was literally impossible to get a carload. "Boar's Head" compound lard has been reduced  $\frac{1}{4}$ c. this week. We quote as follows: Heavy Canadian short cut mess pork, \$22.00; Chicago clear pork, \$23.25 for heavy and \$22.75 for medium; selected heavy short cut mess pork, boneless, \$22.00 to \$22.50; hams, 12 to 13c.; bacon, 15c.; lard, pure Canadian, \$2.25 per pail; refined lard compound (Fairbank's), \$2.00 for 1 to 24 pails; \$1.98 for 25 to 49 pails; \$1.97 for 50 pails and over; Snow White and Globe compound, \$1.72  $\frac{1}{2}$  per pail; Cottolene, 11  $\frac{1}{8}$ c. for 20 lb. pails, and 10  $\frac{7}{8}$ c. for 60 lb. tubs, for Quebec and Ontario.

#### TORONTO.

Western hogs are easier, and sell at \$6.90 to \$7 per 100 lb. in carlots. Dressed hogs are coming in in larger quantities, the greater portion being on the heavy side. Light hogs for shops are mostly in demand. They are 10c. easier, and now sell at \$7.40 to \$7.60 per 100 lb. Venison is arriving in larger quantities, but prices are firmer. Beef is in good demand and the supply is good. Veal is not selling so well. We quote: Venison carcasses bring from \$6 to \$8 per 100 lb.; saddles, \$8 to \$10 per 100 lb.; beef carcasses, \$5.50 to \$6.50 per 100 lb.; hind quarters, \$6 to \$7 per 100 lb.; front quarters, \$5 to \$5.50 per

100 lb. Veal, 7  $\frac{1}{2}$  to 8  $\frac{1}{2}$ c. per lb.; lambs are steady at 5 to 5  $\frac{1}{2}$ c. Live hogs remain unchanged; for selects the price is \$5.50 and lights \$5.25 per 100 lb.; choice export cattle bring \$4.75 to \$5 per 100 lb.; lights sell at \$4 to \$4.50.

Cured meats are in brisker demand now that the weather is colder. The lower prices of last week are maintained. There is a good movement in lard, and no surplus stock is accumulating. Canadian heavy mess pork is 50c. lower. We quote: Long clear bacon, 11c.; smoked breakfast bacon, 14 to 15c.; rolls, 11  $\frac{1}{2}$ c.; medium hams, 13  $\frac{1}{2}$ c.; large hams, 12  $\frac{1}{2}$  to 13c.; shoulder hams, 11c., and backs, 13  $\frac{1}{2}$  to 14c.; Canadian heavy mess pork, \$19.50; short cut, \$20 to \$21; lard, in tierces, 10  $\frac{3}{4}$ c. per lb., tubs, 11c., and pails, 11  $\frac{1}{4}$ c.

#### WINNIPEG

The market for cured meats shows good demand, with slightly lower prices in some lines. Smoked hams, 14c.; picnic hams, 8  $\frac{1}{2}$ c.; shoulders, 10  $\frac{1}{4}$ c.; breakfast bellies, 14  $\frac{1}{2}$ c.; spiced rolls, 11  $\frac{1}{4}$ c.; dry salt, long clear, 12  $\frac{1}{2}$ c.; backs, 12  $\frac{1}{4}$ c.

The market in lard is somewhat easier, and certain lines show a decline, 20-lb. pails having dropped from \$2.75 to \$2.40; 50-lb. pails remain at \$7; tins, 3 and 5 lb., 60 lb. to case, \$8; compound lard, \$2.20 per 20-lb. pail.

#### ST. JOHN, N. B.

Pork is steady at the rather lower prices. Sales are not large. In pure lard the price is rather easier, and dealers are inclined to delay buying to see which way the market will turn.

Established 1873.

Pork Packers, Commission Merchants,  
Buyers and Exporters of  
**Eggs, Butter,  
Cheese, Poultry.**

**D. GUNN, BROTHERS & CO.**  
76-78-80 Front St. E. - TORONTO.

**EGGS, BUTTER, CHEESE,  
ETC.**

CONSIGNMENTS  
SOLICITED.

Write us when you have Eggs and  
Butter to offer. Cases supplied.

The J. A. McLean Produce Co., Limited,  
77 Colborne St., TORONTO.



The demand for

**REGISTERED**  
*Bow Park*  
**HAMS**

is growing every day, and we think it will pay you to handle them.

Your customers will enjoy them and you will be pleased to sell them, as they are the best in any line of goods.

**The Brantford Packing Co.**  
**BRANTFORD, ONT.** LIMITED

**REGISTERED**  
*Bow Park*  
**BRANDS**

**White Onions**

**IN BOTTLES AND KEGS**

Are quick sellers. Have you tried them?

At all wholesalers, or write direct.

**Shuttleworth & Harris,**  
**BRANTFORD, CAN.**

**MINCE MEAT**

in pails, 70-lb., 27-lb., 12-lb.  
and 5-lb. each.

Fruits have been scarce this year. Apples have never been so high in price. This will make a great demand for Mince Meat. We are putting up a very fine Mince Meat, just as good as any that can be made at home and a good deal cheaper in price. If our travellers do not call on you, write for quotations.

**F. W. FEARMAN CO.,**

Limited

Curers of "Star" Brand Hams  
English Breakfast Bacon.

**Hamilton, Ont.**

**THE CANADIAN PACKING CO.**  
**LONDON, ONT.**



GUARANTEED CHOICE AND PURE.  
**GOLD MEDAL, PARIS 1900.**  
Please order goods through your wholesale house.

## INQUIRIES ABOUT CANADIAN TRADE.

The following were among the recent inquiries relating to Canadian trade received at the Canadian Government Office in London :

1. A London firm who are in a position to sell large quantities of Canadian hay will be glad to hear from parties open to ship for the English market.

2. Inquiry is made for the addresses of Canadian asbestos works where asbestos yarn and cloth is spun.

3. A Liverpool house is desirous of obtaining a good agency for Canadian produce.

4. The makers of lifting machinery, chain pulley blocks, hoists, cranes, girder work, etc., are making inquiry respecting the opening for a trade for these goods in Canada.

5. A firm of trunkmakers wish to correspond with Canadian exporters of wooden slats in various lengths from 28 to 42 inches.

6. A dealer in County Longford, Ireland, asks to be placed in communication with exporters in Canada of flour, furniture, bedding, boots, shoes and hardware.

**Inquiries received at the Canadian section of the Imperial Institute :**

7. A Lancashire company asks to be placed in touch with Canadian producers of pig iron who are in a position to fill export orders.

8. A London firm possessing a good connection among the wholesale trade is prepared to take up the sale of Canadian pharmaceutical lines suitable for this market.

[The names of the firms making the above inquiries, can be obtained on application to the editor of THE CANADIAN GROCER.]

## TOBACCO CROP GOOD IN ESSEX.

This year the crop of tobacco in Essex County, Ont., is good. A Granby factory has made a contract with a firm for 200,000 lb. of leaf tobacco at 8c. per lb. In Essex County one grower had 14,000 lb., two others 10,000 lb. each, and another 8,000 lb. of this product.

## TWO TESTIMONIES.

A. C. Buchner, Orillia, Ont., writes to THE CANADIAN GROCER, stating that he sold out his grocery store in Alliston, Ont., to H. W. Wright, and has removed to Orillia, where he has purchased the grocery store of H. H. Wilson, which he has extended and painted inside and out, proposing to keep an up-to-date grocery store. In renewing his subscription for THE GROCER, he says : " I feel the need of it to keep in touch with the times."

Hand & Phillips, Grocers, Ottawa, in renewing their subscription to THE CANADIAN GROCER, say : " We may state that we find it a progressive and up-to-date journal, very useful for reference. No grocer should be without it."

Every grocer who desires to have the finest goods for his customers, will see that he is never without a full stock of :

**COWAN'S** Hygienic and Perfection Cocoa.  
Queen's Dessert, Royal Navy and Perfection Chocolate.

**COWAN'S** Cake Icings—Chocolate, Pink, Lemon Color and White.

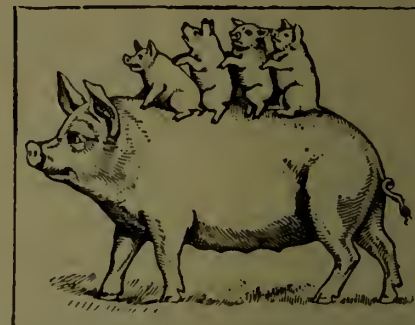
**COWAN'S** Chocolate Cream Bars, Chocolate Ginger, Chocolate Wafers, etc.

ALL ABSOLUTELY PURE GOODS.

**THE COWAN CO., Limited, TORONTO**



**LARD** Guaranteed  
**PURE.**



**BACON and  
HAMS**

of the Best Quality.

**The Farmers' Co-Operative Packing Co.  
of BRANTFORD, Limited.**

**Fresh Pork Sausage.**

We make a superior article in this line.  
Will satisfy your customers and increase  
your sales.

Try a Sample Basket.  
Expressed to all points.

**The Park, Blackwell Co., Limited**  
Pork Packers and Exporters, **TORONTO, CANADA.**

London Agents: Messrs. Miller Bros.  
16 Toolby St.

Liverpool Agents: Messrs. W. P. Sinclair & Co.  
12 North John St.





There is really a good reason why **Fairbank's Boar's Head** brand of **Refined Lard Compound** pleases the jobber, the retailer and the consumer. We are cotton-oil producers. We must make the best compound as it is our leading product. A packing house cannot afford to make as good compound as we can, or they would lose all their trade on hog fat. The best packing houses sell our **Boar's Head** brand of **Refined Lard Compound**.

|             |   |          |            |   |         |
|-------------|---|----------|------------|---|---------|
| Tierces     | - | 400 lbs. | Pails, tin | - | 10 lbs. |
| Boxes       | - | 50 lbs.  | " "        | - | 5 lbs.  |
| Pails, wood | - | 20 lbs.  | " "        | - | 3 lbs.  |
| " tin       | - | 20 lbs.  |            |   |         |

Orders can be filled by any of the leading jobbers in Canada or direct.

## THE N. K. FAIRBANK COMPANY

Wellington and Ann Sts., MONTREAL, QUE.

# Pure Gold Jelly Powder

**23 Imitations to date**

The best selling and most popular line in grocerydom to-day. **SELL THE REAL THING**, your customers want it.

## Pure Gold Co., Toronto

## MARKET FOR MAPLE SUGAR IN EUROPE.

THE Treasury Department of the United States Government a short time ago requested their consular officers in Austria-Hungary, France and Germany to obtain whatever information they could relative to the market for maple sugar and syrup in those countries. From these reports it appears that the most promising opening for these articles is afforded by Austria-Hungary, but even there the prospects might be very much brighter.

## AUSTRIA-HUNGARY.

There is a vague possibility of creating a market for American maple sugar and syrup in Austria-Hungary, although these products are practically unknown there. It is thought a light brown sugar known as muscovado, and used by liquor merchants to improve the flavor and hasten the fermentation of their wines, could be replaced by maple sugar. A number of leading confectionery manufacturers in Vienna also find that it is well adapted for the manufacture of chocolates and chocolate icings, and they express themselves as being willing to adopt it, providing they can have it at a lower price than the sugar which is at present used, the latter costing \$16.24 for 220 lb. As sugar is high in Austria, it might be possible to use maple sugar there as a sugar substitute.

As a delicate exotic confection, maple sugar would certainly find a market there, in the opinion of the consul. There is no doubt that, if the formidable obstacle of expense in duty and in advertising could be overcome, this palatable, healthful food adjunct, so widely esteemed in America, could be permanently taken up in that part of the world, as has been the maize, which at one time was considered in Europe only fit for fodder.

The duty on syrup is 30 crowns (\$6.09), and its entry into that monarchy is attended by a great deal of formality, a chemical analysis being required. Two samples, each weighing about 1 pound, are taken of the syrup, and one of these is sent for examination to the Imperial Royal Agricultural Trial Station, in Vienna. Pancakes, for which maple syrup is traditionally adapted, are a food almost unknown there, and hence a sale for this purpose is confined to those who may have used and relished the syrup in America.

## FRANCE.

The prospects for a market for maple sugar and syrup in France are not very encouraging, as the French people do not consume the same amount of sweet stuffs as is done in the United States, nor have they been brought up to the habit of eating much

sugared food. Treacle and molasses, although obtainable as articles of food, are rarely bought by the average French family. Then maple sugar is almost unknown in the home, and it would take great energy to bring it before the public so as to insure a constant demand. The tariff on sugar and syrup is high, the duty on maple syrup being 2.50 francs (48.25c.) per gallon.

The maple sugar and maple syrup at present imported into France are purchased for the most part by Americans residing in Paris, and it is quite insignificant in quantity, not being more than perhaps \$200 worth per annum.

## GERMANY.

Consul General Mason, of Berlin, says that he has consulted a number of grocers in Germany, and that none whom he has consulted believe that any large demand for maple sugar or syrup could be built up in that country, because Germans do not eat hot biscuits nor any other form of warm bread. As buckwheat cakes are eaten then only by Americans, the conditions which make maple sugar a popular luxury in the United States do not exist in Germany and cannot be created. Experiment has shown that few things are more difficult than to change the food of a people as fixed in their ideas as the Germans.

Maple sugar and syrup are subject to an import duty of 40 marks per 100 kilograms (equal to 4½c. per lb.). Adding this to first cost and expenses of importation, they become when brought there an expensive luxury.

At present there are only a few merchants in Germany handling maple sugar and syrup, and under most favorable conditions there has only been a very small quantity of either product ever sold. From all information obtainable, it is seriously doubted whether any important outlet for these articles could be found or developed in that country, especially at the present time, when owing to the general prostration of industrial and financial interests, meagre harvests, low wages, and scarcity of labor, all classes of German subjects are constrained to reduce to a minimum their expenditures for food and other necessities of life.

## BACK FROM THE COAST.

Mr. Trudel, the western representative of L. Chaput, Fils & Cie, Montreal, has just returned from his regular fall trip to the Coast. He reports having been very successful with his orders, particularly in Manitoba and the Northwest Territories. British Columbia is rather quiet, as the majority of the mines are not working. When the labor question is settled he looks for a revival of good business throughout that district.

*Enterprise*  
RENOVATOR.

The perfect carpet and  
clothes cleaner.

Grocers: Send for our  
special offer.

ENTERPRISE SPECIALTY CO.,  
83 Bay Street, TORONTO.

## BASKETS

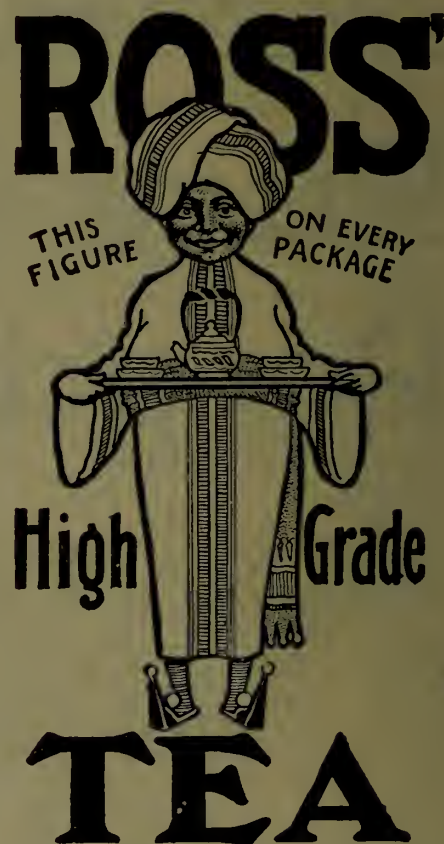
We make them in all shapes and  
sizes. We have

*Grain and Root Baskets,  
Satchel Lunch Baskets  
Clothes Baskets,  
Butcher Baskets,*

In fact, all kinds; besides being very neat  
in appearance, they are strong and dur-  
able. Send your orders to

THE . . .

**Oakville Basket Co.**  
Oakville, Ont.



There is no question about Ceylon Teas being  
the **BEST**, but grocers should be careful not to  
sell teas marked Ceylon and adulterated with  
inferior teas.

**ROSS' HIGH-GRADE** is, without exception,  
the only pure Ceylon tea on the Canadian market.  
For your own edification inquire into this.

**THE ROSS TEA CO., - - TORONTO.**



# CEYLON AND INDIA TEA

## BLACK

The merit of the **Black Teas** has established them high in popular estimation. They are drunk wherever the English language is spoken. They follow the flag and drive out less meritorious growths.

OR

But some consumers are wedded to light drawing kinds, with pale liquor and without the full body and richness of the black kinds.

## GREEN

The **Green Teas** of Ceylon and India are made expressly for this trade. In Make, Quality and Price they challenge comparison with other growths.

They are grown, prepared and packed with the same skill by the British Planters who have revolutionized the black tea trade.

They have caught on in Canada and are no longer in the experimental stage. Try them.

## A PEEP INTO A CEYLON TEA HOUSE.

ON the invitation of Tarrant, Henderson & Co.—a firm well and favorably known in Ceylon for enterprise, and who probably have one of the largest Colombo commission-buying agencies for all parts of the world—we visited this morning their Nilwatte Tea Factory, situated in Colpetty, which most of our readers will, no doubt, recollect was bought from the late firm of J. P. Green & Co., and is known as the "Temple Trees" property. This property covers over six acres of land, and the factory occupies nearly three acres of it.

We were shown over by Mr. Henderson. On the left, when entering the gate, is a large warehouse capable of holding some hundreds of tons of tea, which is frequently full; and in this store is warehoused all tea awaiting shipment. Other two large warehouses, or godowns as they are called in Ceylon, were full of sundry goods, from tin-tacks to bales of cloth, their business being an import as well as an export one.

The tea-packing factory which we went chiefly to see, is a large building, 300 feet long, and contains all the latest and most improved machinery for tea-packing work. The firm must have invested a large amount of capital in making the factory as complete as it is. In fact, we may say that not a machine is missing that is required for the purposes of their work, and from the packets turned out we should think that in the direction of packet business, so far as neatness and finish are concerned, it would be difficult to improve on their work.

Mr. Henderson, on being asked where the innumerable labels came from, replied that some came out from England, but that the bulk of them were printed in our own printing office, and, we may venture to say that when we saw the finished work, we could not help the gratified feeling that we had contributed in no small degree to the end arrived at by the firm—the best and only the best work. The piles of finished packets with their brightly-colored labels and their special names formed a most attractive sight, in which the "Taj" and the "Avinca" were especially prominent.

The whole of the machinery is driven by a powerful gas engine, supplied and kept by the Colombo Gas and Water Co., which, Mr. Henderson remarked, was never sick nor sorry, and that this motive power gave him less trouble than the whole of the rest of his establishment.

We will not enumerate the many details we should like to. Suffice it is to say that our representative was much pleased with this visit to Tarrant, Henderson & Co.'s "bee-hive," probably the best equipped

packing establishment of its particular kind in the Island, and we wish the firm all success in its efforts to find new outlets for our overflowing supplies of tea.—Ceylon Observer.

## A NATURAL FIG.

Watt, Scott & Goodacre, Montreal, made a small importation of a new variety of fruit this fall that bids fair to develop into a line of importance. It is the washed natural fig, a plump, square fruit of extra quality that excels as a desert. It is packed in Lokoum style in 50 lb. boxes, and comes in three qualities, one, two and three-crown, the prices running from about 5½ to 7½c. laid down here. This year their shipment amounted to only 300 boxes, but the test proved that it would be a popular fruit with the high-class trade, and next year's importations will, in all probability, be much larger.

## IT WAS USED ON THE ROYAL TRAIN.

James McIntosh, sole agent in Canada for "H & H," has received the following from J. A. Sheffield, superintendant of the sleeping, dining and parlor cars of the C.P.R.: "I have much pleasure in saying 'H & H' has fulfilled fully all that is claimed for it. Further, its cleansing qualities (so far as I am able to determine) in no way impairs its usefulness by imparting a gummy substance to the fibre or nap of material cleaned (when properly used), but material comes out in its natural state, fresh and elastic. Cars of the Royal train, interior, upholstery, carpets, etc., were cleaned with 'H & H' to my entire satisfaction."

## THE BRITISH LUMBER TRADE.

Farnworth & Jardine, Liverpool, Eng., in their wood circular of November 1, say: "The arrivals from British North America during the past month have been 27,695 tons register, against 42,062 tons register during the corresponding month last year, and the aggregate tonnage to this date from all places, during the years 1899, 1900 and 1901, has been 464,546, 502,906 and 402,840 tons, respectively. The business of the past month has been quiet, but of a steady character. The arrivals, generally, have been moderate, the deliveries fair and stocks all around are not too large. Values of some of the leading articles show improvement, and in spruce deals a sharp advance has been established."

## A BUSINESS EDUCATION.

Deserve success and you shall win it. Young men who are dissatisfied with their present occupations ought to bear this in mind and make their work serve as a stepping to something higher. Clerks who are working all day long may fit themselves for a better position by studying in the evenings, thus making good use of their spare time, for every hour is precious. For those desiring success no better way is offered than for them to attend the evening classes of some business college. The Dominion Business College and school of shorthand and typewriting, in the Confederation Life Building, Richmond street, Toronto, whose advertisement appears on another page of this journal, affords an excellent opportunity for those desiring advancement to grasp.

POPULARITY

is the proof of merit, and no brand has ever achieved popularity so quickly as

"BOBS"

CHEWING TOBACCO

In 5 and 10c. Plugs.

BOBS costs you only 36 cents, and pays a good profit.

BOBS is well advertised.

BOBS is selling well in almost every store from the Atlantic to the Pacific.

BOBS is A BIG PLUG FOR LITTLE MONEY

[Made by]

THE EMPIRE TOBACCO CO., LIMITED  
MONTREAL, QUE.



CANADIAN ADVERTISING is best done by THE  
E. DESBARATS ADVERTISING AGENCY  
MONTREAL

**Mediterranean Fruits**  
**Granulated and Raw Sugars**  
**Molasses and Syrups, Glucose, Etc.**

**Excelsior Macaroni**  
**White Castile Soap**

**C. A. CHOUILLOU & CIE.**

14 Place Royale  
(Customs House Sq.)

**MONTREAL.**

#### BRITISH BUSINESS CHANCES.

Firms desirous of getting into communication with British manufacturers or merchants, or who wish to buy British goods on the best possible terms, or who are willing to become agents for British manufacturers, are invited to send particulars of their requirements for

#### FREE INSERTION

in "Commercial Intelligence," to the Editor

'SELL'S COMMERCIAL INTELLIGENCE,'

168 Fleet Street, London, England.

"Commercial Intelligence" circulates all over the United Kingdom amongst the best firms. Firms communicating should give reference as to bona fides.

N.B.—A free specimen copy will be sent on receipt of a post card.



## CLOTHES PINS...

Selected and full count, in  
packages of 4 doz.—6 doz.  
—12 each to a case.

This makes a very attractive  
shelf display line. Also in  
cases of 5 gross, large and  
small sizes. Ask for quotations.

**BOECKH BROS. & COMPANY,**  
**TORONTO.**

Manufactured by

**WM. CANE & SONS MFG. CO.,**  
Limited,  
**NEWMARKET.**

**Hugh Walker & Son,** Wholesale Fruit Importers, **Guelph, Ont.**

- DIRECT IMPORTERS OF -

## Fancy and Domestic Fruits.

OUR SPECIALTIES

Fancy Oranges, Lemons, Malaga Grapes, Cape Cod Cranberries.

Special Attention to Mail and Telephone Orders.

**GRIMBLE'S** English Malt  
Six GOLD Medals **VINEGAR**

**GRIMBLE & CO., Limited, London, N.W., Eng.**



Capstan Brand

## BAKING POWDER

1/4-lb., 1/2-lb., 1-lb. and 5-lb. sizes.

No purer line of Baking Powder on the market. Quality guaranteed.  
Write us for prices.

**The Capstan Mfg. Co., - Toronto.**



## Grocers Save

time, twine, paper bags, and loss of weight by selling Dwight's Cow Brand Soda in packages, instead of keg soda. Moreover, he sells his customer the best article of its kind and makes a good profit on it.

**JOHN DWIGHT & CO.,**  
**34 Yonge St., TORONTO.**

Agencies in all leading centres.



## LICORICE..

We manufacture everything in the Licorice line carried by the Grocery, Drug and Confectionery trades. We might mention—Y. & S. Stick Licorice, plain and corrugated; Acme Licorice Pellets; Y. & S. Licorice Lozenges, in cans or glass jars; A B C Blocks; Purity & Dulce Brand one cent sticks; Bundled Licorice Root; Small Cigars, 300 to box, etc. In PLIABLE LICORICE, Triple Tunnel Tubes, Mint Puff-Straps, Navy Plugs and Golf-Sticks 100 to box; Blow Pipes 200 and 300 to box; Manhattan Wafers, 2 1/2 lb. boxes; Curved Stem Pipes, 200 to box. Write for illustrated catalogue.

**YOUNG & SMYLIE**

Established 1845.

**BROOKLYN, N.Y.**





THE MANUFACTURERS OF

# KEEN'S D.S.F. MUSTARD

have pleasure to advise the Public that they  
have been appointed, by Special  
Royal Warrant,

PURVEYORS OF MUSTARD

TO

HIS MAJESTY THE KING.

## Current Market Quotations for Proprietary Articles

November 21, 1901.

Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy. The editors do not supervise them. If a change is made, either an advance or decline, it is referred to in the market reports, as a matter of news, whether manufacturers request it or not.

### BAKING POWDER.

|                                    |         |  |
|------------------------------------|---------|--|
| Cook's Friend—                     |         |  |
| Size 1, in 2 and 4 doz. boxes..... | \$ 2 40 |  |
| " 2 in 6 " .....                   | 80      |  |
| " 12, in 6 " .....                 | 70      |  |
| " 3, in 4 " .....                  | 45      |  |
| Pound tins, 3 doz. in case.....    | 3 00    |  |
| 12oz. tins, 3 " " .....            | 2 40    |  |
| 9oz. tins, 4 " " .....             | 1 10    |  |
| 5 b. tins, ½ " " .....             | 4 00    |  |

|                               |          |      |
|-------------------------------|----------|------|
| Diamond—                      |          |      |
| W. H. OILLARD & CO.           |          |      |
| lb. tins, 2 doz. in case..... | per doz. | 2 00 |
| ½ lb. tins, 3 " " .....       |          | 1 25 |
| ¼ lb. tins, 4 " " .....       |          | 0 75 |

### IMPERIAL BAKING POWDER.

| Cases Contain. | Sizes of Cans. | Per Doz. |
|----------------|----------------|----------|
| 4 doz.         | 10c.           | \$0 85   |
| 3 " "          | 6-oz.          | 1 75     |
| 2 and 3 doz.   | 12-oz.         | 3 40     |
| 2 and 13 doz.  | 16-oz.         | 4 35     |
| 1 doz.         | 2½-lb.         | 10 40    |
| ½ and 1 doz.   | 5-lb.          | 19 50    |

### MAGIC BAKING POWDER.

| Cases Contain. | Sizes of Cans. | Per Doz. |
|----------------|----------------|----------|
| 4 doz.         | 4-oz.          | \$0 65   |
| 4 " "          | 6-oz.          | 0 80     |
| 4 " "          | 8-oz.          | 1 00     |
| 4 " "          | 12-oz.         | 1 50     |
| 4 " "          | 16-oz.         | 1 80     |
| 1 " "          | 2½-lb.         | 4 50     |
| 1 " "          | 5-lb.          | 7 75     |

### JERSEY CREAM BAKING POWDER.

|                              |      |
|------------------------------|------|
| ½ size, 5 doz. in case.....  | 40   |
| ¼ size, 4 doz. in case ..... | 75   |
| ¼ " 3 " " .....              | 1 25 |
| 1 " 2 " " .....              | 3 25 |

### BLACKING.

### SHOE POLISH.

HENRI JONAS &amp; Co. Per gross

|                         |        |
|-------------------------|--------|
| Jonas' .....            | \$9 00 |
| Froments .....          | 7 50   |
| Military dressing ..... | 24 00  |

### BLUE.

|                                      |        |
|--------------------------------------|--------|
| Keen's Oxford, per lb.....           | \$0 17 |
| In 10 box lots or case .....         | 0 16   |
| Reckitt's Square Blue 12-lb. box...  | 0 17   |
| Reckitt's Square Blue, 5 box lots... | 0 16   |

### BLACK LEAD.

|                                     |      |
|-------------------------------------|------|
| Reckitt's per box .....             | 1 15 |
| Box contains either 1 gro., 1 oz.   |      |
| size; ½ gro., 2 oz. or ¼ gro. 4 oz. |      |

### CORN BROOMS

|                                    |      |  |
|------------------------------------|------|--|
| BOECKH BROS & COMPANY doz. net     |      |  |
| Bamboo Handles, A, 4 strings ..... | 4 35 |  |
| " " B, 4 strings .....             | 4 10 |  |
| " " C, 3 strings .....             | 3 85 |  |
| " " D, 3 strings .....             | 3 60 |  |
| " " F, 3 strings .....             | 3 35 |  |
| " " G, 3 strings .....             | 3 10 |  |
| " " I, 3 strings .....             | 2 85 |  |

### BISCUITS.

GARR &amp; CO., LIMITED.

Frank Magor &amp; Co., Agents.

|                          |       |
|--------------------------|-------|
| Cafe Noir.....           | 0 15  |
| Ensign .....             | 0 12½ |
| Metropolitan mixed ..... | 0 09  |

Special price list of Fancy Tins for Xmas  
trade and other lines on application.

### CANNED GOODS.

#### MUSHROOMS.

HENRI JONAS &amp; Co.

|                           |         |
|---------------------------|---------|
| Mushrooms, Rionel .....   | \$15 50 |
| " 1st choice Duthell..... | 18 50   |
| " 1st choice Lenoir ..... | 19 50   |
| " extra Lenoir .....      | 24 00   |
| Per case, 100 tins.       |         |

#### FRENCH PEAS—DELOREY'S

HENRI JONAS &amp; Co.

|                      |        |
|----------------------|--------|
| Moyen's No. 2.....   | \$9 00 |
| " No. 1.....         | 10 50  |
| ½ Fins.....          | 12 50  |
| Fins.....            | 14 00  |
| Tres fins.....       | 15 00  |
| Extra fins .....     | 16 50  |
| Sur extra fins ..... | 18 00  |

#### FRENCH SARDINES.

HENRI JONAS &amp; Co.

|                     |        |
|---------------------|--------|
| ½ Trefayennes ..... | \$9 50 |
| ½ Rolland.....      | 9 50   |
| ½ Delory .....      | 10 50  |
| ½ Club Alpines..... | 12 50  |

#### CHOCOLATES & COCOAS.

|                                         |       |
|-----------------------------------------|-------|
| Epps's cocoa, case of 14 lbs., per lb.. | 0 35  |
| Smaller quantities .....                | 0 37½ |

CADBURY'S.

|                                      |        |  |
|--------------------------------------|--------|--|
| Frank Magor & Co., Agents per doz.   |        |  |
| Cocoa essence, 3 oz. packages .....  | \$1 65 |  |
| Mexican chocolate, ½ and ¼ lb. pkgs. | 0 40   |  |
| Rock Chocolate, loose.....           | 0 40   |  |
| " 1-lb. tins.....                    | 0 42   |  |
| Nibs, 1-lb. tins.....                | 0 35½  |  |

Chocolate—

|                                    |      |  |
|------------------------------------|------|--|
| FRY'S.                             |      |  |
| Caracaras, ½'s, 6-lb. boxes .....  | 0 42 |  |
| Vanilla, ½'s .....                 | 0 42 |  |
| "Gold Medal" Sweet, ½'s, 6 lb. bxs | 0 29 |  |
| Pure, unsweetened, ½'s, 6 lb. bxs. | 0 42 |  |
| Fry's "Diamond," ½'s, 14 lb. bxs.  | 0 24 |  |
| Fry's "Monogram," ½'s 14lb. bxs    | 0 24 |  |

Cocoa—

|                                   |      |  |
|-----------------------------------|------|--|
| per doz.                          |      |  |
| Concentrated, ½'s 1 doz. in box.. | 2 40 |  |
| " ½'s .....                       | 4 50 |  |
| " 1 lb. " .....                   | 8 25 |  |
| Homeopathic, ½'s 14lb. boxes..    | .... |  |
| " ½ lbs. 12 lb. boxes .....       | .... |  |

JOHN P. MOTT &amp; CO.'S.

R. S. McIndoe, Agent, Toronto.

|                                     |        |      |
|-------------------------------------|--------|------|
| Mott's Broma .....                  | per lb | 0 30 |
| Mott's Prepared Cocoa.....          |        | 0 28 |
| Mott's Homeopathic Cocoa (½'s)....  |        | 0 32 |
| Mott's Breakfast Cocoa (in ins) ... |        | 0 40 |
| Mott's No. 1 Chocolate.....         |        | 0 30 |
| Mott's Breakfast Chocolate.....     |        | 0 28 |
| Mott's Caracas Chocolate .....      |        | 0 40 |
| Mott's Diamond Chocolate.....       |        | 0 23 |
| Mott's French-Can. Chocolate.....   |        | 0 18 |
| Mott's Navy or Cooking Chocolate..  |        | 0 18 |
| Mott's Cocoa Nibs .....             |        | 0 35 |
| Mott's Cocoa Shells.....            |        | 0 05 |
| Vanilla Sticks, per gross.....      |        | 0 90 |
| Mott's Confectionery Chocolate 0 21 |        | 0 43 |
| Mott's Sweet Chocolate Liquors 0 19 |        | 0 30 |

THE COWAN CO., LIMITED.

Cocoa—

|                                                                                     |        |
|-------------------------------------------------------------------------------------|--------|
| Hygienic, 1-lb. tins, per doz....                                                   | \$7 25 |
| " ½-lb. tins " ....                                                                 | 3 75   |
| " ¼-lb. tins " ....                                                                 | 2 25   |
| " fancy tins " ....                                                                 | 0 90   |
| Hygienic, 5-lb. tins, for soda water<br>fountains, restaurants, etc. per<br>lb..... | 0 55   |
| Perfection, ½-lb. tins, per doz..                                                   | 3 00   |
| Cocoa Essence, sweet, ½-lb. tins,<br>per doz.....                                   | 2 25   |

Chocolate—

|                                    |        |  |
|------------------------------------|--------|--|
| per lb.                            |        |  |
| Queen's Desert, ½'s and ¼'s...     | \$0 40 |  |
| " 6's .....                        | 0 42   |  |
| Vanilla chocolate 6-lb boxes ..... | 47     |  |
| Mexican Vanilla, ½'s and ¼'s...    | 0 35   |  |
| Royal Navy Rock .....              | 0 30   |  |
| Diamond .....                      | 0 25   |  |
| " 8's .....                        | 0 28   |  |

WALTER BAKER &amp; CO., LIMITED.

|                                          |      |  |
|------------------------------------------|------|--|
| per lb.                                  |      |  |
| Premium No. 1 chocolate, 12-lb. boxes \$ | 38   |  |
| Vanilla chocolate 6-lb boxes .....       | 47   |  |
| German sweet, 6-lb. boxes.....           | 27   |  |
| Best cocoa, ½-lb. tins, plain; 6-lb.     |      |  |
| boxes .....                              |      |  |
| Cracked cocoa, ½-lb. pkg. 12-lb. bxs.    | 35   |  |
| Caracas sweet chocolate, 6-lb. boxes     | 37   |  |
| Schub's chocolate (hot or cold soda)     |      |  |
| 1-lb. cans .....                         | 45   |  |
| Vanilla chocolate wafers, 48 to box,     |      |  |
| per box .....                            | 1 56 |  |



# "THE EDWARDSBURG BRANDS"

## Starch

... and

## Syrup

Are well known all over the Dominion as a **STANDARD OF QUALITY.**  
ASSORTED STOCKS of all styles of packages now on hand, and **PROMPT SHIPMENT** guaranteed.

**EDWARDSBURG STARCH CO'Y, Limited,**  
**Established 1858.**

164 St. James St.,  
**MONTREAL.**

Works:  
**CARDINAL, ONT.**

53 Front St. East,  
**TORONTO.**

# DUNN'S PURE MUSTARDS

GIVE UNBOUNDED SATISFACTION.

The reason is—They are profitable to dealers and satisfying to consumers.

### CHEESE.

|                                    |        |
|------------------------------------|--------|
| Imperial—Large size jars, per doz. | \$8 25 |
| Medium size jars .....             | 4 50   |
| Small size jars .....              | 2 40   |
| Individual size jars .....         | 1 00   |
| Imperial Holder—Large size .....   | 18 00  |
| Medium size .....                  | 15 00  |
| Small size .....                   | 12 00  |
| Roquefort—Large size, per doz.     | 2 40   |
| Small size .....                   | 1 40   |
| Paragon—Large size, per doz.       | 8 25   |
| Medium size .....                  | 4 50   |
| Small size .....                   | 2 40   |
| Individual size .....              | 1 00   |

### COFFEE.

|                            |       |
|----------------------------|-------|
| JAMES TURNER & CO. per lb. |       |
| Mexico .....               | 0 32  |
| Damascus .....             | 0 28  |
| Calvo .....                | 0 20  |
| Sirdar .....               | 0 17  |
| Old Dutch Rio .....        | 0 12½ |

### CLOTHES PINS.

|                                                            |      |
|------------------------------------------------------------|------|
| BOEKH BROS. & CO.                                          |      |
| Clothes Pins (full count), 5 gross in case, per case ..... | 0 55 |
| Doz. packages (12 to a case) .....                         | 0 70 |
| Doz. packages (12 to a case) .....                         | 0 90 |

### COUPON BOOKS—ALLISON'S.

For sale in Canada by—The Eby, Blain Co., Limited, Toronto. C. O. Beauchemin & Fils, Montreal

|                                                  |          |
|--------------------------------------------------|----------|
| \$1, \$2, \$3, \$5, \$10 and \$20 books.         |          |
| Un- Covers and num- Coupons bered. numbered.     |          |
| In lots of less than 100 books, 1 kind assorted. | 4c. 4½c. |
| 100 to 500 books .....                           | 3½c. 4c. |
| 500 to 1,000 books .....                         | 3c. 3½c. |

### Allison's Coupon Pass Book.

|                     |               |
|---------------------|---------------|
| \$ 1 00 books ..... | 3 cents each  |
| 2 00 books .....    | 3 cents each  |
| 3 00 books .....    | 3 cents each  |
| 5 00 books .....    | 4 cents each  |
| 10 00 books .....   | 5½ cents each |
| 15 00 books .....   | 6½ cents each |
| 20 00 books .....   | 7 cents each  |
| 25 00 books .....   | 8 cents each  |
| 50 00 books .....   | 12 cents each |

### EXTRACTS.

|                                          |        |
|------------------------------------------|--------|
| HENRI JONAS & Co. Per gross.             |        |
| 8 oz. London Extracts .....              | \$6 00 |
| 2 oz. " " (no corkscrews) .....          | 5 50   |
| 2 oz. " " .....                          | 9 00   |
| 2 oz. Spruce essence .....               | 6 00   |
| 2 oz. " " .....                          | 9 00   |
| 4 oz. Anchor extracts .....              | 12 00  |
| 1 oz. " " .....                          | 21 00  |
| 1 oz. " " .....                          | 36 00  |
| 1 lb. " " .....                          | 70 00  |
| 1 oz. Flat " " .....                     | 9 00   |
| 2 oz. Flat, bottle extracts .....        | 13 00  |
| 2 oz. Square " " .....                   | 21 00  |
| 4 oz. " " (corked) .....                 | 36 00  |
| 8 oz. " " .....                          | 72 00  |
| 8 oz. " " glass stop extracts .....      | 3 50   |
| 8 oz. " " .....                          | 7 00   |
| Per doz.                                 |        |
| 2½ oz. Round quintessence extracts ..... | 2 00   |
| 4 oz. Jockey decanters .....             | 3 50   |

### FOOD.

|                                     |      |
|-------------------------------------|------|
| Robinson's Patent Barley ½ lb. tins | 1 25 |
| " " 1 lb. tins                      | 2 25 |
| " " Groats, ½ lb. tins              | 1 25 |
| " " 1 lb. tins                      | 2 25 |

GILLETT'S POWDERED LYE.  
4 doz. in case .....

### JAMS AND JELLIES.

SOUTHWELL'S GOODS. per doz.  
Frank Magor & Co., Agents.

|                                           |        |
|-------------------------------------------|--------|
| Orange Marmalade .....                    | 1 50   |
| Clear Jelly Marmalade .....               | 1 80   |
| Strawberry W. F. Jam .....                | 2 00   |
| Raspberry " " .....                       | 2 00   |
| Apricot " " .....                         | 1 75   |
| Black Currant " " .....                   | 1 85   |
| Other Jams, W. F. .....                   | 1 55   |
| Red Currant Jelly .....                   | 2 75   |
| Jams— T. UPTON & CO.                      |        |
| 1-lb. glass jars 2 doz. in case, per doz  | \$1 00 |
| 5-lb. tin pails, 8 pails in crate, per lb | 0 07   |
| 7-lb. wood pails, 6 " " .....             | 0 07   |
| 14-lb. wood pails, per lb .....           | 0 07   |
| 30-lb. " " .....                          | 0 06½  |
| Jellies—                                  |        |
| 1-lb. glass jars, per doz .....           | \$1 00 |
| 7-lb. wood pails, per lb .....            | 0 06½  |
| 14-lb. " " .....                          | 0 06½  |
| 30-lb. " " .....                          | 0 06½  |

### LICORICE.

|                                                          |        |
|----------------------------------------------------------|--------|
| YOUNG & SMYLIE'S LIST.                                   |        |
| 5-lb. boxes, wood or paper, per lb .                     | \$0 40 |
| Fancy boxes (38 or 50 sticks) per box                    | 1 25   |
| " Ringed " 5 lb. boxes, per lb .....                     | 0 40   |
| " Aome " Pellets, 5 lb. cans, per can ..                 | 2 00   |
| " Aome " Pellets, fancy boxes (40) per box .....         | 1 50   |
| Tar, Licorice and Tolu Wafers, 5 lb. cans, per can ..... | 2 00   |
| Licorice Lozenges, 5 lb. glass jars ..                   | 1 75   |
| " 20 5 lb. cans .....                                    | 1 50   |
| " Furity " Licorice 10 sticks .....                      | 1 45   |
| " 100 sticks .....                                       | 0 73   |
| Dulse, large cent sticks, 100 in box                     |        |

### MINCE MEAT.

|                                     |         |
|-------------------------------------|---------|
| Wetthey's Condensed, per gross, net | \$12 00 |
| per case of doz., net .....         | 3 00    |

### MUSTARD.

|                                     |        |
|-------------------------------------|--------|
| COLMAN'S OR KEEN'S.                 |        |
| D. S. F., ½ lb. tins, per doz. .... | \$1 40 |
| " 1 lb. tins, " .....               | 2 50   |
| " 1 lb. tins, " .....               | 5 00   |
| Durham, 4 lb. jars, per jar .....   | 0 75   |
| " 1 lb. " " .....                   | 0 25   |
| F. D., ¼ lb. tins, per doz. ....    | 0 85   |
| " ½ lb. tins .....                  | 1 45   |
| JONAS' FRENCH MUSTARDS              |        |
| HENRI JONAS & Co. Per gross.        |        |
| Pony size .....                     | \$7 50 |
| Imperial, medium .....              | 9 00   |
| Imperial, large .....               | 12 00  |
| Tumblers .....                      | 12 00  |
| Per gross.                          |        |
| Mugs .....                          | 13 20  |
| Plnt jars .....                     | 18 00  |
| Quart jars .....                    | 24 00  |

### MATCHES.

|                                     |        |
|-------------------------------------|--------|
| Eddy's Telegraph, 5-case lots ..... | \$4 00 |
| single cases .....                  | 4 20   |
| Telephone, 5-case lots .....        | 3 90   |
| single cases .....                  | 4 10   |
| Eagle Parlors, 20s, 5-case lots ..  | 1 50   |
| " " single cases .....              | 1 70   |
| " " 100s, 5-case lots .....         | 1 80   |
| " " single cases .....              | 1 90   |
| Victoria Parlors, 5-case lots ..    | 2 90   |
| single cases .....                  | 3 00   |

### ORANGE MARMALADE.

|                                        |        |
|----------------------------------------|--------|
| T. UPTON & CO.                         |        |
| 1-lb. glass 2 doz. case, per doz. .... | \$1 00 |
| 7-lb. pails and 5 and 7 lb. tins ..... | 0 07   |

### PICKLES.

|                                        |      |
|----------------------------------------|------|
| STEPHENS'.                             |      |
| A. P. Tippet & Co., Agents.            |      |
| Patent stoppers (pints), per doz. .... | 2 50 |
| Corked (pints), " .....                | 1 90 |

**RECKITT'S Blue and Black Lead**

{ ALWAYS GIVE YOUR  
CUSTOMERS SATISFACTION







## The Auer Gas Lamp

Money-Back Style.

THIS style is particularly suited for a reading light—the shades prevent the light from tiring the eyes and the burner can be raised just the same as any other students lamp.

IT can be carried around the house with perfect safety and as the base is heavily weighted there is no danger of its up-setting.

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AUER LIGHT CO., 1682 Notre Dame Street, MONTREAL.



No. 1

When you get right  
down to the fine  
point you'll  
find that



## "EMPIRE" SODA

BEST FOR BAKING

is the most profitable for you to handle, and the best, purest and surest Super Carb. Soda you can give your customers. Made and put up in handsome packets by

BRUNNER, MOND & CO., Limited,  
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Write for scale of charges, etc., to

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## Star Brand

COTTON  
CLOTHES  
LINES

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COTTON  
TWINE

Cotton Lines are as cheap as Sisal or Manila and much better.

For sale by all Wholesale Dealers

See that you get them.

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of any kind that is of value to business men supplied by our Bureau. We can give you market quotations from any town in Canada, reports from the city markets, stock quotations, etc. You can get commercial news from any Canadian paper through us.

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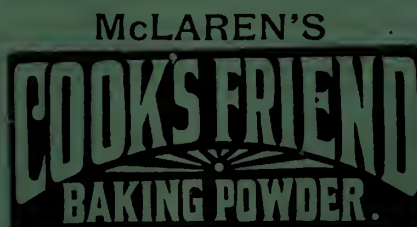
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Make or Extend a Business.



The Best Grocers make  
a point of Keeping it  
always in Stock.

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Write to us for illustrated Catalogue of our decorated Vase Lamps, even if you have bought. It's handy to compare sometimes.

and



## DECORATED OPAL

Bright, Attractive. 5c., 10c., 15c. and 25c. Counter Goods.

### OUR NEW LINES

#### INVADER ASSORTMENT.

Ink Stands, Matches, etc. to retail for 10c. each.

#### TURQUOISE ASSORTMENT.

A line of quick sellers in turquoise blue trays and boxes to retail at 10c. and 15c. each

#### SALISBURY ASSORTMENT.

The best line of vases on the market. Just the thing for Xmas trade. Retail for 10c., 15c. and 25c.

It's your own fault if you have not got one of our splendidly illustrated Opal Catalogues, as we are only too glad to send one for the asking and we want every up-to-date merchant to have one

EARTHENWARE, FANCY CHINA, GLASSWARE, CUT GLASS.

**GOWANS, KENT & CO.**  
TORONTO and WINNIPEG.

OTHER

Mince Meats may come,

OTHER

Mince Meats may go,

BUT

**WETHEY'S MINCE MEAT**

sells on forever.

For sale by all leading wholesalers.

MANUFACTURED BY

**J. H. WETHEY,**  
ST. CATHARINES, ONT.

# Crosse & Blackwell, Limited

## *Pickles, Sauces, Jams and Preserved Provisions.*

**C. E. COLSON & SON,**

**MONTREAL.**

CHAS. F. CLARK, President.

JARED CHITTENDEN, Treasurer.

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**Highest Awards  
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CELEBRATED

## CAFE NOIR BISCUIT

(The Original and Genuine)

We carry it in stock and we can Sample your trade. Send in a list of customers.

### FRANK MAGOR & CO.,

Agents for the Dominion.

16 St. John Street, MONTREAL

C. E. JARVIS & CO., Vancouver, Agents for B.C.



## Cultivating WEEDS

wouldn't be considered very profitable by the farmers, yet thousands of merchants are cultivating the weeds of business by continuing the Old Style Pass book—errors every day. Forgotten charges. Hundreds of little things make a big aggregate amount. Adopt the modern ALLISON COUPON SYSTEM and throw away your time-wasting devices. Look here—



### If a Man Wants Credit

for \$10, give him a \$10 Allison Coupon Book, charge him with \$10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. **NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING.** There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

For Sale in  
Canada by

The Eby, Blain Co., Limited, Toronto.  
C. O. Beauchemin & Fils, Montreal.

**ALLISON COUPON CO.,** Manufacturers,  
Indianapolis, Indiana.

## Symington's

## "Edinburgh" Coffee Essence

Is the Purest and therefore Best and Cheapest!

Refuse imitations said to be "just as good" as Symington's, and recollect that the careful process by which Symington's Essence is made eliminates all unpleasant properties.

ANYONE CAN DRINK IT.

**THOS. SYMINGTON & CO.,**  
EDINBURGH and LONDON.

Agents, **W. B. Bayley & Co.,** Toronto

Rotary  
Smoked Beef Shaver  
with Patented  
Self-Sharpening Device



No. 125, 2 Blades, \$18.00  
No. 129, 1 Blade, 18.00

Self-Priming and  
Measuring Pump



No. 97, \$5.50

Auger for above Pump



No. 97, 60 cents

## "ENTERPRISE"

### Rapid Grinding and Pulverizing Mill

Fitted with General Electric Co's. 1/2 H.P. Motor

The Machine is self-contained and is ready for connection to feed wire as shipped from factory

Will be furnished with Motor suitable for all conditions as to Current, Voltage, etc.

### GRINDING CAPACITY

#### FAST SPEED

Granulating 3 pounds of Coffee per minute

#### SLOW SPEED

Granulating 2 pounds of Coffee per minute

Pulverizing 1-2 pound of Coffee per minute

Can be regulated for Fine or Coarse Grinding while Mill is running

Pulverizing Grinders furnished only when so ordered

Illustrated Catalogue Mailed FREE. Order from your Jobber



No. 8712

Height, 30 inches. Width, 18 inches.  
Length, 22 inches. Weight, 250 lbs.

Capacity of Iron Hopper  
4 lbs. of Coffee

PRICE ON APPLICATION

**The Enterprise Manufacturing Co. of Pa.**  
Philadelphia, Pa., U. S. A.





# *Christmas!*

Codou's French Macaroni  
and Vermicelli.

Macurquarht's Worcester Sauce.

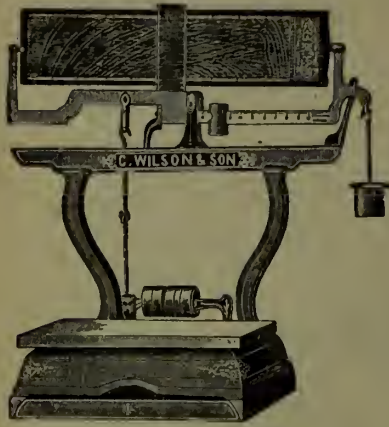
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Seeded Raisins—Dried Apricots,  
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*Sold by Leading Wholesalers everywhere.*

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## False Economy

To do without a good scale. Why, a poor scale can lose for you hundreds of dol-

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# C. Wilson & Son

69 Esplanade Street East,  
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# TOILET SOAPS

Now is the time to get your Xmas stock in.

We have the largest assortment in Canada.

JOHN TAYLOR & CO.,  
TORONTO.

Annual Sales  
Exceed  
33,000,000 lbs.



Grand Prix  
Highest Award,  
Paris 1900.

The extraordinary success of **CHOCOLAT-MENIER** all over the world, is rivaled by "**MENIER'S BREAKFAST COCOA.**" This Cocoa is absolutely pure. Sold this year for the first time in Canada and the United States, its sale is already enormous.

Ask your wholesaler for it. If he will not supply you, write to HERDT & CO., 180 St. James Street, Montreal, Canada.

A GOOD MARGIN OF PROFIT FOR THE RETAILERS.



## LITTLE HELPS FOR THE HOLIDAYS

Your Cigar trade should be at its best right now. If it lags at all, if it doesn't increase largely, then you can be pretty sure that the quality of your general stock is not what it ought to be.

My "Pharaoh" 10-cent and my "Pebble" 5-cent Cigars are leaders for trade. Once a man buys either brand he becomes a **permanent** buyer. Besides all this, you can make a better profit with my Cigars than you possibly could with any other brand said to be "just as good." Send in for that "trial order."

### Cigars.

J. BRUCE PAYNE, Mfr.,  
Granby, Que.

## Buy Lytle's Mince Meat

It is the kind that sells, because it is the good kind of mince meat that pleases customers. At this season the demand for mince meat grows, and the wise grocer keeps himself well stocked with the Lytle mince meat.

—Ask your whole-  
—saler for quotations,  
—or write direct.

**T. A. LYTLE & CO.,**  
124-128 Richmond St. West,  
**TORONTO**

## The Pure Quill

These November days bring the thought of Buckwheat Cakes to the front again, and when you think of them you call to mind the kind you used to enjoy so much. They had a **Buckwheat** flavor which you have failed to discover in the many so called Buckwheat Cakes offered to-day. So you have just about con-

cluded that pure Buckwheat was a myth, and in its place had come some sort of mixture, made by goodness knows what formula, except it was very shy of Buckwheat. Now, your customers are just like yourself, they too, are looking for some of the real old-fashioned stuff. You can give your customers a treat by getting

### Tillson's Pure Buckwheat Flour.

Not an ounce of anything but Buckwheat—pure and clean.

*THE TILLSON CO., Limited, Tilsonburg, Ont.*

RETURNED  
*Montreal office*  
 DEC 18 1901  
*memo 25*



A JAPANESE TEA-HOUSE GARDEN.

There are a good many reasons why a merchant should hesitate and duly consider the advisability and profitableness of handling teas of doubtful quality; but the sun never shone upon an excuse why a tradesman, having the most particular people as his customers, cannot profitably handle and sell

# JAPAN TEA

The tea of unexcelled purity, flavor and aroma; cultivated and grown in the greatest tea-producing country in the world, and under the careful supervision of intelligent growers. If you would continue on the right track, stick to **JAPAN TEA**, and you will never have reason for regret.

**JAPAN CENTRAL TEA TRADERS'  
ASSOCIATION.**

Trafalgar Chambers, Sun Life Building.  
Annex.

Tel. Main 4142. MONTREAL, CANADA.

That JAPAN Tea continues to increase in popularity with the public of Canada, in spite of the claims made in the advertising of our competitors that it is impure, adulterated, etc., is incontestable argument in favor of its high standard of excellence.



**ALWAYS BE PREPARED**

to supply your customers with our

# TEA ROSE DRIPS

**FANCY SYRUP.**

The price is right, reasonable, and will be readily paid by those who desire a syrup that's really very delicious. It is decidedly the best and only kind for you to sell your customers. It is put up in very attractive tins. For sale by all wholesale dealers.

**ROSE & LAFLAMME,**Wholesale  
Distributors,**MONTREAL**

## IVORY GLOSS STARCH

### IVORY GLOSS STARCH ASSISTS

AS WELL AS

**SELLS.**

The grocer should be assisted by all the business bringing methods possible, in order to increase his trade and produce a condition of profitable selling. **IVORY GLOSS STARCH** will prove a powerful link in the chain of business creating methods, by furthering the friendship between the seller and the buyer. Why? Because it never disappoints the user; and the satisfied customer assists in increasing trade for the dealer.

**IVORY GLOSS STARCH**

IS

Manufactured by

**THE ST. LAWRENCE STARCH CO., Limited,**  
**PORT CREDIT, ONT.**

## IVORY GLOSS STARCH

## THE GROCER'S FRIENDS



### "Golden Quintessences"

(FOR A 25c. LINE)

### "R. F."

(FOR A 10c. LINE)

DROP US A CARD FOR PRICES

They please his trade,  
Show a good profit  
and  
Are always satisfactory.

PREPARED BY

**THE ROBINSON MFG. CO., 59-61 Front St. E., TORONTO**

## Green Fruit is Scarce.

People are using more Mince Meat than ever before, and they want "**NEILSON'S**" Home-Made, because they know it's always good. Put up in 2-lb., 5 lb. tins; 12-lb., 27 lb., pails, and 65-lb. tubs; quality guaranteed. Try a small order, you can have it enclosed with your other goods.

Tel.—Park 294.

**WM. NEILSON, 60 Lynd Ave., Toronto**

# CHOICE MEDITERRANEAN FRUITS...

The following MALAGA RAISINS, in boxes and  $\frac{1}{4}$ -boxes:

ROYAL CLUSTERS  
DEHESA CLUSTERS  
CHOICE CLUSTERS  
BLACK BASKETS  
IMPERIAL CABINETS

A full line of all other seasonable fruits and nuts, of exceptional quality.

## "Paradise" and "Haycastle" CURRANTS

The choicest productions from the most favored district in Greece. Cases and  $\frac{1}{2}$ -cases.

**W. H. GILLARD & CO.,** Wholesale Grocers. **HAMILTON, ONT.**



THE DOMINION BREWERY CO., LIMITED  
Brewers and Maltsters  
TORONTO

Manufacturers of the Celebrated

## WHITE LABEL ALE

ASK FOR IT AND SEE THAT OUR  
BRAND IS ON EVERY CORK.

Our Ales and Porters have been examined by the best Analysts, and they have declared them Pure and Free from any Deleterious Ingredients.

WM. ROSS, Manager.



**An INDISPUTABLE POINT**

**PATERSON'S "Camp" Coffee** Reg.

**IS THE BEST**

Producing a cup of delicious coffee at a moment's notice.

R. Paterson & Sons  
GLASGOW.

**Batty & Co.**  
ESTABLISHED 1824  
LONDON.

**SAUCE**

**SAUCE**

**OLIVES AND PURE OLIVE OILS.**

**INDIAN CURRIES AND CHUTNIES.**

Makers of High-class

**PICKLES** OF ALL KINDS.

**SAUCES** OF ALL KINDS.



# TEA AND ITS HISTORY. ✱

PARTICULAR REFERENCE TO THE  
JAPAN DESCRIPTION.

BY T. MIZUTANY.

THE very origin of tea in the world's history is not known, but it is said that China first cultivated the plant from a wild to a regular plantation in the middle of the fourth century of the Christian era. It became known among the Europeans in the middle of the seventeenth century through the Dutch, who were the only nationality in close touch with the Chinese at that time. China teas were transplanted to India, where the Government protected the cultivation with great care. Experimental plantations were started by the Government on the hills of Assam, and at different points on the southern slopes of the Himalayas, while a certain portion of land was granted to the first private tea company in India in 1839. It is only since 1851 that tea planting in India has made a remarkable success. It is said that The East India Company, who wished to make a present to the King of England in the seventeenth century, had to buy a small quantity of tea at a very high price—about \$15 per pound.

Since the beginning of 1890 the cultivation of tea in Ceylon has made such wonderful progress that they now supply nearly one-third of teas consumed in England.

The leading tea-producing countries at the present time are China, India, Japan and Ceylon. The total consumption of tea at present in the world amounts to nearly 500,000,000 pounds, Australia and England being the most consuming nations, the Canadians, Americans and Russians next to them. The domestic consumption in China and Japan is not known, but the quantity is said to be far more per head than in the United States and probably very near to that of the English.

## A SHORT HISTORY OF JAPAN TEA.

The origin of tea-drinking in Japan is traced back as far as 1,200 years. It was first introduced from China, by a priest who studied the Chinese classics for a good many years in China, and brought back with him some seed of tea plants on his return to Japan. It is said that tea cultivation was very much encouraged by the emperors in mediaeval history in Japan. The private cultivation has been also undertaken by different companies and individuals who pushed the trade upon the public that has resulted in general consumption among all classes of people at the present age. In fact, tea has been the most important beverage in Japan for more than 700 years.

Some 700 years ago a landlord in the middle part of the Empire chose three localities for tea cultivation. Uji, Daigo and Togano were selected as the most suitable soils for the plantations. Since the contemporary Shogun himself was a great lover of tea, most of the noblemen and provincial chiefs were interested in its cultivation and encouraged their subjects to promote tea-raising and drinking.

Tea-drinking in Japan has made such

remarkable progress that it has produced a peculiar custom called a Ceremonial Tea, which is widely known throughout the world. Shuko, an enlightened priest, is said to have originated this tea ceremony. After many generations Rikyu Sen, also a priest, improved the forms of ceremony which were admired throughout the country, and are still considered the best now existing in Japan. Let me describe a little of the tea ceremony, as it may interest you to know about it. The tea party is held in the corner of a room shut off by a beautiful folding silk screen and fronting a picturesque garden. The party generally consists of six persons, including the host, the room being the size of four-and-a-half mats, allowing about four feet square for one person. The first rule of the ceremony is the cleanliness. The host himself has to welcome his guests, since no servant is allowed in the room. The tea room is decorated with a hanging picture on the wall. The picture generally represents the best art of Japan, only the celebrated ones being selected for such occasions. After the formal greetings are exchanged the host lights the charcoal in the brazier on which a regular iron kettle is placed. When the necessary utensils are arranged in right order the boiling water is poured into a beautiful antique cup containing powdered tea already made. The host stirs up the powdered tea with a particular kind of utensil and makes it ready to serve. The guests have to drink it out in three mouthfuls and a half, turning the cup in proper manner meanwhile. The regular tea cakes are served with it. There are two kinds of ceremonial teas, viz., the strong and the weak. In serving the strong teas one and the same cup is handed around to each guest in turn, the last person finishing the cup. Generally after the strong tea the weak is served.

Even at the present time the old-fashioned ceremonial tea is observed among nobilities and higher class of people in Japan. It is a general custom among these people to educate their daughters first with the tea ceremony, floral art and music being next to it. It is said that it requires at least three years to complete only a branch of the ceremonial tea. It is considered an advanced art higher and more sublime than any other lessons for ladies.

Tea drinking after all became so common that everybody, from the rich to the poor, takes the tea as an indispensably daily beverage and the custom has so far developed that whenever any visitor comes tea should first be served.

Since Japanese ports were opened to the foreign trade some 50 years ago tea has been exported in a large quantity with rapid progress which encouraged the plantation to such an extent that nearly the whole Island of Japan is planted with tea shrubs. The most desirable districts are located in the middle portion of the country, such as Schizuoka, Miye, Yamashiro, etc.

Tea forms a principal item of Japanese export trade to America. America now

consumes about ninety millions of teas every year, the Japans and Oolongs constituting from 60 to 65 per cent. of the total importation, the rest being mostly supplied by Chinese.


Formosa is another important island for the production of tea. The Oolongs so familiar to the American public are principally imported from Formosa.

## CULTIVATION OF THE JAPAN TEA

Tea is one of the hardest of all tropical plants, although severe frosts check its growth and diminish its yield. The plant is, therefore, suited for a wide range of climate, but the best climate for it is that which is warm, moist, and equable throughout the year. These conditions are best obtained on the slopes of the mountains, within the tropics, or in subtropical regions, and in such situations tea is chiefly grown up to an elevation which varies with the latitude. The soil best suited to the tea plant is virgin forest soil, a light, rich, friable loam containing a good supply of vegetable mold or humus, or of organic substance or some other form. Japan is peculiarly suited for tea plantations, since the country is so hilly and mountainous that it furnished most desirable climate and soil as above mentioned.

As to cultivation, the seeds are first moistened and dried again until they begin to sprout when they are lightly covered with earth. As soon as the plants have grown four or five inches in height they are transplanted to the regular plantation where they are arranged in rows at a distance of about three feet apart. Different from China or India, in Japan we manure the plants twice a year, spring and winter. The plant is allowed to grow from three to four feet in height and is trimmed down every year in order to retain its natural aroma and strength in the smallest space. The blossom is white, consisting of five round-shaped petals and blooms in the winter, but is not very much seen in the plantation, as they pick off the blossom for fear of weakening the real richness of the tea. In Japan the first crop of leaves is gathered from the plant at the end of three years, but care is taken not to exhaust the plant by stripping it too closely. The leaves are picked three or four times a year, according to the age of the plant and the climate of the plantation. The first crop, which generally begins at the last week of April, is the most in quantity and the best in quality. In the season, nearly all the country boys and girls are employed in the picking. The cultivation of the ceremonial tea plant and the dew drops, "Gyokuro," is somewhat different from the ordinary ones. These plants are covered with matting or heavy straw in winter time to avoid the injuries of frost and snow. When the spring comes the shelters are all taken away and the plant is exposed to the sun, which makes it sprout at once. The young tender leaves only are picked and sent to the firing establishment. It is said that some of the very best of ceremonial teas are made of the leaves of the very old plant, sometimes 700 or 800



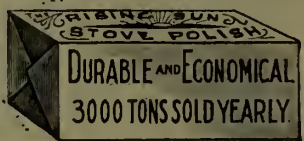


# RISING SUN

STOVE POLISH

## IN CAKES

WELL KNOWN AND RELIABLE



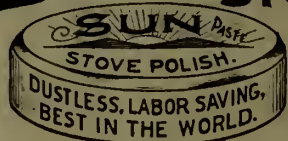
DURABLE AND ECONOMICAL  
3000 TONS SOLD YEARLY

# SUN PASTE

STOVE POLISH

## IN TINS

GUARANTEED TO THE TRADE



DUSTLESS, LABOR SAVING,  
BEST IN THE WORLD.

Our packages are larger and more attractive in style than any others.

The quality of our goods is superior to anything else on the market.

**MORSE BROS., Proprietors, Canton, Mass.**

For sale by all Wholesale Grocers; also the McClary Mfg. Co., London, Montreal, Winnipeg, Vancouver and Toronto.

years of age. Hence the tea plant is considered as one of the strongest shrubs.

#### PREPARATION OF JAPAN TEA.

The leaves gathered as above mentioned are first sifted with a large sieve, and after the dead leaves, straws, etc., are sifted out, they are sent to the steaming room, where the water is boiling in a large iron pan upon which it is placed with a bamboo-meshed tray containing about a half pound of the pickled leaf and then covered with a wooden lid to prevent the steam from escaping. After a short time the steam begins to escape from the top and then it is ready for stirring up the leaves inside. The operation of steaming and stirring is repeated again and again until the leaves become perfectly tender and delicate, when they are placed on the table beside the pan and cooled off again. The process is the most important part of the preparation, since the steaming has such an influence on the color and flavor of tea that no inexperienced hands can do it. As soon as the leaf gets cool it is carried in flat baskets to the firing place. In this room there are bin-like furnaces built of bamboo and mud, each being 6 x 3 feet, and 3 feet high. In each of these furnaces about 40 pounds of charcoal is fired from the previous night and kept under ashes. Over the fireplace a certain kind of thick paper, 7 x 4 feet, is spread, and the steamed leaf, about two pounds at a time, is spread and dried upon the paper. When it is dried a little it is roughly rolled and then sent to another warm furnace, where it is further twisted in various methods until the leaf is perfectly dry and brittle. The Japan tea is generally classified into three kinds, basket, uncolored, and regulars. These names are not known among the natives except the direct exporters, who use them as they were first named by English and American importers.

The export teas require a little more work, viz., the refinement. They are refined with an intense heat in the baskets or iron pans by machinery, so that they can stand any climate in foreign countries. After the necessary process the dust is sifted and the leaves are ready for packing. The packing is done in the most careful manner, perfectly free from moisture or absorption of any smell, and thus they are shipped over all the world. —The Retailers' Journal.

O'Leary & Denis, who have been carrying on business as general merchants at Hastings and Roseneath, have assigned to L. F. Clary, barrister, etc., Hastings.

#### ADJUSTABLE TABLE FOR THE STORE.

AT this particular season the merchants of various cities and towns are arranging plans and changes in their stores and fittings in preparation of Christmas and the holiday trade. Our readers will admit that it is absolutely necessary to display goods to the best possible advantage, so as to secure quick sales; a lot of business in every line of trade is crowded into a few weeks for novelties and presents. From recent conversations with leading merchants it is the general opinion that if visitors do not see the article required before them in walking through a store, or in a front window, they do not take the trouble to ask if it is kept in stock.

A most suitable device for the proper display of nearly all classes of merchandise is the adjustable display stands or tables. You can move them about your store, from place to place, doing away with the long, old-fashioned counters which occupy the whole length and width of the store, leaving only a small passageway on each side, and obstructing nearly all the light in daytime and spoiling the effect of illumination at night.

The advantages in using the adjustable display stand is that you can place it in six positions, and no matter what angle it is placed at there is no danger, as the automatic self-locking device will hold it in position. If your store should be crowded or a special sale on you can fold them up and set back out of the way, thus giving a clear floor space, which is a decided advantage in a busy store. You do not require to remove the goods to alter the position, as each shelf remains on a level while you change the stand. As far as weight is concerned they will hold half a ton without danger of breaking or sagging down, and are fitted with castors or rollers which allow of a free and easy movement on the floor. There are over 12,000 in use from Newfoundland to Vancouver. Different sizes, styles and wood finishings are made to match as nearly as possible present fittings in use.

A very handsome illustrated booklet showing the stands with different displays of goods, which will assist you in decorating your store or window, is sent free on application to the manufacturers,

Boeckh Bros. & Company, Toronto, who will be pleased to furnish any information required.

#### THE INDIAN TEA CROP.

The following circular is circulated under date of October 12, 1901, by the committee of the Indian Tea Association :

"I am directed by the general committee of the Indian Tea Association to intimate that the following figures have been supplied by Calcutta agency houses showing the quantity of tea manufactured on September 30, 1901, as compared with the quantity manufactured on September 30, 1900. Returns up to date of publication have not been received from Andrew Yule & Co., Davenport & Co. and Mackinnon, Mackenzie & Co. The figures do not include any returns from native gardens, Dehra Dun or the Kangra district :

|                  | Manufactured to Sept. 30, 1901.<br>lb. | Manufactured to Sept. 30, 1900.<br>lb. |
|------------------|----------------------------------------|----------------------------------------|
| Assam .....      | 48,521,567                             | 52,047,133                             |
| Cachar.....      | 16,328,863                             | 20,105,826                             |
| Sylhet.....      | 18,866,492                             | 23,313,645                             |
| Darjeeling.....  | 5,164,559                              | 5,825,452                              |
| Terai.....       | 2,199,728                              | 2,783,787                              |
| Dooars.....      | 19,160,281                             | 20,287,686                             |
| Chota Nagpur...  | 108,160                                | 116,302                                |
| Chittagong ..... | 488,112                                | 654,650                                |
| Total.....       | 110,837,762                            | 125,134,481                            |

#### SUBSTITUTE FOR A CLOCK.

"William H." (Tyersal) has discovered what he terms a "pleasing substitute for a clock." He had occasion to call at a farmhouse for tea the other day, and he ordered boiled eggs, underdone. The farmer's wife sang, "Rock of Ages" whilst tending the boiling of the eggs.

"I greatly enjoyed that bit of singing," said my correspondent afterwards to the old lady. "But why did you sing only one verse?"

"Well, you see, sir," she said, "when I wants the eggs soft I only sing one verse; when I wants 'em hard I sings two verses. I ain't got no clock, but the 'Rock of Ages' serves me beautiful for egg-boiling."

There's a valuable tip for Answerites! No charge!—Answers.



# AN ENQUIRY    ☪    ☪    ☪

If you have one for **First-Class Japan Tea** buy our

## “R.T.S.”

We also have the celebrated “**KIJI**” and “**L.S.**” brands.

**LUCAS, STEELE & BRISTOL, Wholesale Grocers, Hamilton, Ontario**

**Now 18** but can't  
stay there

Have booked hundreds of orders for our 25-cent “**KINCORA**” at 18 cents, but will be obliged to advance a cent if

we want to keep the quality right. Just now it never was better and this is how we intend keeping it. Have we got your order yet? Let us have it before December 1st.

**JOHN SLOAN & CO., - - TORONTO**

## Stop Looking for Trouble and Happiness will get after you

Every Grocer should teach his customers to anticipate pleasure. Here are a few directions—if followed closely life's cares will become comforts.

**In the Morning—** *A Cup of Mecca Coffee* (the finest the world produces), will put anyone in good humor.

**At Noon—** *A Cup of Bensdorp's Cocoa* (none better), will be found beneficial and strengthening.

**At Night—** *A Cup of Ram Lal's Tea* (the finest grown), will be found delicious and enjoyable.

Something pleasant to look forward to three times a day. Get your customers interested and be sure you have the goods in stock.

**JAMES TURNER & CO., Wholesale Grocers, Hamilton, Ont.**

**IN  
STORE  
NOW**

**NEW SEASON'S  
FRUIT  
NUTS  
PEELS**

**CANNED SALMON.**

**THOS. KINNEAR & CO., Wholesale Grocers,  
49 Front Street East, TORONTO.**

**TRADE CHAT.**

**B**Y breaking through a small window in the rear, and forcing the door, burglars gained admittance to the general store of Geo. Precious, Main street south, London, Ont., and stole \$50 worth of goods. The goods taken include small groceries, smoked meats, boots and shoes, and about \$8 in coppers.

R. E. Moore intends to light his general store at Lion's Head, Ont., with acetylene gas.

Archie McLean has opened up a general store at New Rockland, near Richmond, P.Q.

G. S. Marshall, Merlin, Ont., has sold out his grocery business to Scales & Halliday.

E. N. Smith is opening a new grocery store at the corner of Lochiel and Victoria streets, Sarnia, Ont.

Henry M. Moxon, is preparing to start a grocery in the store occupied by the late Thomas Flemming, Woodstock, Ont.

At Montreal, Alphonse and Andrew Delorme, who had been in business at Montreal as tea and coffee merchants, have dissolved.

Burglars entered R. Pearson's general store, Codrington, Ont., on November 21,

and stole a quantity of clothing, tobacco, and some other small articles.

Lindsay's elevator at Beresford, Man., was burned on Friday night, November 22, and its contents including 30,000 bushels of wheat destroyed.

At Wingham, Griffin's grocery store was scorched and a quantity of its stock damaged by fire on November 19. The loss is partly covered by insurance.

Edward Goodison has retired from the firm of E. Goodison & Co., general merchants, Streetsville, Ont., and intends removing to Toronto.

George Street, grocer, Wentzerell, Cape Breton, had a valuable horse killed at Lowrey's Crossing, near Sydney, C.B. The driver escaped by jumping from the rig.

William Dean purchased the stock of Dean & Co., grocers, St. John, N.B., for \$575, which was sold by the bailiff to satisfy a claim of Thos. Dean, sr., for rent amounting to \$900.

Henry Bonnel has purchased Robert Clarke's interest in the Walters Falls Flour Mills, near Markdale, Ont., and, on November 1, the new partner took possession, the name of the firm being changed at the same time from Olmstead & Clarke

to Olmstead & Bonnel. It is Mr. Clarke's intention to retire from business, owing to his precarious health.

A. S. Cain, grocer, Dundas, Ont., has leased the shoe store now occupied by Gilbert, the shoeman, for a term of five years. He will take possession of his new quarters about January 1, next.

A. R. Letreault, has purchased the cheese factory at Nutt's Corners, near Maitland, Ont., and has greatly improved the building in which he has placed new machinery at a cost of \$1,750 for making butter.

At Woodville, Ont., a meeting was held which was unanimously in favor of granting a bonus to the amount of \$15,000 to the Canadian Dressed Poultry Co., which was desirous of locating in that town.

At Starr's Point, N.S., they have picked over 7,000 barrels of apples from the orchards of the Starr Bros. It is said that many apple growers in Nova Scotia will net from \$3,000 to \$4,000 each, this season.

At Rat Portage, Ont., an English company has been formed for the purpose of erecting and running a large flour mill to be located on Tunnel Island. The mill, which will be commenced next spring, is to have a capacity of 3 500 bbls. per day, and the product will be entirely for export. The



## A Christmas Remembrance.

If you have friends or relatives in the British Isles to whom you wish to send a Christmas remembrance, you will show good taste by sending some

## MacLaren's Imperial Cheese

We are making a shipment of Christmas parcels about December 1st. Send your card so that we can enclose it in the parcel. We will send carriage free.

Small size - \$3.00 per doz.

Medium size - \$6.00 per doz.

**A. F. MacLaren Imperial Cheese Co., Limited, 51 Colborne St., Toronto.**



# MALAGA FRUITS.

See Our Travellers.

## THE DAVIDSON & HAY, LIMITED

36 Yonge St.

Toronto.

power will be supplied by The Keewatin Power Co., which will also supply electricity to Winnipeg, Man.

Watt & Gordon, wholesale grocers, 1260 St. Lawrence street, Montreal, were visited by burglars on November 19, who attempted to blow up the safe by drilling a hole in the top, but as their efforts were unsuccessful, they decamped with \$3 which they found in a drawer.

Alphonse Desjardins, a grocer of Montreal, left his horse and rig standing outside while he went into a store to transact some business. During his absence they disappeared. After searching high and low for his missing property, he reported the matter to the Montreal police, but as yet no trace has been found.

At Owen Sound, Ont., the last carload of machinery for Chandler & Co.'s corn mill has arrived, and is being installed. In a few days the mill will be started, as The Wm. Kennedy & Sons Co., Limited, will cut the main drive-shaft so that the corn-mill machinery can be operated independently of the elevator's plant.

James Stewart, who has had charge of the transporting business of the Canada Atlantic Railway, at Coteau, Que., is in Kingston, Ont. During this year some 13,000,000 bushels of grain were handled by his railway and by the Kingston and Montreal Forwarding Co.

### PHYSICIANS AND CANNED GOODS.

ALL physicians are not fools—God help the human race if they were—but many fools are physicians. If proof of the truth contained in this statement is desired, The Canner will recite one or two of the suggestions found in the replies of medical men to the inquiries of the Canadian Inland Revenue Department, which, on account of the frequency which newspapers attribute illness to the use of canned goods, made a report on this subject, the report being based on the opinions of the large number of physicians submitting their views and recommendations. Among the suggestions were the following:

Vessels of glass or earthenware should be used instead of tins or cans.

The sale of canned goods should be prohibited after a certain lapse of time from the date of their manufacture. The periods suggested varied from six months to two years.

There were also the usual all-wise observations concerning the inspection of canneries, keeping canned goods in cold storage, keeping them out of the sunlight, and stamping on the cans the date of filling, but the suggestions that glass or earthenware be used instead of tin, and that the sale of canned good six months old be prohibited, take the bun. It is really amusing to think of the opinions of the impracticable medics. And it is difficult to avoid the suspicion that, having found canned goods

unproductive of patients, the dear doctors would send the industry to the bow-wows if they could. It would go there in a jiffy if their suggestions were to be carried out. That glass is more expensive and is liable to loss on account of its being so easily broken, settles the question of its displacing tin to any calculable extent, while the use of earthenware is too ridiculous to be given a moment's thought. The physician who would prohibit the sale of canned goods six months old must have a head like a gourd. Such ignorance, hardly excusable in a layman, is unpardonable in a graduated doctor of medicine. The baldest diploma-mill in the world would be ashamed of such an ass.

Adolphe Segault, a farmer at L'Ange Gardien, Que., is charged by Treffe La Marche, cheese factory owner of the same place, with violating Act 53, Victoria 42, re milk, butter and cheese, by supplying adulterated milk to his factory. Several experts gave their evidence at the trial before Judge St. Julien.

J. D. Irving, Buctouche, N.B., has just completed a new roller mill which has been equipped with the most modern machinery. Its eight sets of rollers can grind 60 bushels per hour, and it has a capacity of 75 barrels of wheat, 75 barrels of buckwheat, and 150 barrels of corn per diem. The feed and chop department is also most up to date.



### THE BEST WAY TO SECURE TRADE

is to give the best value for the money. Other Preserves are good, but

### Upton's Jams, Jellies and Marmalade

are excellent.

A. F. MacLaren Imperial Cheese Co., Limited, Agents



## BUSINESS CHANGES.

## DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

**D**ENNIS DOYLE, general merchant, Hawkesbury, Ont., is offering to compromise.

Evans Bros., bakers, Richmond, Que., have assigned.

Joseph R. McMullen, grocer, Yarmouth, N.S., has assigned.

R. Craig, general merchant, Smith's Falls, Ont., has compromised.

Ed. Noel, general merchant, Montmorency Falls, Que., has assigned.

P. M. A. Labelle, of The Aylmer Creamery, Aylmer, Que., has assigned.

John Targer, tobacco merchant, Ottawa, has assigned to W. A. Cole.

J. M. Langlois, general merchant, Magog, Que., is offering 25c. on the dollar cash.

Patrick G. Dunleavy, jobber, etc., Head Twp., Ont., has assigned to William H. Williams.

Fred. F. Mirandi, general merchant, Gananoque, Ont., has assigned to Joseph T. Green.

P. Langis, general merchant, Shawanigan Falls, Que., has compromised at 50c. on the dollar.

The creditors of Gilbert Kennedy, grocer, Wyehbridge, Ont., held a meeting on November 25.

Wm. Smith, general merchant, Point Gattineau, Que., is offering to compromise at 25c. on the dollar.

W. A. Stevens, general merchant, Hillsboro', N.B., has assigned to the sheriff, and held a meeting on November 26.

The creditors of A. M. Beshard, general merchant, Beauce Junction, Que., will meet on November 30, to appoint a curator.

The Canadian Butter Supply Company, Montreal, has demanded an assignment from P. A. Labelle, cheese manufacturer, Aylmer, Ont.

Nathan Dupuis, grocer and dry goods merchant, Penetanguishene, Ont., has assigned to R. O. Wade, Toronto. His creditors met on November 24.

F. J. K. Alexander, general merchant, and lobster packer, Little River E., and St. Agathe, Que., has assigned to Chartrand & Turgeon, provisional guardians.

## PARTNERSHIPS FORMED AND DIS-SOLVED.

Ross & Scott, grain merchants, Tilsonburg, Ont., have dissolved.

Slavis & Racicot, cheese and butter makers, South Stukely, Que., have dissolved.

J. & L. Coon, millers, Morton, Ont., have dissolved. J. Coon is continuing the business.

Craige & Stedman, general merchants, Smith's Falls, Ont., have dissolved, and R. Craige continues.

## SALES MADE AND PENDING.

The assets of A. Lepine, Montreal, will be sold on December 2.

Chas. Mills, grocer, Hamilton, is advertising his business for sale.

Peter McAulay, general merchant, Grace Bay, N.S., is advertising to sell out.

W. M. Murch, baker and stationer, St. Thomas, Ont., is offering his business for sale.

The stock of W. F. Bremner, general merchant, Baldur, Man., is to be sold by auction.

The stock of Laforest & Hogarth, general merchants, Victoria Mines, Que., is advertised for sale by auction on December 4.

Stewart & Burke are advertising The Glencoe Cheese Factory, Glencoe, Ont., for sale.

The assets of F. Cardinal & Co., St. Stanislas de Kaska, Que., were sold on November 27.

The stock of Germain Fournier, general merchant, Hebertville, Que., has been sold at 60c. on the dollar.

The stock of Alphonse Ruest, general merchant, St. Donat, Que., has been sold at 72c. on the dollar.

J. Miller & Sons, dry goods, grocers, etc., Oshawa and Port Hope, have sold out their Port Hope grocery business.

The stock of Charles J. Shirley, confectioner and restaurant, Owen Sound, Ont., is advertised for sale by tender.

The real estate of Merritt Bros. & Co., wholesale grocers, St. John, N.B., is advertised for sale by sheriff, February 22, 1902.

## CHANGES.

Patrick Seagriff has opened a new grocery store at Norway, Ont.

Jobin & Fleury have registered as tobacco dealers, Quebec, Que.

A. L. Stewart, general merchant, Winnipeg, Man., has given up business.

Irwin Bros., general merchants, Low, Que., have returned to Kazabazua, Que.

The premises of F. Deschamps & Co., grocers, etc., Montreal, have been closed.

A. M. Monat & Co. succeed Douglass & Monat, general merchants, Dauphin, Man.

F. Poirier & Son, general merchants, Shediac, N.B., are succeeded by O. Poirier.

H. T. Warne, general merchant, Digby, N.S., has opened a branch store at Deep Brook.

N. A. Prevost, grocer and liquor merchant, Montreal, has sold out to J. G. Prevost.

Wm. McPherson, baker and grocer, Blenheim, Ont., has sold out to George M. Campbell.

C. F. Avar & Son, general merchants, Great Shemogue, N.B., are succeeded by F. M. Gould.

J. H. Prichard, grocer and hardware, Campbellton, N.B., has sold out to F. W. Wortman.

Thomas Grace, general merchant, Gracefield, Que., has opened a branch store at Low.

Levesque & Splude, general merchants, Eel River Crossing, N.B., are successors to Wm. Currie & Co.

Odilon Duval, general merchant, St. Alexis de Montcalm, Que., has sold out to Alphonse Fontaine.

The stock of V. L. Matthews, grocer, Fredericton, N.B., has been sold to Hatt. Morrison Co., Limited.

Capt. James Adams, of the 48th Highlanders, Toronto, has purchased the grocery business of Miller & Barlett, Port Hope.

Edgar H. Holmes has registered his consent that his wife, Gertrude A. Holmes, should carry on a general merchandise business at North River, N.S.

J. D. Deal, general merchant, Rose Bay, N.S., has removed to Upper Kingsbury. Joseph Reid, confectioner, etc., Pilot Mound, Man., has sold out to H. Agnew.

## FIRES.

Morse & Jack, general merchants, Wallaceburg, Ont., were partially burnt out.

C. N. Griffin, grocer, Wingham, Ont., had his premises partially destroyed by fire.

## DEATHS.

James Wilson, general merchant, Vicars, Que., is dead.

## A CANADIAN TRAVELLER IN ENGLAND.

**M**R. WM. H. EVANS, of The Canada Paint Co., Montreal, who is a candidate for a director of The Dominion Commercial Travellers' Association, has had some unique experiences. When on a tour in England visiting the cathedral cities he halted at St. Albans, Hertfordshire, to see the venerable abbey there. Harpenden races were in full blast and St. Alban's, close by, was, towards evening, literally packed with a hilarious, good humored but hungry crowd and Mr. Evans sought in vain for a quiet retreat where he could have a grilled mutton chop and a glass of "bitter." At the various refreshment places the only items offering were Melton-Mowbray pies and Banbury buns, with gingerbread ad lib. This fare would scarcely suit a Canadian whose appetite had been whetted by sight-seeing, and Mr. Evans meandered to that old stagecoach house, "Peacock Inn," where innumerable four-in-hands, brakes, hansoms, growlers, coster carts, and every conceivable thing on wheels, ancient or modern, were drawn up, the occupants loudly calling for refreshments, liquid and otherwise.

Said the ubiquitous "Boots" at the Inn, "Dining room full, sir!; coffee room packed like 'errings, no chawnee for a chop or even 'am and eggs!'"

The weary traveller pulled in his belt almost three notches and was about to turn away, when he espied, through a partially closed door, a cosy room with only a quartet of genial-looking gents sitting within its sacred precincts. The first thought was, perhaps they are representatives of Royalty or, mayhap, some of the gentlemen from the country families, or, perchance, privileged reporters (who generally get the best), but an open order book at which one gentleman was industriously scribbling told him, intuitively, it was the commercial room, that sanctum sanctorum, where peace and calmness reigned and no outsiders were allowed.

Calling one of the gentlemen, Mr. Evans handed him his card and showed the certificate of The Dominion Commercial Travellers' Association, of Montreal. Open sesame! This was the passe-partout. Introductions followed—dinner was about to be served, and a jolly good time was spent by "the intelligence department of commerce," as travellers have been dubbed. The Englishmen could not do enough for their impromptu Canadian visitor and it was late, or rather early, when the Montrealer reached the Midland Grand Hotel, St. Pancras, London, where his waiting friends had become so uneasy that they were about to send out a "still" alarm to search the cloisters, catacombs, and crypt of St. Alban's Abbey.

John Murphy & Co., grocers, corner Metcalfe and St. Catherine streets, Montreal, have purchased a building on the east side of their present premises, and are going to enlarge their business.

## YOUR ADDRESS INSIDE.

Our little engraved telescoping case.

Identifies you in case of accident.

Restores your keys if lost.

Change address without cost.

Nickel plated case. Best steel ring.

25,000 in use. Liberal terms to Agents.

NEW CENTURY CO. 204 A BLEURY ST MONTREAL, P.Q.





WE HAVE A FULL STOCK OF

# CALIFORNIA PRUNES

60/70—90/100 Boxes, 25 and 50 lbs. 30/40—50/60 Boxes, 25 lbs.

WE OFFER A SNAP IN 120/140's—Boxes 50 lbs., at 4½c.

THE **EBY, BLAIN CO.,** LIMITED  
 WHOLESALE GROCERS, Etc. **TORONTO.**

OUR SPECIALTY IS "COFFEE"—WE CONTROL THE FAMOUS "KIN-HEE" COFFEE IN CANADA.

## MANITOBA MARKETS.

Winnipeg, November 25, 1901.

THE chief item of interest to-day is the discussion of the Privy Council's judgment on the Manitoba Liquor Act. The expressions of opinion are extremely varied, and probably the greatest guessing is being done on what action the present Government will take. It is within their power to pass an Order-in-Council within the next 30 days bringing the Act in force at the end of the present license year, or on May 1. The Government has not been heard from in the matter so far.

**CEREALS.**—The rolled-oat situation has intensified during the week; prices have advanced and the demand is heavy; large shipments of Manitoba rolled oats are going east. Rolled oats, 80-lb. sacks, \$2.45 to \$2.50, and smaller sizes in proportion; granulated and standard, \$3 to \$3.05; rolled wheat, \$2.30. Cornmeal has again advanced and is now quoted at \$2. Split peas, barley, and pearl barley are without change. Beans have again weakened and are now \$1.90.

**RICE.**—Quotation for Japan are expected within the next few days. Other lines are in nominal demand and without change.

**COFFEE.**—Since the recent jump coffees eased again a little, but reports from first hands would indicate still higher prices. Big firms in the United States are buying large stocks on their own account so it would seem safe to assume that coffee is bound to go higher. Green Rios, Nos. 5 and 6, are still quoted at 10½c.

**NUTS.**—From latest reports it would appear that Tarragona almonds are in short supply at the present time, but more liberal shipments are expected very shortly. New filberts are in and quoted at 11c. New Grenoble walnuts are due to arrive in 10 days. Pecans and Brazils are without change.

**DRIED FRUITS.**—Nothing new to report in this market; demand fair and prices firm. New Eleme figs are in and showing excellent quality. The price is slightly under that of last year. Present quotations are 12 to 18c., according to size. New dates are offering very freely, Hallowee at 5½c. and Sairs at 5c.

**CANNED GOODS.**—The demand is good and prices remain without change as follows: Fruits—Strawberries, heavy syrup, \$3.25; preserved, \$3.60; raspberries, preserved, \$3.25; syrup, \$2.95; blackberries, \$2.75; gooseberries, 2's, \$2.90; 2's, preserved, \$3.60; peaches, yellow, 2-lb. tins, \$4; 3-lb. tins, \$6; pears, 2-lb. tins, \$3.50; 3-lb. tins, \$4.50; apples, 3-lb. tins, canned, \$2.50; 3-lb. tins, preserved, \$3.65; gallon, canned, \$1.60. Californian canned fruit in 2½-lb. tins—Plums, green gage, \$4.25; Lombard, \$4.20; damson, \$4.20; egg, \$4.20; peaches, \$4.75; pears, \$4.95; apriots, \$4.75; cherries, white, \$5.50. Canned vegetables—Tomatoes, Boulter's, this season's pack, \$2.20; other brands, \$1.90; corn, 2-lb. tins, \$1.90; peas, 2-lb. tins, \$1.95; beans, 2-lb. tins, \$1.85; pumpkin, in 3-lb. tins, \$2.10.

**FISH.**—Finnan haddies are to hand and sell at 10c.

**WOODENWARE.**—The dealers have been notified that all woodenware has advanced 7½ per cent., but new price lists have not yet been received.

**SUGARS.**—No change in prices since last week's decline. Granulated, \$4.80; yellows, \$4.15. Other grades in proportion as given last week.

**GREEN FRUITS.**—Navel oranges, \$5 to \$6; Mexicans, \$4 to \$5; Japanese oranges, \$1.25. (These latter arrived by express from the Coast.) Apples continue in very heavy demand and prices are firm. Good Spies will not be sold under \$6 while other varieties run down the gamut to \$4.75, which is the very lowest price quoted for any kind of an apple. Washington apples, Ben Davis, \$2 per box; Winter Nellis pears, Washington's, \$3, and British Columbian's, \$2.50; cranberries, \$9.50. These are the Jersey berries and are a very fine sample.

**POULTRY.**—The supply for Thanksgiving is fair and one shipment of Smith's Falls turkeys has already arrived. Prices are firm and the demand good.

**BUTTER.**—The situation has not improved since last writing. Winnipeg has not been so bare of good table butter for years, and there is no present relief in sight.

**CHEESE.**—The demand is good and jobbers are selling at 10½ to 11c. There will be some Ontario cheese brought in before the season is over, as already several houses are unable to fill orders.

**EGGS.**—Manitoba hens have apparently gone out of business, for the demand, even at the high prices now quoted for new laid (35c. per doz.), brings little or no response.

## MARKET NOTES.

Manitoba has now a regular heated-car service which makes the handling of fruit and other perishable commodities both safe and convenient.

## From a dealer in Nova Scotia

MR. T. H. ESTABROOKS,

ANNAPOLIS, N.S., Nov. 11, 1901.

DEAR SIR,—I am sorry that you are unable to take any of the — tea off my hands, but must congratulate you on the popularity of your tea in this district. I only wish that all the tea in my store was **RED ROSE**. Please ship me by first schooner one case assorted Crimson and Blue Label.

Yours truly,

This letter is from a dealer who has a large quantity of tea on hand and wanted to exchange it for **RED ROSE**.

**T. H. ESTABROOKS,** Tea Importer and Blender, **ST. JOHN, N.B.**

## Business Will Pick Up!

Windsor Salt won't accomplish miracles but it will certainly add to the character of your general stock. Even if you do not care to sell the highest quality of goods, "business will pick up" when customers find you selling "the best salt."

## Sell Windsor Salt

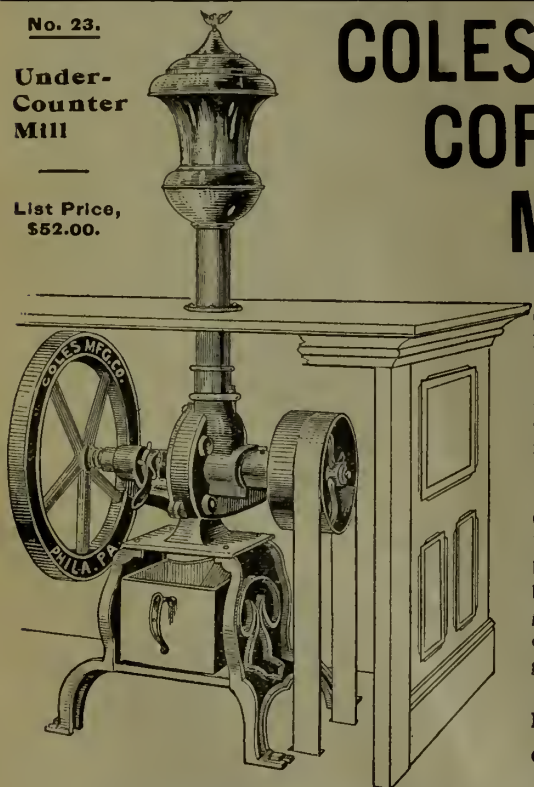
and you sell the best Salt there is or can be. Try it if you never have—try it for your customer's sake, if not your own. Ask your wife to use it and trust to **her** opinion. She's not so different from other women—you'll certainly believe her if you won't believe us,

THE CANADIAN SALT CO., LIMITED,  
Windsor, Ont.

No. 23.

Under-  
Counter  
Mill

List Price,  
\$52.00.



## COLES COFFEE MILLS

None better for  
Granulating or  
Pulverizing.

Our mills will  
Pulverize with-  
out heating Coffee.

Every Coles  
Coffee Mill has a  
Breaker that  
breaks the Coffee  
before it enters the  
grinders, thus re-  
ducing wear of  
grinders.

A GREAT  
LABOR-SAVER.

Our Grinders  
wear longest.

Agents { TODHUNTER, MITCHELL & CO., Toronto.  
DEARBORN & CO., St. John, N.B.  
FORBES BROS., Montreal.  
GORMAN, ECKERT & CO., London, Ont.

COLES MANUFACTURING CO., PHILADELPHIA,  
PENNA.

## You Would Enjoy a Trip to the West Indies . . .

more than any other trip you have ever made, because everything the eye dwells upon is so different from the surroundings at home. The great scorching sun, the luxuriance of the tropical foliage, the glare of the various faces, black, yellow, white and copper, all impress the mind of the visitor with the fact that he is indeed in a strange country.

The voyage from Halifax to Demerara and return to St John, calling at twelve different islands, takes 42 days and costs \$130.00; but a shorter trip, to Barbados and return, 29 days, calling at all the northern islands and including a five days' stay at the "Marine Hotel" Barbados is offered for \$112.50. P. & B. boats are the finest in the West India service. Sailings fortnightly.

Write R. M. Melville, Toronto,

OR

Pickford & Black, Halifax.





President,  
JOHN BAYNE MacLEAN,  
Montreal.

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THEIR ADVERTISEMENT IN THIS PAPER

### SIR RICHARD CARTWRIGHT'S DEPARTMENT.

AT the regular meeting of the MacKenzie Liberal Club on Monday night, Mr. J. D. Allan, during the course of an address on "Citizenship," took occasion to urge reorganization of the Department of Trade and Commerce, and Mr. George Anderson, in moving a vote of thanks to Mr. Allan, endorsed what the latter had said in regard to that question.

This criticism of the Department of Trade and Commerce is significant in a double sense. In the first place, it was made in a political organization which supports the Government of which Sir Richard Cartwright, the Minister of Trade and Commerce, is a member. But what is perhaps still more significant is that the gentleman who offered the criticism is not only one of the leading business men in Toronto, but that he was a Liberal candidate in the western riding of that city at the last general election, while the gentleman who endorsed it, also a business man, was the Liberal candidate in November, 1900, in the eastern riding of the "Queen City."

It is gratifying to us to see the business men who are prominent in the party of which Sir Richard Cartwright is a member joining in the movement which was started by this paper a year or more ago demanding the reorganization of the Department of Trade and Commerce. Since then, the demand has been endorsed by the Canadian Manufacturers' Association. And now the members of his own party are publicly announcing themselves in regard to the matter. For some time it has been an open secret that the business men within the ranks of the Liberal party have been very much dissatisfied with the inertia of the Minister of Trade and Commerce. And it is to be hoped that now they are "speaking out in meetin'," the inevitable reorganization of the Department over which he presides will be hastened.

A great deal of sympathy is, no doubt, felt for Sir Richard Cartwright. He has spent a generation in the service of his country; and no man in either political party has exhibited, on the whole, more ability, while none have been more above suspicion of the misdeeds which are only too common in political life. But he never was adapted for the portfolio which he holds. At any rate he never took kindly to it. And the result is that, although the Department costs the country a large sum of money annually, it has become almost a sinecure, instead of being what it should be, one of the most important branches of the Governmental machinery.

But sympathy should not permit the commercial interests of the country to suffer. The Department of Trade and Commerce must be reorganized.

### A FIRMER CURRANT MARKET.

The stronger tone noticed in previous issues in regard to currants has received a further stimulus during the past week, prices having again appreciated in Greece.

One cable received on Tuesday announced an advance of 1s. per cwt., and the same cable added: "Market active and has the appearance of being stronger soon."

In sympathy with the condition of affairs in the primary market, local wholesalers are advancing their figures, the idea as to price in Toronto for cleaned fruit now being

as follows: Fine Filiatras, 6c.; Patras, 6¾c.; Vostizzas, 8½ to 9c. Uncleaned fruit is quoted the usual ½c. per lb. less.

There was recently a slight decline in Provincial currants in the London, Eng., market, but, in the better grades, prices were all firm.

### THREATENED SHORTAGE OF RAISINS.

A RATHER interesting state of affairs has developed on the Canadian market in regard to Valencia raisins. The root of it is traceable to the unsatisfactory experience of the trade last year. This season, cautiousness induced wholesalers to place much smaller import orders than usual. And now they are realizing that they have overshot the mark, for, although the shipments by the last of the direct steamers have been received, the wholesalers already find themselves getting bare of supplies, while the holidays are about four weeks distant. In Toronto, this feature is particularly pronounced. The wholesalers there are trying in every direction to get supplies, but have so far met with little success. By Christmas it looks as if there will be little short of a famine.

Wholesalers who are a little better off than their confreres in regard to stocks are asking those who desire to draw on them for supplies about ¾c. per lb. more than they were three weeks ago, while during the past week there has been an appreciation of fully ¼c. per lb.

Prices in Spain are firm, according to cable advices received from there this week, but one cable on Tuesday to a Toronto broker announced a decline of 2s. per cwt. in London, due, it is thought, to purely local conditions. A cable on the previous day from the same city to another broker quoted identically the same firm figures as Spain.

For good brands of selected raisins to the retail trade, 6½c. appears to be the ruling price on the Toronto market, and some of the wholesalers have paid as high as 6c. f.o.b. Montreal. The idea for fine off-stalk to the retail trade is 5¾ to 6c.

After the holidays we look for an easier market, but in the meantime we would advise retailers to insure unto themselves ample supplies for the Christmas trade, for the consumption this season promises to be a good average one.



## THE UNITED STATES MANUFACTURERS AND RECIPROCITY.

THE reciprocity convention at Washington has concluded its labors.

The only good it has served is to show that the manufacturers of the United States are by no means yet ready to conclude reciprocity treaties except on a basis that no self-esteeming nation could accept. The chief resolution that was passed recommended that Congress be asked to "open up by reciprocity opportunities for increased foreign trade by special modifications of the tariff in special cases, but only where it can be done without injury to any of our home interests of manufacturing, commerce, or farming."

As The New York Journal of Commerce remarks: "The kind of reciprocity the convention declared for is not reciprocity at all."

Reciprocity, as we stated a week ago, is give and take. The manufacturers of the United States are willing to take, but not one jot or tittle are they willing to give. They want reciprocity, and judging from what has been said in the press and on the platform, they have a strong yearning for it. But, like the Republican party, they are only ready to lower the tariff on things they do not produce on condition that those things of which they produce a surplus may be admitted duty free. It is either the height of impudence, or the grossest of economical blindness, to expect that Canada or any of the other countries with which they desire to establish reciprocity relations will be caught in a trap baited with such a foolish economical proposition.

We said in our last issue that no good thing was to be expected from the convention. We are extremely sorry that our prophecy turned out to be true, for we have always believed that a fair reciprocity treaty between Canada and the United States would be a good thing for both countries.

It is true that there are other interests in the United States besides the manufacturers', but it must be remembered that they are a power in the land. No class, we believe, is more powerful.

Lately, they have been preaching reciprocity more vigorously than any other class in the United States. But it is

evident, when they gather in convention and discuss the question, that it is not reciprocity they want. They may think it is, but what they really want is that Canada and all other countries with moderate tariffs shall level their protective walls until not one stone is left upon another, while their spike crowned granite wall be left intact.

While there are a great many business men in Canada who favor a reciprocity treaty with the United States, provided it could be secured on an equable basis, yet no one is turning his hand to bring it about. And no public man of either political party would dare to take one step in the direction until the United States had taken one, and a well-defined one at that.

What a great many people in this country would prefer rather than that our Government should again make reciprocal advances to the United States, is that the tariff should be raised on products that come from the other side of the boundary line. Reciprocity of tariffs would be a by no means unpopular cry. And what is significant, there are prominent men in both political parties who have pronounced themselves in favor of such a scheme.

Personally, we would exceedingly regret any such action. It would not be conducive to the best business interests on either side of the boundary. But, we cannot ignore what is to-day so evident a trend of public opinion.

This feeling is born of the one-sided character of the trade between the two countries. Take, for example, the figures for 1900, which is the latest year for which we have complete returns. Of our total imports of \$140,337,184, no less than \$116,972,554 or 83.35 per cent. come from the United States. The percentage from the whole of the British Empire was but 25.99 per cent. Turning to our exports, what do we find? Simply that the United States bought of our products only \$68,619,023 or 35.76 per cent. of the whole, while the British Empire absorbed \$114,782,267 worth, or 59.82 per cent. of the whole.

The following table, compiled from official sources, gives the average rate on

dutiable goods in Canada and the United States respectively in 1900, and shows the wide difference in the character of the Customs tariffs of the two countries:

|                                             | P. C. under Canadian tariff. | P. C. under U. S. tariff. |
|---------------------------------------------|------------------------------|---------------------------|
| Articles of food and animals .....          | 29.54                        | 62.00                     |
| " in crude state .....                      | 27.32                        | 26.93                     |
| " wholly or partially manufactured .....    | 18.68                        | 27.24                     |
| Manufactured articles for consumption ..... | 27.35                        | 51.02                     |
| Luxuries .....                              | 51.91                        | 57.15                     |

In view of what the various figures we have quoted reveal, is it any wonder that the ranks of those who would wage a tariff war against the United States are daily finding their numbers augmented?

It is to be hoped, however, that the good sense of the business men on both sides of the boundary line will be able to exert sufficient influence to prevent such an untoward event.

### TORONTO'S THREE GROCERY ASSOCIATIONS.

TORONTO is somewhat unique in the way of retail grocery associations having no less than three of them.

There is the Retail Grocers' Association, the original organization; the Retail Grocers' Protective Association, called into existence to oppose compulsory early closing, and the Retail Grocers' branch of the Retail Merchants' Association.

In view of the number of associations there are, one must conclude that there is need of organization among the retail grocers. In other words, that there are influences which drive them together for self-protection.

It seems to us, however, unfortunate that the retail grocers should break themselves up into three camps instead of uniting their forces under one organization. It is infinitely better for all concerned that there should be one strong and active organization than three of only moderate strength. It is unnatural to expect that in a city the size of Toronto three organizations can thrive and possess the strength and exercise the influence in the grocery trade they could were they united and pulling together in one boat.

There are, no doubt, difficulties in the way of the amalgamation of the three associations. But it seems to us that none of them are unsurmountable. And the leading members of the three organizations can scarcely render better service to the movement for organization, and consequently for the betterment of the condition of their trade, than to apply themselves to the task of making the three one.



## THE APPLE TRADE SITUATION.

**T**HIS year the apple crop has been a failure in all parts of the world excepting perhaps in Nova Scotia and Missouri. In Ontario and Quebec, it only amounted at the outside to 175,000 bbls., of which the Georgian Bay district produced a large percentage, and the total amount available from those Provinces for export will not be over 50,000 bbls. It is expected that for the next four months the Nova Scotian shipments will average 15,000 bbls. per week. In the United States, the shortage will be about 47,000,000 bbls., the total yield there being about 23,000,000 bbls.; and Missouri is expected to produce 65 per cent. of this. Colorado will be able to export to the Southern States over 500,000 bbls., grown on what was a few years ago a sandy desert, while the Californian apple crop, though reported good, will not amount to much. In the New England States the yield is very light.

Last week there were exported to Liverpool, London and Glasgow from New York, Boston, Portland and Montreal 34,695 bbls. of apples as compared with 82,384 bbls. for the same week last year and 80,596 bbls. for the same week in 1899. Up to the present, the total shipments this year from the United States and Canada have been 327,239 bbls. as compared with 694,974 bbls. and 727,339 bbls. for the same time last year and the year before. The following table gives the shipments in detail:

SHIPMENTS IN DETAIL.

| From           | 1901.<br>bbls. | 1900.<br>bbls. | 1899.<br>bbls. |
|----------------|----------------|----------------|----------------|
| Boston.....    | 55,066         | 223,230        | 115,433        |
| New York.....  | 51,712         | 138,594        | 196,521        |
| Portland.....  | 14,563         | .....          | .....          |
| Montreal.....  | 117,251        | 230,470        | 276,658        |
| Halifax.....   | 88,647         | 87,008         | 138,727        |
| Annapolis..... | .....          | 15,869         | .....          |
| Totals.....    | 327,239        | 694,971        | 727,339        |

The total exports of this product from Canada and the United States to Great Britain last year totalled 1,346,000 bbls. and 203,000 boxes, while this year not one quarter of this amount is expected to be available for export.

In New York, as much as \$5 per bbl. is being offered for good stock, and their exports to other markets will be practically nothing, only some 15,000 bbls. being on their way, and these are being exported by English buyers into whose hands they have fallen. From these inquiries have recently been made here for Ontario Spies, and it is expected that Chicago will take some of these in a few days. Recent sales for Manitoba and the Northwest have been made at \$4.25 per bbl. f.o.b. here, and higher prices in carlots are anticipated.

In Great Britain, since the surplus pro-

duct of their own orchards and the importations of fall apples have been consumed, better prices are being offered. Dealers are advised to ship their stuff forward without delay, and the latest cable from there, under date of November 22, says: "Market opened strong, and continued so during the day, closing with a slight advance. Greenings, 20s. to 23s.; Baldwins, 20s. to 25s. 6d.; Spies, 19s. 6d. to 22s. 6d.; Russets, 17s. 6d. to 23s. 6d.; Kings, 21s. to 27s.; seconds, 3s. less."

Higher prices are expected for apples there from now on until the end of the season. As the quality now to go forward is generally fine, and while prices may curtail consumption, there should be a plentiful demand.

Anybody who thinks that dealers have had a bonanza this year is mistaken, for the early windstorms in the fall so seriously damaged the crop in many sections, as the fruit was in most cases bought on the orchards, that it has cost the dealers the highest known in years, and it will keep many of them busy to escape with whole skins.

## BEET SUGAR AT STRATFORD.

Messrs. W. J. Douglas, Scranton, Pa., and A. Kaufman, secretary and travelling representative respectively of The Canada Beet Sugar Co., Baden, Ont., visited Stratford on Saturday last with a view to interesting the people in that vicinity in the beet-sugar industry. The company propose to build refineries throughout the Province of Ontario. In Baden a free site has already been secured.

## NOTHING GIVES THE SAME VALUE.

Hutchison Bros., grocers and provision merchants, Bracebridge, Ont., in renewing their subscription to THE CANADIAN GROCER, say: "We wish to say that there is no journal that gives the same value for our money as THE GROCER. We look for its arrival each week that we may keep posted on the trade markets. We think no up-to-date grocer should be without it."

## THE WALKERTON SUGAR CO.

The Walkerton Sugar Co. has been incorporated with a share capital of \$300,000 for the purpose of growing and disposing of the products of sugarbeets. The provisional directors are Ruben E. Truax, M.P.P., Wm. Richardson, S. W. Vogin, David Traill, David Robertson, John Rowland, Andrew Waechter, L. C. Benton and J. W. Bandy, of Walkerton, Ont.

## MONTREAL'S TONNAGE.

Montreal's season of navigation was practically brought to a close on Saturday. The season has been far from satisfactory, the tonnage showing a marked decrease from previous years.

The following is a comparative statement of the foreign ships and tonnage for the past four years:

|           | Ships. | Tonnage.  |
|-----------|--------|-----------|
| 1898..... | 516    | 1,212,747 |
| 1899..... | 434    | 1,092,955 |
| 1900..... | 416    | 1,038,434 |
| 1901..... | 376    | 988,018   |

The falling off is ascribed to the continuance of the South-African War, which has deprived the port of Montreal of some of its largest vessels.

The Customs collection at the port during the season amounted to \$5,485,767, against \$5,126,711 for 1900.

## FIFTY YEARS IN THE FISH TRADE.

The advertisement of the M. Doyle Fish Co., West Market street, Toronto, in this issue is worthy the attention of all grocers who are dealers in fish, oysters, etc. The Doyle Fish Co. has been established over 50 years and enjoys a large trade. They are agents for Booth's oysters and are also dealers in all kinds of sea and lake fish.

## A DEPARTMENT STORE SCHEME.

A. Walker & Co., candy manufacturers, Montreal, have embarked on a new enterprise, novel in its character, and the results of which will be watched with interest by many citizens.

Up to the present it is only the large capitalists who are able to open departmental stores, thus leaving in the shade great numbers of young people who possess in themselves all the qualities requisite to success in large enterprises. A. Walker & Co. have formed an association which will enable any small but enterprising capitalist to play a part in the great industries of the city. The idea is that those who have the means to open only one branch of business are to join together under the same roof and under the one title, and by this means create a great business with less expense than if opening in one particular store.

The former Lepage warehouse, at the corner of St. Catherine and St. Lawrence streets, is to be let in sections. The rent of each location will cover all the general expenses consequent on running an ordinary store. There will be but one branch of each line, joining together under the same roof as many different classes of business as possible, and in this way drawing to this general meeting place a great number of customers.

In this way, any one, whether he has \$500 or \$1,000, will be on the same plane as the large capitalist; he will confine himself to the special line which he has chosen to sell, having no other liability to the special line which he has undertaken to pay; having sole control only of his section of the store, of his own merchandise and finances, engaging his own staff of employees, exactly as if he was in a building separate to himself.

The distribution of the departments will extend over six days only, from Monday, the 25th inst., to Saturday, the 30th.

You might just as well endeavor to stop the escaping steam by sitting on the safety valve, as to make light of the superior merits of

# "SALADA"

Uncolored  
Ceylon  
Green

in competition with Japan. It is better Tea by public consent, and against this verdict there is no appeal.

The shrewd dealer is accepting the situation, has it in stock, and is pushing "Salada" Green as well as Black and Mixed.

Samples for the asking.

Address, "**SALADA**," Toronto or Montreal.



*For Christmas Trade*

## LILY WHITE GLOSS STARCH IN BEAUTIFUL TOY TRUNKS.

A trunk can be sold empty for 20c, leaving cost of Starch about 4½c. per lb. Retails at 10c.

**TALK ABOUT PROFITS!**

**The Brantford Starch Works, Limited,**  
BRANTFORD, ONTARIO.

# JAM

like any other line of goods, is made in several qualities. No doubt you can buy cheaper Jam than we are selling, but does it pay you to handle goods just because they are **cheap**? We could make cheap Jam, but we won't. Our Jam is the best sold—those who are handling it tell us their customers won't have any other make. Don't take our word for it, try it. You can buy silk for 50c. per yard to \$5.00. You can buy Jam (?) at any price.

**THE CANADA BISCUIT COMPANY, *Limited***

Office Phone : Main 3624.  
Warehouse Phone : Main 3676.

King and Bathurst Streets, TORONTO



# MARKETS AND MARKET NOTES

## INFORMATION FOR BUYERS.

If any reader wishes to know where any article can be purchased in Canada or abroad, a letter to the Editor will probably place him in communication with the seller.

## ONTARIO MARKETS.

TORONTO, November 27, 1901.

### GROCERIES.

TRADE in wholesale groceries is in a fairly satisfactory condition. There is quite a good demand for such seasonable goods as dried fruits, nuts and candied peels. One of the features of trade is the firmness in Valencia raisins, which are higher on the spot. Currants are also firmer. The firmness in the tea market noted last week has been maintained, and the demand appears to be a little better than it was. Canned goods naturally are receiving very little attention, but prices are steady and unchanged. The feature of the sugar market locally is an advance of 10c. in the price of Acadia granulated, making the quotation on that sugar 5c. below the Montreal granulated instead of 15c. as last week. The demand for sugar has also shown some improvement and is now fairly active. Little or no interest is being taken in canned vegetables or in fact canned goods of any kind. The demand for rice and tapioca is steady. Syrups and molasses are attracting little or no attention. Spices are meeting with the usual seasonable steady demand. There is a good demand for nuts, and Valencia shelled almonds are scarce. New season's Grenobles are now on the market. There is a fair demand for Californian evaporated fruits, and a good business is being done in prunes.

### CANNED GOODS.

Absolutely nothing new has developed in the canned goods situation during the past week. The demand for vegetables, as is usual at this time of the year, is merely of a hand-to-mouth character, but prices are steady and unchanged. For tomatoes, the ruling price is 82½ to 85c., and for corn and peas 80c. upwards. There are a few canned fruits going out, principally peaches and berries. The idea as to price is \$1.75 to \$1.90 for peaches, \$1.60 to \$1.75 for strawberries, \$1.60 to \$1.80 for raspberries. Canned salmon is meeting with a fair demand, the

ruling prices are Northern sockeye, \$1.25 to \$1.30, and Fraser River, \$1.42½ for five-case lots and over, and \$1.45 for less quantities. Cohoes, \$1.05 to \$1.15, according to quality, and pink salmon 95c. to \$1. In canned meats and canned lobsters, there is very little being done.

### COFFEES.

The situation in coffees has continued strong during the past week, and the strength during the past few days has been assisted by the reports of lighter receipts in the primary markets. This firm condition of the primary market has interfered with business in Canada on importation account. Business on retail account is just moderate, and prices remain firm and unchanged. We quote Rio coffee as follows: No. 7, 8c.; No. 6, 8¼c.; No. 5, 8½c.; No. 4, 9c.; No. 3, 10 to 12c. Mild grades of coffee are steady and unchanged.

### CANDIED PEELS.

The demand for these is being well maintained and prices are steady and un-

See pages 31 and 32 for  
Toronto, Montreal, and St.  
John prices current.

changed. We quote: Lemon, 10 to 12½c.; orange, 11 to 13c.; citron, 15 to 18c. per lb.

### NUTS.

Shipments of new season's Grenoble walnuts are to hand this week. There has been a good demand for them, and quite a quantity has been sold to arrive at 10¼c. per lb. It is not likely that there will be many Marbot walnuts on the market this season, as brokers here report that they have received instructions to cancel orders which had been taken. The reason advanced for cancelling the orders is that the quality is too poor for shipment. Dealers are, however, quoting 9½, and 8c. for Bordeaux walnuts. The quality of the latter is good, and shipments are now arriving, Valencia shelled almonds are scarce and in good demand.

### RICE AND TAPIOCA.

There is the usual steady demand for both rice and tapioca, and the market is without feature. We quote: B rice, 3¼ to 3½c.; Japan, 5½ to 6c.; Tapioca, 4¼ to 4½c. per lb.

### SPICES.

Locally, there is a fairly steady trade at

unchanged prices. Pepper keeps firm, and cable advices report slightly higher prices for cloves. A firm market is also to be noted for ginger.

### SUGAR.

The feature of the local market is an advance of 10c. in Acadia granulated, thus restoring the former differential of 5c. below the figures ruling on Montreal granulated. This advance took place on Saturday last. The demand for sugar on the local market has improved during the past week, and a good business is now being done. There is a feeling in certain quarters that the price of sugar has about reached the bottom, and there is consequently a little more confidence in the market. Holders in New York are asking 1-16c. more for raw sugars, or say 3¼c. for Centrifugals. While no transactions at the time of writing have yet taken place on this basis, holders are not disposed to press sales. Beet sugars in Europe have fluctuated between 7s. 3¼d. and 7s. 5¼d. At the moment they are quoted at 7s. 4½d., or 1s. per cwt. below the lowest record of former years, and about 3d. per cwt. above the lowest figure this campaign. Stocks in the United States have been reduced during the past week. The meltings continue at the recent weekly rate of 30,000 tons, while the receipts are slightly less than 20,000 tons. It is expected that the receipts will continue light for some time to come, which, naturally, with a continuation of the heavy meltings, will involve a reduction in stocks. The total stock in the four United States ports at the end of last week was 163,154 tons, against 74,917 tons the same time last year.

### TEAS.

There is a better demand on spot both for Indian and Ceylon teas, and the prospects are considered to have distinctly improved. A good many of the better grades of tea have been selling, these teas showing better value than the low grades. There is a strong demand for low-grade Indian and Ceylon teas at prices about 1c. per lb. higher than those ruling a month ago, but the local market is still about 2c. below the figures ruling in the British and primary markets. At the prices ruling here, there are not many sellers, and stocks on spot are getting into small compass—smaller, some assert, than a good many people think. Japan teas are still firm, but very little business is being done.



Mail advices from London, England, under date of November 15, say that at the auction moderate supplies of Indian arrested a further depreciation in prices, and that a slight recovery was perceptible. In regard to Ceylon teas the advices say that although there was no actual recovery from the lower rates of the previous week, there was more disposition to operate, and competition was more general, prices being firm for the lower grades.

#### FOREIGN DRIED FRUITS.

**CURRENTS**—The primary market has shown further strength during the past week, and a cable received here on Tuesday quoted prices 1s. higher, and stated that the market was active and had the appearance of being stronger soon. Local wholesalers are stronger in their views and to the retail trade now, as a rule, quote as follows: Fine Filiatras, 5½c. for uncleaned, and 6c. for cleaned; Patras, 6¼c. for uncleaned, and 6¾c. for cleaned; Vostizzas, 8 to 8½c. for uncleaned, and 8½ to 9c. for cleaned.

**VALENCIA RAISINS**—The position locally is showing a great deal more strength on account of the threatened scarcity, for, although the Christmas holiday is three or four weeks away, some of the wholesale houses are trying to replenish their stocks from local sources, and this search has developed the fact that very few are to be had. As high as 6c. f.o.b. Montreal was paid in at least one instance for selected fruit. The ruling price to the retail trade is now 6¼c. for selected and 5¾ to 6c. for fine off stalk. The market in Spain is firm, but a cable despatch from London on Tuesday reported a decline there of 2s. per cwt., which is thought to be due entirely to local conditions.

**MALAGA RAISINS**—These are going out well at quotations, which rule as follows: Black baskets, \$2.25; "Empire Clusters," \$2.60; "Dehesa Clusters," \$3.10; "Excelsior Clusters," \$4.60; "Connoisseur Clusters," \$2.10; "Extra Dessert Clusters," \$3.35; "Royal Buckingham Clusters," \$5.

**PRUNES**—The demand for prunes is good, quite a quantity going out to the retailers. We quote Californian prunes: 100-110's, 5c.; 90-100's, 5½ to 6¼c.; 80 90's, 6½ to 7c.; 70 80's, 6¾ to 7¼c.; 60 70's, 7½ to 8c.; 50 60's, 8 to 8½c.; 40-50's, 8¾ to 10c. French, 100's, 3½ to 4c.

**FIGS**—A fairly good business is being done, particularly in tapnets at 2¾ to 3c. and 3¾c. for naturals.

**DATES**—Business is only moderate. We quote Hallowees, 4½ to 4¾c., and Sairs, 4¼ to 4½c.

**CALIFORNIAN EVAPORATED FRUITS**—Peaches and apricots are selling fairly well, especially in view of the high prices that

are ruling. We quote in 25-lb. boxes as follows: Apricots, 13 to 16c.; peaches, 11 to 13c. per lb.

#### GREEN FRUITS.

A carload of Florida oranges has arrived in good condition and the quality is all that can be desired. They are selling very fast. A carload of Mexican oranges has also come, and they will sell at \$2.75 to \$3 per box. Several cars of Californian lemons are on their way, and a shipment of Messina lemons has been received, but the latter are a little too green to place on the market yet. Quite a few pears still remain in cold storage. Apples are unchanged and a fair trade is doing. Only a few Ontario cranberries are left on the market, but Nova Scotian berries are being sold in very large quantities. We quote as follows: Apples, \$2.50 to \$4.50 per bbl.; pears, 40 to 60c. per basket; Canadian grapes, 30 to 35c. per 10 lb. basket; bananas, \$1.50 to \$2 for firsts, and 80c. to \$1 for first eight hands; Malaga grapes \$6 to \$7; Jamaica oranges, \$4.75 to \$5 per bbl., or \$3.50 to \$4 per box; Florida oranges, \$3.75 per box; Mexican oranges, \$2.75 to \$3 per box; Californian lemons, \$3.50 to \$4 per box; Messina lemons, \$3 to \$3.50 per box; cranberries, budded, long keepers, \$9 to \$9.50 per bbl.; Cape Cod, \$8 to \$8.75; Ontario, \$7 to \$8; Nova Scotian, \$2.85 for a 32-qt. box; pineapples, 23 to 25c. each by the case.

#### VEGETABLES.

Potatoes are 5c. per bag higher and there is a good demand for them now at 80c. per bag. They are hard to get, arrivals being poor. Turnips are now more plentiful and are 5c. per peck easier. They sell at 35c. per bag. Not much celery is being received and the prices have advanced 10c. to 15c. per bunch. Radishes are about out of season, but a large amount of greenhouse is expected shortly. We quote: Carrots, parsnips and beets, 20c. per peck; turnips, 15c. per peck and 35c. per bag; lettuce, 40 to 50c. per doz.; radishes, 30 to 40c.; watercress, mint and parsley, 20 to 25c.; cauliflower, \$1.00 to \$1.50 per doz.; celery, 50 to 75c.; red cabbage, No. 1, 5 to 10c.; cabbage, 25 to 40c.; pickling onions, 35 to 40c. per peck; dry onions, \$1 per bush.; potatoes, 75 to 80c. per bag; egg plant, 30 to 35c. per basket; Hubbard squash, 15 to 30c. each; vegetable marrow, 10 to 20c. each; pumpkins, 10 to 25c. each; citrons, 10 to 15c. each.

#### COUNTRY PRODUCE.

**EGGS**—The receipts of fresh eggs are practically nothing. Dealers are doing a good trade in cold-stored and limed. Strictly new-laid eggs would bring from 23 to 24c. per doz. Fresh gathered are worth

18 to 20c.; cold stored, 17 to 18c., and limed, 17c. per doz.

**BEANS**—Trade is fair, but prices are a little weaker. Choice handpicked beans bring \$1.70 to \$1.75; prime, \$1.50 to \$1.60.

**HONEY**—Trade is quiet in honey. Prices are unchanged. We quote: Clover, 1; in combs, \$2 to \$3 per doz.

**DRIED APPLES**—Are moving nicely. The prices are unchanged. Evaporated apples are worth 9c. in car lots and 10c. in less quantities. Dried apples are selling at from 5½ to 6c.

**POTATOES**—Dealers say that that they want several carloads, as the supply on hand is small. Prices have advanced 5c. per bag on the track in car lots. We quote 60c. per bag on track. Retail prices are 70 to 80c. for good stock.

#### BUTTER AND CHEESE.

**BUTTER**—There is a good supply of butter on hand, and there is a fair demand. As usual, the quality of the receipts might be better. The prices are firmer; choice large rolls and select tubs are 1c. higher. Creamery prints and solids are also ½c. higher. We quote: Choice 1-lb. prints, 17 to 18c.; large rolls, 16 to 17c.; tubs, best quality, 15 to 16c.; tubs, medium grade, 12 to 14c. per lb. Creamery prints sell at 20 to 21c., and creamery solids, 19½ to 20c. per lb.

**CHEESE**—There is a quiet though steady demand for cheese, and fair sales are reported. There is no change in the prices. We quote: Cheese, 9¼ to 9¾c. per lb.

#### POULTRY AND GAME.

**DRESSED POULTRY**—There have been large arrivals in dressed poultry this week, and on account of the soft weather at the end of last and the beginning of this week the market for turkeys is in a state of congestion. The turkeys that are coming in average very poor and the highest price paid now is 9c. per lb., 1c. lower than last week. The majority of turkeys are selling at 7 and 8c. We quote: Chickens, 30 to 50c. per pair; ducks, 40 to 75c. per pair; geese, 6 to 6½c. per lb.; turkeys, 7 to 9.

**LIVE POULTRY**—Large shipments of live poultry have been received, and trade has been even better than last week, which was a record breaker. Dealers have no cause of complaint as to the quality of the live poultry received, but, owing to their abundance, spring chickens are lowered 1c. per lb. The other prices are unchanged. The Canadian Produce Co., 36 and 38 Esplanade east, Toronto, will pay until further notice for spring chickens, 5c. per lb. For ducklings, 5c. per lb. For hens (including last year's birds) 2½c. per lb. These prices are for live weight on arrival. Crates shipped free and express paid up to 50c. per 100 lb. of chickens.



Toronto Commission Houses.

**McWilliam & Everist**Commission  
Merchants.Fruit Importers  
and Exporters.Canadian Apples  
a Specialty.

CORRESPONDENCE SOLICITED

Quote us if you have anything to offer.  
Ask for our prices when requiring fruit.

25 and 27 Church St., TORONTO, Can.

Long Distance 'Phone Main 645.  
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IN CAR LOTS.

If open to buy or sell, wire

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To  
**GROCCERS**  
IN SMALL TOWNS.If you trade  
any of your  
goods to the  
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duce, you can  
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The Canadian  
Produce Co.,  
TORONTO.**Butter Cheese  
Eggs Poultry**Consignments Solicited.  
Highest Prices. Prompt Returns.**The Wm. Ryan Co.,**  
... Limited.

70 and 72 Front St. E., Toronto.

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68 Front Street East, Toronto.

**The Jones, Marshall, Rutherford Co.**

Limited,

Exporters and Dealers in

**Butter, Cheese and Eggs**

27 William St., MONTREAL, QUE.

The  
**DAWSON** Commission  
Co., LimitedFRUIT, PRODUCE AND  
COMMISSION MERCHANTS.Cor. Market and  
Colborne Streets,**TORONTO**

**GAME**—The season for game will be closed in another week. The receipts this season have been about up to the average, and prices are unchanged. We quote as follows: Teal and butterballs, 20 to 25c.; bluebills, 40 to 50c.; pintails and redheads, 50 to 60c.; black ducks, 75 to 85c. per brace; canvas-back and mallards, \$1.

**FISH.**

Fresh fish are in good demand and dried fish are selling better. Ciscos are scarce and have advanced 25c. Flitched cod have gone up to \$6, being a rise of 50c. per bundle. Trout are 1/2c. higher. Oysters are now in season and jobbers are doing a good trade in this line. The advance in finnan haddies has been maintained. We quote: Fresh fish—Codfish, 6 to 8c.; white-fish, 7 to 7 1/2c.; trout, 7 1/2c.; halibut, 14c.; sea salmon, 13 to 15c.; haddock, 6c.; herring, 5c.; perch, 4c.; British Columbian salmon, 20c. Smoked fish—Ciscos, \$1 to \$1.25; finnan haddie, 7 1/2 to 8c.; Digby herring, 60 to 75c. per bundle. Prepared fish—Dried cod, in 112-lb. bundles, \$4.75 per cwt.; flitched cod, \$5.50 to \$6; boneless cod, in bricks, 4 1/2 to 5 1/2c. per lb.; steak cod, 6 1/2c. per lb.; shredded cod (2 doz. in box), \$1.80 per box; boneless fish, loose, in 25-lb. boxes, 4 to 4 1/2c., and in 5-lb. boxes, 5c. per lb. Oysters—Standards sell at \$3.75 per small pail or \$1.50 per Imperial gallon; selects, \$2 per Imperial gallon.

**GRAIN, FLOUR AND BREAKFAST FOODS.**

**GRAIN**—Large arrivals of Manitoba hard wheat are reported this week, and, owing to the close of navigation, shipments are being hurried to the different storage points. The price is unchanged at 84c. grinding in transit or 82c. Toronto and west. On the local markets the receipts of wheat have been light, and the small amount of peas received were of poor quality. The bulk of the arrivals is in barley and oats. Red and white Ontario wheat has advanced 3c., oats 1/2c., barley 2c. and peas 3 1/2c. per bush. We quote: White and red Ontario wheat, 68 to 76c.; goose, 66 1/2 to 67c.; oats, new, 46 1/2 to 49c.; rye, 58c.; barley, 55 to 61c.; peas, 77 to 80c.; buckwheat, 52c.

**FLOUR**—The demand is steady and prices are firm in spite of disturbing reports which come from Chicago. There is no change in prices. We quote as follows: Ontario patents, in bags, \$3.50 to \$3.60; Hungarian patents, \$4; Manitoba bakers', \$3.75; straight roller, \$3.00 to \$3.15 per bag in Toronto.

**BREAKFAST FOODS**—The demand for oatmeal is heavy and the only case of complaint is the continued scarcity of raw

The following Brands manufactured by

**The AMERICAN TOBACCO CO.**

OF CANADA, Limited.

Are sold by all the Leading Wholesale Houses

**CUT TOBACCO****OLD CHUM.****SEAL OF NORTH CAROLINA  
OLD GOLD****CIGARETTES****RICHMOND STRAIGHT CUT.  
SWEET CAPORAL.****ATHLETE.****DERBY****COX'S GELATINE** Always  
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Dominion. Mail or telephone orders receive  
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and Broker.

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P.O. Box 731.**JOSEPH CARMAN . . .**WHOLESALE MERCHANDISE BROKER  
AND MANUFACTURERS' AGENT.

Winnipeg, Manitoba, Canada.

Secretary Winnipeg Fruit and Produce Exchange  
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Storage, Track Facilities.

**Foreign Shippers**If you want to offer your goods in  
**WINNIPEG, CANADA.** we will be  
pleased to answer your inquiries.**E. NICHOLSON**Wholesale Commission Merchant and  
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**Winnipeg Fruit Merchants.****THE RUBLEE FRUIT CO.**  
LIMITED.IMPORTERS OF FOREIGN AND DOMESTIC  
GREEN AND DRIED FRUITS, NUTS, Etc.151 Bannatyne St., 12th St.,  
WINNIPEG, MAN. BRANDON, MAN.

material. The price of rolled wheat has advanced 20c. in bbls., and cornmeal has gone up 40c. The other prices are unchanged. We quote as follows: Oatmeal, standard and granulated, in carlots on track here, \$5 75; standard rolled oats in carlots on track here, \$5.25; in bbls., 15c. more; broken lots are 25c. per bbl. extra; rolled wheat, \$2.50 in 100 lb. bbls.; cornmeal, \$4 00; split peas, \$4 50; pot barley, \$4.50.

#### HIDES, SKINS AND WOOL.

There is a quiet, but steady trade doing in this line. Prices are unchanged, with the usual quantity of skins arriving.

HIDES—We quote: No. 1, green, 8c.; No. 2 green, 7c.; No. 1 green, steers, 8½c.; No. 2 green, steers, 7½c.; cured, 8¼c. to 8¾c.

SKINS—We quote: No. 1 calfskins, 9c.; and No. 2, 7c.; deacons (dairies) 55 to 60c. each; sheepskins, 60 to 65c.; deerskins, 12½c. per lb.

WOOL—We quote: Fleece, 13c., and unwashed, 8c.

#### SEEDS

Alsike is being offered in fair quantities, and the prices quoted are the top figures. As there are good offerings in red clover, the prices are easier. There is nothing being offered in timothy. We quote: Red clover, \$4.50 to \$4 80 per bush. for good, choice quality at outside points. Alsike brings from \$6 to \$7 25 for extra choice seed, but the poorer qualities are quoted lower. Timothy remains at \$2 to \$2.25.

#### MARKET NOTES.

Grenoble and Bordeaux walnuts are arriving this week.

Potatoes are scarce, and prices have advanced here to 60c. per bag on the track.

Valencia raisins promise to be scarce on the local market, and prices are slightly higher.

The butter market is not in so congested a condition this week as last, although the quality of that coming in might be vastly improved.

Large shipments of Florida oranges have been received in good condition this week, and several cars of Californian and Messina products of this fruit are on the way.

The price of Acadia granulated sugar has been advanced 10c. per 100 lb., and the differential between it and the product of the Montreal refineries has been restored to 5c., as formerly.

Receipts of live spring chickens have been liberal this week, and dealers have as much as they can do to handle them. Their price has been lowered to 5c. per lb. which is a decline of 1c. from last week.

The receipts of wheat and peas on the local market have been light this week, the quality of the latter being very poor. Red and white Ontario wheat have advanced to 76c. a bushel here for extra good samples.

A large number of turkeys are being received in poor condition. A good many of these are selling as low as 7c. per lb., although as high as 9c. is being paid for extra good lots, which is 1c. lower than a week ago.

#### QUEBEC MARKETS.

MONTREAL, November 27, 1901.

#### GROCERIES.

**B**USINESS has been in a very congested state this week on account of the inability of the cartage companies to handle the freight. They are now from four to six days behind. Both the G.T.R. and C.P.R. freight yards are filled with cars awaiting teamsters. The G. T. R. brought over 50 teamsters with their conveyances from Kingston and western points this week, and deliveries are still some days behind. Local merchants have had great difficulty in securing their needed supplies, and all in all the shippers in the different wholesale houses are having a busy time of it. This congestion cannot be set down as caused entirely by poor roads; the main cause seems to be the abnormal run of business. The demand for groceries continues from all parts of the country, even though the winter freight rates are in force. Dried fruits and holiday supplies are all moving well, and what is more important, after last year's experience, the market is in a healthy condition, so far as well-maintained values go. Valencia raisins are stronger, and selected are now quoted at 21s. in primary markets, the advance seeming to be now about 1s. a week. Currants are firm, as are also Sultana raisins. In nearly all lines of fruits the wholesalers seem to find it time to reorder. Prunes are firmer this week and knowing ones predict higher prices. The sugar market is firmer this week. The Acadia refinery has advanced the price of its granulated 10c. per 100 lb. and the local situation has thus readjusted itself. Teas remain firm with a normal business doing. Coffees and spices are in good demand. Rolled oats and other cereals are higher again this week. Payments are first class.

#### SUGAR.

The sugar market shows considerable improvement this week. Not only is the foreign beet market firmer, but the local conditions have readjusted themselves. Acadia sugar is now sold out of the Ontario and Quebec markets, and, as the surplus stocks are cleared, the price has been advanced until it is again only 5c. below Montreal refined. The local price is \$4 10 for granulated and \$3.35 to \$4.05 for yellows, according to quality.

#### TEAS.

There is no change to report in the tea market. Prices remain steady in second hands, but are still stronger in first. Cables have been received from Japan during the past week advancing quotations another notch. Stocks seem to be pretty well cleared out of the country, and any that are

left will be wanted for home consumption. The market may now be considered closed. The shortage of 2,000,000 lb. that is reported in the exports of Japan tea this year seems to have been principally due to the drop in price in August, when the natives did not consider the remuneration sufficient to repay them for the trouble of picking the tea. When prices took an upward turn, and picking recommenced, the leaves were too far advanced in growth to make good tea, so, as a consequence, the third and fourth crops are very short. As yet, wholesalers are not buying freely at the advanced values, still asking for teas at a price. But, as stocks here are very low, it seems absolutely certain that teas will be wanted. Blacks and greens are in about the same position as last week, steady and firm.

#### SYRUPS.

There is still a good demand for corn as well as other syrups. The price of corn syrup is unchanged. The ruling prices are 3¼c. in bbls.; 3¾c. in ½ bbls.; 3½c. in ¼ bbls.; \$1.50 in 38½-lb., and \$1.10 in 25-lb. pails.

#### MOLASSES.

There is a fair demand for molasses between jobbers, but as yet the distributory trade is rather slow. The prices remain as before, 28 and 29c.

#### CANNED GOODS.

The Montreal wholesalers were much interested in the meeting of the canners in Toronto last week, and would just like to know what they intend doing next season. Some of the wholesalers here are so utterly disgusted with their position on the canned goods market that they are seriously considering the erection of their own cannery. We believe this is no mere threat, but the idea is being taken into serious consideration, and in all probability will be acted upon if the canners do not come at some arrangement whereby the wholesaler will be assured a larger profit and a steadier market. This fall the syndicate has solicited orders for the jobbers at a 2½c. margin. With that profit the wholesalers are not satisfied, and they claim that if they can't increase their returns any other way they are going after some of that \$100,000 that the syndicate made this year, by establishing canneries themselves. Some of the large wholesale firms can each handle the output of a whole cannery without any trouble.

The demand for canned goods is only fair. Tomatoes are worth 85 to 87½c.; corn, 80c., and peas, 80 to 95c. The feature of fruits is an advance in peaches to \$1.80 to \$1.85 for 2's, and \$2.65 to \$2.70 for 3's.

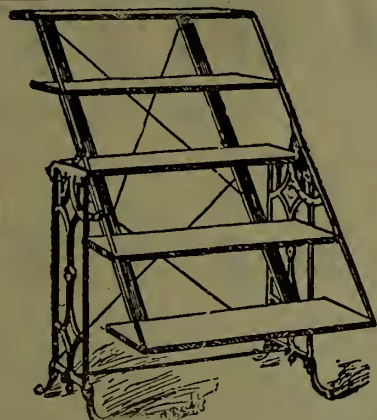


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Now is the time to plan.

You will soon be too busy to think.

Show the people what you have and sales will follow.



For window or store decorating they are unequalled.

Easily and instantly adjusted to any angle.

Useful for many purposes, and always ready for use.

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are what every up-to-date storekeeper requires to keep his goods prominently before the public. A card will bring full particulars.

**BOECKH BROS. & COMPANY,**  
TORONTO, ONT.

GOLD MEDAL, PARIS, 1900.

### Walter Baker & Co.'s PURE, HIGH GRADE Cocoas and Chocolates.



TRADE-MARK.

**Breakfast Cocoa.**—Absolutely pure, delicious, nutritious, and costs less than one cent a cup.

**Premium No. 1 Chocolate.**—The best plain chocolate in the market for drinking and also for making cake, icing, ice-cream, etc.

**German Sweet Chocolate.**—Good to eat and good to drink; palatable, nutritious, and healthful.

**WALTER BAKER & CO. Ltd.**

ESTABLISHED 1780.

**DORCHESTER, MASS.**

BRANCH HOUSE, 12 and 14 St. John St., MONTREAL.

TRADE-MARK ON EVERY PACKAGE.

Subscribers wanting goods or special quotations on anything anywhere in Canada at any time, can get them by mail or wire by corresponding with **THE CANADIAN GROCER**, Toronto or Montreal.


## Stock in E. W. Gillett Company, Limited

During the past week applications have been coming in very nicely, and **OVER** one-half of the stock has already been subscribed for.

Want subscriptions from Merchants, Travelers and Clerks for the balance within the next couple of weeks.

People outside of the trade would quickly take it all, but it is not intended for them.

Want applications from Merchants, Travelers and Clerks only.

 **DON'T** let your application be one of those received **AFTER** all the stock has been placed. **SEND IT IN TO-DAY.**

## WILLIAM DOBIE,

34 Front Street West,

TORONTO, ONT.

A card asking for Prospectus will be attended to.

# NOW IS THE TIME

to send to us for your

## TEAS and COFFEES

Our prices are low—our values high. Why not send for quotations?

(TEAS FOR THE WHOLESALE TRADE ONLY.)

### S. H. EWING & SONS, 96 King St., MONTREAL

#### SPICES.

There continues to be a brisk demand for all kinds of spices. Prices are steady but firm. We quote as follows: Nutmegs, 35 to 65c. per lb., as to size; Penang mace, 45 to 50c. per lb., as to quality; pimento, ground, 12½ to 15c.; cloves, 15 to 25c.; pepper, ground, black, 17 to 20c., according to grade; white, 25 to 27c.; ginger, whole, Cochin, 14 to 16c.; Japan, 10c.; Jamaica, 16 to 20c.; ground, Japan, 15c.; Cochin, 16 to 17c.; Jamaica, 22 to 25c.

#### COFFEE.

There is quite a brisk movement in coffees and the market is steady. Roasted coffees are worth: Mocha, 27 to 32c.; Java, 25 to 32½c.; Rios, 13 to 18c.; Santos, 15 to 22½c.; Maracaibos, 15 to 22c.

#### RICE AND TAPIOCA.

There is nothing fresh to report. The demand is brisk. We quote in combine district: B rice, in bags, \$3.10; in ½ bags, \$3.15; in ¼ bags, \$3.20; in pockets, \$3.25. In 10-bag lots an allowance of 10c. is made. CC rice, \$3 in bags; \$3.05 in ½ bags; \$3.10 in ¼ bags; and \$3.15 in pockets. In the open territory prices are about 10c. less. Patna rice is worth 4½c. per lb., and tapioca, 3¼ to 3¾c.

#### FOREIGN DRIED FRUITS.

CURRENTS—There is a very fair sale for currants and the outlook is very promising. Stocks are very light. Finest Filiatras are worth 5½c. in half cases; 1 lb. cartons, 8c.; and finest Vostizzas, 7¾ to 8c.

VALENCIA RAISINS—While two or three weeks ago the market may have been in buyers' favor, it is not so now. Values are well maintained, as stocks are light and the demand has considerably improved. Business during the past week has been very encouraging. Finest off stock is worth 5½c.; selected, 6½c., and layers, 6¾ to 7c. The primary market is also higher, selected being quoted at 21s., an advance of 2s. to 2s. 6d. from the lowest point.

CANDIED PEELS—There has been a good business doing in peels during the past week. The best English peels are worth 10 to 10¼c. for lemon; 10½ to 10¾c. for orange, and 14¾ to 14¾c. for citron.

PRUNES—Last week the Californian market declined about ¼c., but this amount has been recovered this week and the outlook is for higher prices, in view of the short crop. The demand for prunes on spot is quite brisk. Californians are worth 8¾c. for 40-50's, 8c. for 50 60's, 7½c. for 60 70's, 7¼c. for 70 80's, 6c. for 80 90's, 6¼c. for 90-100's.

MALAGA RAISINS—The good demand which we have reported for some weeks in Malaga raisins continues unabated. We quote: London layers, \$1.50 to \$1.60; "Connoisseur Clusters," \$2.15 to \$2.25; ¼'s, 65 to 70c.; "Royal Buckingham Clusters," \$3.30 to \$3.35; ¼'s, \$1.05 to \$1.10; "Excelsior Windsor Clusters," \$4.50 to \$4.60; ¼'s, \$1.30 to \$1.40.

SULTANA RAISINS—The market is steady

at 9 to 10¼c., with the demand fairly good.

DATES—Hallowee dates are selling at 4½c.

FIGS—The difficulty is to obtain enough figs to supply the demand. As quickly as tapnet figs arrive upon the market they are absorbed, retailers purchasing freely at about \$1 per tapnet. Layer figs are also in good request.

#### NUTS.

A little lot of Grenobles came to Montreal and were quickly absorbed. There is now none obtainable, and retailers must wait until well into December for their Christmas supplies. Pure Mayettes will then be worth 10½ to 11½c.; shelled walnuts for earliest arrival are quoted at 18½ to 19c. Tarra-gona almonds are selling on spot at 10½ to 11½c., and the best shelled almonds are worth 25½ to 26½c. Filberts are selling freely at 8¼ to 9c.

#### FISH.

A brisk business is being done in fish. Codfish is higher again this week, wholesalers selling irregularly from \$6 to \$6.75 per bbl. We quote: Haddies, 6c.; Yarmouth bloaters, 100 in a box, 90c. per box; smoked herrings, medium, 13c. per box; single haddock, 3½c. per lb.; Marshall's canned, kippered and with tomato sauce, \$1.45 per doz; Canadian kippered, etc., 95c. per doz.; No. 1 green haddock, \$4.25 per bbl.; No. 1 green codfish, \$6 to \$6.50 per bbl.; No. 2 green codfish, \$5 per bbl.; No. 1 dressed or skinless cod, 100 lb. case, \$4.75 to \$4.85; dried codfish, per 112 lb.,

*The best selling tea in Canada today is*  
*Blue Ribbon Ceylon*  
*packed and sold by*  
*Blue Ribbon Tea Co.,*  
*112 Front St. East - Toronto*



\$5; "Ivory" brand boneless codfish in 1 and 2-lb. blocks, 20-lb. boxes, 5½c. per lb.; loose boneless cod, 40 lb. boxes, 4½c. per lb.; No. 2 mackerel, \$12 per bbl.; No. 1 pickled sardines, \$5.50 per bbl.; No. 1 Labrador salmon, \$12 per bbl.; No. 1 Labrador salmon, \$6.25 per ½ bbl.; No. 1 B.C. salmon, \$11 per bbl.; No. 1 B.C. salmon, \$5.50 per ½-bbl.; No. 1 Nova Scotia choice herrings, \$5.50 per bbl.; No. 1 Nova Scotia choice herrings, \$3 per ¼-bbl.; Scotch or Loch Fyne herrings, \$6.75 per ½-bbl.; Scotch or Loch Fyne herrings, \$1 per keg; Holland or Dutch herrings, 75c. per keg; large salted eels, \$12 per bbl.; standard bulk oysters, \$1.30 per gal.; select bulk oysters, \$1.50 per gal.; canned Canadian ¼ sardines, per 100, \$3.75; canned U. S. little neck clams, \$1.50 per doz.; canned U.S. Kensetts Cove oysters, \$1.25 per doz.; Malpeque, Blue Point and other shelled oysters, \$6 per bbl.; little neck clams, \$4; 1-lb. lobsters, flat cans, \$9.50 to \$10, ½-lb. lobsters, flat cans, \$10 to \$10.50.

#### GREEN FRUITS.

New Messina lemons are now offering, and other lemons are lower in price. Spanish onions are somewhat higher, as also are cranberries. We quote as follows: Jamaica oranges, \$4.75 to \$5 per bbl.; Florida oranges, \$4.25; Verdilli lemons, 300's \$2.50 to \$4.50; 360's, \$2.50 to \$2.75 per box; Malaga lemons, half chests, \$5.25 to \$6; pineapples, 20 to 25c.; Canadian apples, \$3 to \$5 per bbl.; limes, \$1.50 per box; cocoanuts, \$3.50 per bag of 100; bananas, No. 1, \$1.75 to \$2.25, and eight hands, \$1 to \$1.50; Canadian pears (baskets), 40 to 50c.; Spanish onions, 95c. to \$1; sweet potatoes, Vineland's, \$3 to \$4.50; Malaga grapes, \$5.50 to \$7 per keg; cranberries, \$7.50 to \$9.50; barrel onions, \$2.75; chestnuts, 10 to 11c.

#### FLOUR AND GRAIN.

**FLOUR**—The market is firm with an upward tendency. Spring patents are worth \$4 to \$4.10; winter patents, \$3.75 to \$3.95; straight roller, \$3.40 to \$3.50; strong bakers', \$3.75 to \$4.

**GRAIN**—We quote: Manitoba No. 1 hard, 80 to 80½c. afloat November; peas, 85c.; rye, 56 to 56½c.; No. 2 barley, 54½ to 55c.; oats, 51 to 51½c.; buckwheat, 56 to 56½c.; corn, 67 to 67½c.

**OATMEAL**—Rolled oats continue to advance in price, western mills now asking \$5.50 to \$5.60 in barrels. Wholesalers quote \$5.85 to \$5.90 in barrels, and \$2.85 to \$2.90 in bags. Fine medium granulated oatmeal is also worth \$2.85 to \$2.90 in bags.

**CORNMEAL**—Wholesalers are asking \$4.60 in barrels, and \$2.45 in bags.

**FEED**—Since our last report Ontario

# 33⅓ % is your profit

ON **Clark's Concentrated Soups.**

Handsome Labels = 13 Varieties.  
Retail price 10c. per tin.

## EPPS'S

GRATEFUL.  
COMFORTING.

IN ¼-LB. LABELLED TINS. 14-LB. BOXES.

Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal.

In Nova Scotia, E. D. ADAMS, Halifax.

In Manitoba, BUCHANAN & GORDON, Winnipeg

THE MOST  
NUTRITIOUS.

# COCOA

## "Sarnia" OIL

LAMP

Equal to best American Oil.

GROCERS ALL SELL IT.

THE QUEEN CITY OIL COMPANY, Limited, - TORONTO, ONT.

SAMUEL ROGERS, President.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

It's not like pie,  
It's healthy

## N. & B. Jelly Powder

Pays to push because it always gives satisfaction.

Be sure you get **THE RIGHT KIND**, made by

**Nicholson & Brock**  
TORONTO.

(A Sample Free)

## APPLES POULTRY POTATOES

and all other produce bought and sold on commission.  
References: THE CANADIAN BANK OF COMMERCE, Market Branch.

**McBRIDE & STRONACH,**  
23 Church St., TORONTO.

## Are You Getting Satisfaction

from the Mantles you are using? If not, why not try our "GLORIA" Triple-Weave Mantles? They are the strongest, most brilliant and cheapest mantle on the market.

**PHONE US**  
and we will send our agent.

**The United Incandescent Light Co.,**  
7 Yonge St. Arcade, - TORONTO.  
Phone Main 3730.

bran has advanced 50c. per ton, sales of carlots having been made at \$18, holders asking \$18.50. Shorts are very scarce, a car of white shorts sold at \$23, and a car of middlings at \$22. Manitoba bran in bags, \$19.

**BALED HAY**—The demand continues strong both for local wants and export. Slightly better prices are being paid. We quote: No. 1 timothy at \$9.50 to \$10; No. 2 timothy, \$8.50 to \$9; clover mixture, \$8; clover, \$7.50.

#### COUNTRY PRODUCE.

**EGGS**—The demand continues good both for local and export trade, the feature of the past week being the heavy shipments to Great Britain, amounting to 58,327 cases. This brings the total exports for the season up to 203,646 cases, against 202,554 cases last year, thus turning the big decrease into a slight increase. These large shipments consisted mostly of picked stock. Dealers are quoting 21 and 16c. to the retail trade, for cold storage and pickled stock respectively.

**HONEY**—The demand continues good for choice white clover in comb, which continues scarce at 13c. Extracted honey is worth 10c. Buckwheat honey in comb is worth 9 to 10c.

**POTATOES**—The steadier tendency has developed into a much firmer feeling and prices are 10c. per bag higher. Carlots to arrive are quoted at 72½ to 75c.

**DRESSED POULTRY**—Considerable business is being done in dressed poultry, but there are quite a lot coming forward in poor condition. Dealers are selling turkeys at 9 to 9½c.; geese at 5½ to 6c.; chickens at 6½c. and ducks at 8c.

**BEANS**—The market is easy, sales of round lots of primes being quoted at \$1.32 to \$1.35. Handpicked are quoted at \$1.40 to \$1.45.

**ASHES**—Receipts are light and prices hold steady, last sales of first pots being reported at \$4.40. Seconds are quoted at \$4.05 to \$4.10 per 100 lb.

#### LIQUORS.

##### SCOTCH WHISKIES.

|                                      | Per case of quarts.        |
|--------------------------------------|----------------------------|
| Roderick Dhu .....                   | \$9 50 less 3 p.c. 30 days |
| Usher's O.V.G. Special Reserve ..... | 10 50 " " "                |
| Usher's G.O.H. ....                  | 13 00 " " "                |
| Gaelic, Old Smuggler .....           | 9 75 " " "                 |
| Greer's O.V.H. ....                  | 9 50 " " "                 |
| Old Mull .....                       | 9 75 " " "                 |
| Sheriff's One Star .....             | 10 25 " " "                |
| " V.O. ....                          | 10 50 " " "                |
| Kilmarnock .....                     | 9 75 " " "                 |
| Doctor's Special .....               | 10 00 " " "                |
| House of Lords .....                 | 10 75 " " "                |
| Bulloch, Lade & Co.—                 |                            |
| Special blend .....                  | 9 25                       |
| Extra special .....                  | 11 00                      |
| John Dewar & Sons—                   |                            |
| Extra special .....                  | 9 50                       |
| Special liqueur .....                | 12 25                      |
| Extra .....                          | 16 50                      |
| James Ainslie & Co.—                 |                            |
| Highland Dew .....                   | 6 75                       |
| Glen Lion, extra special .....       | 12 50                      |
| J. Brown & Co.—                      |                            |
| Duke of Cambridge .....              | 12 00                      |
| Mitchell's—                          |                            |
| Heather Dew .....                    | 7 00                       |
| Special Reserve .....                | 9 00                       |
| Mullmore .....                       | 6 50                       |

W. Teaches & Sons—  
Highland Cream, qts., \$9.50 less 3 p.c. 30 days.

##### CANADIAN WHISKIES.

|                                    | In harrels.<br>per gal. |
|------------------------------------|-------------------------|
| Gooderham & Worts, 65 O. P. ....   | \$4 50                  |
| Hiram Walker & Sons .....          | 4 50                    |
| J. P. Wiser & Son .....            | 4 49                    |
| J. E. Seagram .....                | 4 49                    |
| H. Corby .....                     | 4 49                    |
| Gooderham & Worts, 50 O. P. ....   | 4 10                    |
| Hiram Walker & Sons .....          | 4 10                    |
| J. P. Wiser & Son .....            | 4 09                    |
| J. E. Seagram .....                | 4 09                    |
| H. Corby .....                     | 4 09                    |
| Rye, Gooderham & Worts .....       | 2 20                    |
| Hiram Walker & Sons .....          | 2 20                    |
| J. P. Wiser & Son .....            | 2 19                    |
| J. E. Seagram .....                | 2 19                    |
| H. Corby .....                     | 2 19                    |
| Imperial, Walker & Sons .....      | 2 90                    |
| Canadian Club, Walker & Sons ..... | 3 60                    |
| Less than one hhl.<br>per gallon.  |                         |
| 65 O. P. ....                      | \$4 55                  |
| 50 O. P. ....                      | 4 15                    |
| Rye .....                          | 2 25                    |

##### CHAMPAGNE.

The prices below are subject to the trade discount of 5 and 3 per cent.:

|                                  | Per Case.       |
|----------------------------------|-----------------|
| Comte de Castellane—             |                 |
| Cuvee Reservee... { Quarts ..... | \$12 50         |
| " " " " { Pints .....            | 13 50           |
| Carte d'Or .....                 | 15 00           |
| Champagne Ve Amiot—              |                 |
| Carte d'Or .....                 | 16 00           |
| " Blanche .....                  | 13 00           |
| " d'Argent .....                 | 10 50           |
| Pommery—                         | Quarts. Pints.  |
| Sec and Extra Sec .....          | \$28 00 \$30 00 |
| Mumm—                            |                 |
| Extra Sec .....                  | 28 00 30 00     |
| Moet & Chandon—                  |                 |
| White Seal .....                 | 28 00 30 00     |
| Brut Imperial .....              | 31 00 33 00     |
| Perrier-Jouet—                   |                 |
| Brut .....                       | 28 00 30 00     |
| Reserve Dry .....                | 28 00 30 00     |

##### GIN.

|                                | Per Case. |
|--------------------------------|-----------|
| Pollen Zoon—                   |           |
| Red, cases of 15 bottles ..... | \$9 75    |
| Green, " 12 " .....            | 4 75      |
| Violette, " 12 " .....         | 2 45      |
| P. Hoppe "Night Cap" Brand—    |           |
| Red, cases of 15 bottles ..... | 10 50     |
| Green, " 12 " .....            | 5 25      |
| Yellow, " 15 " .....           | 10 75     |
| Blue, " 12 " .....             | 5 40      |
| Poney " 12 " .....             | 2 50      |
| Draught—                       | Per Gal.  |
| Hogsheads .....                | \$2 95    |
| Quarter casks .....            | 3 00      |
| Octaves .....                  | 3 05      |
| De Kuyper—                     |           |
| Violet, 2 doz. cases .....     | 5 30      |
| Green, " " .....               | 6 00      |
| Red, " " .....                 | 11 50     |
| White, " " .....               | 4 00      |

Terms, net 30 days, 1 per cent. off 10 days.  
In five-case lots, freight may be prepaid.

|                          |       |
|--------------------------|-------|
| Key Brand—               |       |
| Red cases .....          | 10 25 |
| Green " .....            | 4 85  |
| Poney " .....            | 2 60  |
| Melcher's—               |       |
| Infantes (4 doz) .....   | 4 75  |
| Picnic .....             | 7 75  |
| Poney .....              | 2 60  |
| Blue cases .....         | 4 75  |
| Green " .....            | 5 50  |
| Red .....                | 10 25 |
| Honeysuckle, small ..... | 7 90  |
| " large .....            | 15 25 |

#### BUTTER AND CHEESE.

**BUTTER**—The total shipments of butter from Montreal are 407,656 packages to date this season, showing an increase of 158,339 packages over last year. Yet the market is quite dull just now, principally on account of the large quantity of second-grade butter that is coming forward. Fine creamery is bringing 20c. from the wholesaler, who is jobbing it at 21c. Choice creamery brings as high as 20½c.

##### MONTREAL NOTES.

Flax seed is now worth 4¼ to 4¾c.  
"Imperial Acme" coal oil is down to 17c.

Rolled oats are advanced to \$5.85 to \$5.90 per bbl. and \$2.85 to \$2.90 per bag.

Other cereals, such as cornmeal, shorts, bran and peas, are all higher.

Canned peaches are advanced to \$1.80 to \$1.85 for 2's and \$2.65 to \$2.70 for 3's.

Mr. W. H. Dunn, Montreal, has recently added another important agency to his list. He has been appointed agent for Bensdorff's "Royal Dutch" cocoas and chocolates, and now has a full assortment of these in stock.

#### NEW BRUNSWICK MARKETS.

##### OFFICE OF THE CANADIAN GROCER.

ST. JOHN, N.B., November 26, 1901.

**B**USINESS has been particularly good this fall. The wholesale grocers seem well satisfied. There is, however, one great difficulty: They have not been able to get their goods forward from the west. Much business has been lost because of this, chiefly in flour, feed, oatmeal, beans, etc. The early-closing movement among the retailers is greatly appreciated by many. One of our principal retailers said to THE GROCER this week that in 15 years he had not seen so much of his family as during the past few months. We regret that many are breaking through their agreement. We trust it may not be completely broken up. In markets, oatmeal is particularly high. In tea, the advance has been sustained. Ginger continues high.

**OIL**—In burning oil, sales are very large, and prices keep low. A large tank steamer delivered a cargo this week. The quantity of burning oil now imported in wood is quite small. In paint oils, the market is held very firm at the rather higher figures. Lubricating oils are dull, with values unchanged. Seal oil continues to hold firm and higher prices are expected. Stocks held are not large. Cod oil is very firm, and some lots continue to come to hand. Later shipments will be made to England. Wax and candles are unchanged.

**SALT**—With the arrival of the first direct Liverpool steamer, the coarse salt market has been relieved. Supplies are still short. That arriving found very ready sale at full figures. Some rock salt was also received. In fine salt, prices are unchanged. There is but a limited sale at this season. We quote as follows: Liverpool coarse, 58 to 60c.; English factory-filled, 95c. to \$1; Canadian fine, \$1 per bag; cheese and butter salt bulk, \$2.40 per bbl.; 5-lb. bags, \$2.85 to \$2.90 per bbl.; 10-lb. bags, \$2.70 to \$2.75 per bbl.; 20-lb. wood boxes, 22c. each; 10 lb. wood boxes, 14c. each; cartons, \$2 per case of 2 doz.; English bottled salt, \$1.25 to \$1.30 per doz.; mineral rock salt, 60c. per 100 lb. (Selected lumps.)

**CANNED GOODS**—There were some arrivals of salmon during the past week.



Most important to have in stock!!!

**JAMES' "DOME" BLACK LEAD**

**A Household Necessity.**

WE WANT TO REMIND YOU LEST YOU FORGET THAT

**The Delhi Canning Co.**

STILL LEADS IN QUALITY, AND MEETS THE PRICE.

YOU SHOULD SEE SAMPLE OF OUR 1901 PACK.

Our **CORN** is a trade-winner. **PEAS**—the best we ever packed.

Competitors admit that our **TOMATOES** are superior.

"**EPICURE**" **CATSUP** has no rival.

**PEACHES**—Choice yellow, XX syrup, tell their own story.

All other lines the best that can be produced.

Packed under the "**MAPLE LEAF**"—our Trade Mark and consumers' guarantee.

Always in stock with Leading Wholesale Grocers.

Factories: **DELHI** and **NIAGARA**.

Head Office: **DELHI**.



TRADE MARK



The **THISTLE** Brand

ARE

**HIGH-GRADE**

**TOMATOES - CORN - PEAS - Etc.**

GUARANTEED  
SECOND TO NONE.

**BRIGHTON CANNING CO.**

**Talking  
Points**



Kent Baked Beans possess many good "talking points." They are prepared from hand-picked Pea Beans—the finest grown. Nothing but choicest **Bacon Pork** and **Granulated Sugar** used in their preparation.

They are put up in the most cleanly manner, and are cared for by competent hands. A "Sample" Can will be sent you on application.

**THE  
KENT  
CANNING  
CO.**

**CHATHAM  
ONT.**

Prices are rather easier. Stocks here this season are not large. In vegetables, values are unchanged. Goods are being sold at close figures. There are quite good stocks held. In fruits, sales are fair. Values are unchanged. Among the retailers, more fruits in glass are seen than usual, but the wholesale trade have not taken hold of them. In apples and blueberries, the market is supplied by local canners. Had the supply been sufficient, there would have been a large outside demand. In haddies and kippered herring, prices are firm, with stocks light. Domestic sardines sell freely at the rather lower prices.

**GREEN FRUITS**—In some lines, owing to the hot and dry summer, fruits became very ripe, and do not keep well. Apples are higher, though prices in St. John are at least as low as in Nova Scotia. The fact that much poor fruit is shipped here is one reason. That is now getting pretty well cleaned up. In oranges, prices are firm. The quality is very good. Lemons are rather easier. First arrivals of Messina stock are being received this week. Californian stock is not largely used. Cranberries have been advanced; little now offered except the Cape Cod berry. Some few Ontario grapes are still offered. Stock is standing up well. In Malaga grapes, the stock this year is good, with a fairly-active sale.

**DRIED FRUITS**—In Valencia raisins stocks are quite light. Buyers, not wishing to be caught as last season, bought lightly; and from a market standpoint they did right. But the market is a little short, particularly in small boxes which cannot be supplied from New York. Stock this year is good. Quality of Malagas is also good. Stocks are not large. New Californians are daily expected, but, again, buyers have taken hold lightly, and no whole carlots are coming. While the market is quite well supplied with prunes, large stocks are the exception. Prices are quite low. In dates and figs there is a good demand at even figures. Peels are moving out freely, though prices are somewhat higher than usual. Citron is the large seller. Evaporated apples move slowly at high figures. Onions are firmly held. Nuts are very free sellers.

**SUGAR**—Prices show no change from the recent lower values. Sales are large, and dealers are much pleased with the conditions under the card price.

**MOLASSES**—There have been quite free sales. Values are easy. There is little stock held, except Porto Rico, and that is in few hands. There is very little American molasses selling this season.

**DAIRY PRODUCE**—Eggs are perhaps a little easier, and the market seems some-

what dull. For strictly-fresh stock, quite high figures are still asked. Butter is also more freely offered, and to bring full figures the quality must be very good. Cheese has but a fair sale.

**FISH**—This is a more quiet line, the season of larger sales being about over. There is, however, one active line, namely, finnan haddies. These keep quite low, large shipments going west. In dry cod, while prices are still quite high, little or no change is expected. Pollock continue dull. The stock here is light. In smoked herring, even the low figures do not bring active sales. There is a steady sale for kippers; in fact, more could be used. In pickled fish, the market is firm, but quiet. There is a good sale for boneless fish. We quote: Large and medium dry cod, \$3.65 to \$3.75; small, \$2.50 to \$2.60; haddies, 4½ to 5c.; smoked herring, 7 to 8c.; fresh haddock and cod, 2½c.; boneless fish, 4 to 5c.; pollock, \$1.50 to \$1.60 per 100 lb.; pickled herring, \$2.15 to \$2.25 per half bbl.; Canso herring, \$5.50 per bbl.; kippered herring, \$1 per box; Shelburne, \$2.50 per half bbl.

**FLOUR, FEED AND MEAL**—In Manitoba flour, prices are unchanged. Ontarios quite firm at the somewhat higher prices of last week. There is but a light stock here, goods bought for week not having arrived. Feed is scarce and high. Oats and oatmeal are out of sight. Some millers have withdrawn prices. Beans are lower in the local market, but it is not thought they will change much. Cornmeal is firm. Barley and peas are high. Hay is firm. We quote as follows: Manitoba flour, \$4.60 to \$4.70; best Ontario, \$3.90 to \$4.00; medium, \$3.60 to \$3.70; oatmeal, \$5.75 to \$5.90; cornmeal, \$3.00 to \$3.10; middlings, \$22 to \$23; oats, 49 to 50c.; hand-picked beans, \$1.65 to \$1.70; prime, \$1.55 to \$1.60; yellow eye beans, \$2.80 to \$3.00; split peas, \$4.60 to \$4.75; barley, \$4.25 to \$4.30; hay, \$12 to \$14.

#### ST. JOHN NOTES.

Another packing machine is being put in place by T. H. Estabrooks.

John Sealy is finding an increasing demand, even at the full figures, for pure cod-fish without bone.

The sales of "Red Rose Tea" are growing east and west, with all hands working overtime, is the report.

Dearborn & Co. are offering some of the finest Malaga clusters seen here for some time. They are packed by J. Segalerva.

"Gold Dust" Washing Powder is being well advertised. The large advertisements which are seen everywhere are such as attract attention.

T. Collins is home from a trip to the North Shore. Mr. Collins has a large trade there. One line which he finds a free seller is Fairbanks' lard.

Include with first order from wholesale grocer a trial lot of



the un-quailed cleaner. Steady growth, **seasonable**, well advertised and have letters daily from consumers.  
34 Yonge Street, Toronto.

## POULTRY

In big demand. Choice dry picked bring good prices.

## APPLES

BUTTER, EGGS and CHEESE WANTED.

A. A. SIMONSKI, 250 Spadina Ave., Toronto.  
Wholesale Produce and Commission Merchant.

## "Imperial" Brand PEARS

are as good as any, and a good deal better than some other brands. Why? Because we use good fruit and preserve it the right way. That's why.

IMPERIAL CANNING CO.,  
KINGVILLE.

## LEMONS

Car fancy bright Californians just to hand. The only lemon at present for fine trade.

Malaga Grapes Sweet Potatoes  
Oranges

Write for weekly price list which explains fully.

## WHITE & CO.

Commission Merchants, TORONTO.

Toronto Fruit Merchants.

## NEW MESSINA LEMONS

We have just received 1,000 boxes elegant stock new **MESSINA LEMONS**.

Cranberries Jamaica Oranges  
Malaga Grapes

Special attention paid to Mail Orders.

## HUSBAND Bros. & Co.

82 Colborne St., Toronto

## SPECIAL

Our New Warehouse, Cor. Church and King Streets, gives us the most central position for handling

## Poultry, Butter, Eggs.

GIVE US YOUR SHIPMENTS.

## CLEMES BROS.,

FRUIT AND PRODUCE,  
TORONTO.



# ALWAYS AHEAD.

## New Fruits For Your Xmas Trade.

NOW IN STORE READY FOR SHIPMENT.

(THIS IS ONLY A PART OF OUR FALL ORDERS.)

- 1,200 boxes Castle Bros. California Prunes, 25-lb., all sizes, quality fine.
- 200 boxes Bevan's "Bull" Valencia Shelled Almonds.
- 100 boxes Griffin & Skelley's choice "Royal" Evaporated Apricots.
- 50 boxes " " Peaches.
- 50 boxes " " Pears.
- 150 boxes Griffin & Skelley's "Easter" Brand Seeded Raisins, 1-lb. cartons.
- 150 boxes "Owl" new cleaned Currants, in 1-lb. cartons.
- 100 boxes new Golden Halloween dates (also in 1-lb packages.)

### TO ARRIVE SHORTLY,

Another carload of Prunes.

- 1,200 boxes "Castle" brand, all sizes.
- 100 boxes Griffin & Skelley's Evaporated Apricots.
- 375 boxes Griffin & Skelley's "Easter" 1-lb. Seeded Raisins.
- 375 boxes Griffin & Skelley's "Owl" 1-lb. Seeded Raisins.
- 50 boxes "Owl" brand 1-lb. Cleaned Currants.

Order at once while prices are low. It will pay you to ask us prices. We have one of the best  
assorted stocks to be found in any Wholesale Grocery. We are sellers.

# L. Chaput, Fils & Cie.

Wholesale Grocers and Tea Merchants,

Selling Agents for

The Williams Bros. Company  
DETROIT, MICH.

MONTREAL.

CANADIAN ADVERTISING is best done by THE  
E. DESBARATS ADVERTISING AGENCY  
MONTREAL

## Thanksgiving

will be brighter this week in many a happy home because they use

### "Superior" Gluten Flour

in sacks or cases containing thirty-six (three doz.) 2½-lb. packages.

The latest breakfast food isn't out yet, but we are expecting to tell you about it also—next week.

NORTH WESTERN CEREAL CO.,

E. A. SHOEBOOTHAM,

CANADIAN AGENT,

St. James' Park, LONDON, Canada.

## OYSTERS.

FOR YOUR SUPPLY, SEND TO

STANDARD OYSTER CO.,

89 and 91 Broadway, - BUFFALO, N.Y.

Oldest and most reliable firm in the business.  
Wholesalers and jobbers.

Established 1879. Branch, 63 Colborne St., TORONTO

POULTRY, POTATOES, APPLES, EGGS,  
BUTTER, ONIONS,  
Etc., bought and sold on commission.

Get your Poultry in market early for Thanksgiving Trade. INSTRUCTIONS—Don't scald; don't draw; pick body clean; store well and cool before packing. I also want Potatoes in car lots at once.

Manufacturers' and Grocers' Broker,  
GEO. A. BOOTH, Fruit and Produce Exchange Bldg.,  
OTTAWA.

ESTABLISHED 1869.

## Geo. Stanway & Co.

Brokers and

General Commission Merchants

Teas, Sugars, Molasses, 46 Front St. East,  
Canned Goods TORONTO

Correspondence Solicited.

## ROCK SALT FOR HORSES and CATTLE.



TORONTO SALT WORKS, Toronto, Ont.

## New Sultanas

Choice confectioners' fruit,  
clean and bold. Write for  
samples and quotation.

WARREN BROS. & CO.

TORONTO.

Established 1862.

## E. THOMPSON & CO.

LIVERPOOL,

Offices—11 Victoria St. . . . ENG.  
Warehouses—48-52 Thomas St.

We solicit correspondence and offers of all kinds of **CANNED GOODS** and **DRIED FRUITS**, etc., suitable for the English and Continental markets. Consignments will receive best attention and advances made when required.

REFERENCE—Canadian Bank of Commerce.

American Agent—

G. H. THOMPSON,

107 Hudson St., NEW YORK.

## SLEE, SLEE & CO.,

Limited

Tower Bridge Brewery,  
LONDON, ENG.

FOR  English Malt  
Vinegars.

Ontario Agents

John W. Bickle & Greening.

HAMILTON AND TORONTO.

From whom Samples and Prices can be obtained.

# Pure Gold Jelly Powder

23 Imitations to date

The best selling and most popular line in  
grocerydom to-day. **SELL THE REAL  
THING**, your customers want it.

# Pure Gold Co., Toronto



|       |       |       |       |       |       |
|-------|-------|-------|-------|-------|-------|
| ..... | 12    | ..... | 11    | ..... | ..... |
| ..... | 15    | ..... | 13½   | ..... | ..... |
| ..... | 12    | ..... | 11½   | 11    | 19    |
| ..... | 14    | 12½   | 13    | 4     | 5     |
| ..... | 13    | ..... | 12½   | ..... | ..... |
| ..... | 12    | ..... | 11    | 6     | 9     |
| ..... | 15    | ..... | 13½   | ..... | ..... |
| ..... | 21 00 | 21 00 | 19 50 | 21 50 | 21 50 |
| ..... | 22 00 | 20 50 | 21 00 | 21 00 | 22 00 |
| 2 50  | 18 50 | ..... | 3 00  | 11 00 | 14 50 |
| ..... | 11    | ..... | 10½   | 11½   | 12½   |
| ..... | ..... | ..... | 11    | 12½   | 2½    |
| ..... | 11½   | ..... | 11½   | 12½   | 12    |

# SEASON'S SPECIALTIES.

## Christie's Plum Pudding

Put up in 1 and 2-lb. tins with key attachment.

## Christie's Shortbread

Packed in 1-lb. tins and in bulk.

# CHRISTIE, BROWN & COMPANY, Limited

TORONTO and MONTREAL.

## JERSEY CREAM BAKING POWDER

still leads as the purest, the most wholesome high-grade Baking Powder on the market.

Order case each size for your holiday trade.

**BEST IN CANADA.**

## Social Tea Social Coffee Social Cocoa

*Have you tasted*

## ENGLISH BREAKFAST SOCIAL TEA?

It is a pure tea.

## JERSEY CREAM YEAST CAKES

Winning merits everywhere.

Makes the most wholesome and sweetest bread.

Every Merchant should use Jersey Cream Yeast Cakes in his own home.

**BEST IN THE WORLD.**

## LUMSDEN BROS.,

Importers and  
Wholesale Grocers,

## Toronto and Hamilton.

| COFFEE                            |       | Montreal. | Toronto. | St. John,<br>Halifax. |
|-----------------------------------|-------|-----------|----------|-----------------------|
| Green—                            |       |           |          |                       |
| Mocha.....                        | 24    | 23        | 25       | 30                    |
| Old Government Java.....          | 27    | 22        | 25       | 30                    |
| Rio.....                          | 10    | 7½        | 12       | 18                    |
| Santos.....                       | 9½    | 10½       |          |                       |
| Plantation Ceylon.....            | 29    | 26        | 29       | 31                    |
| Porto Rico.....                   | 22    | 25        | 24       | 28                    |
| Guatemala.....                    | 22    | 25        | 24       | 26                    |
| Jamaica.....                      | 18    | 15        | 18       | 22                    |
| Maracabo.....                     | 18    | 13        | 12       | 13                    |
| NUTS                              |       |           |          |                       |
| Brazil.....                       | 15    | 16        |          | 15                    |
| Valencia shelled almonds.....     | 22    | 30        | 8½       | 30                    |
| Tarragona almonds.....            | 10    | 11½       | 12       | 13                    |
| Formegetta almonds.....           | 10½   |           |          |                       |
| Jordan shelled almonds.....       | 80    | 40        | 43       |                       |
| Peanuts (roasted).....            | 7½    | 8         | 10       | 9                     |
| " (green).....                    | 6½    | 7         | 9        | 10                    |
| Cocoanuts, per sack.....          | 3 00  | 8 75      | 8 50     | 4 00                  |
| " per doz.....                    |       | 60        | 60       | 70                    |
| Grenoble walnuts.....             | 10    | 10½       | 11       | 12                    |
| Marbot walnuts.....               | 10    | 9         |          |                       |
| Bordeaux walnuts.....             | 9     | 8         | 8½       | 9                     |
| Sicily filberts.....              | 8     | 8½        | 9        | 9                     |
| Naples filberts.....              |       | 10        | 11       | 11                    |
| Pecans.....                       | 13½   | 14        | 18       | 14                    |
| Shelled Walnuts.....              | 16    | 17        | 20       | 16                    |
| SODA                              |       |           |          |                       |
| Bi-carb, standard, 112-lb. keg    | 1 65  | 1 80      | 2 00     | 1 75                  |
| Sol soda, per bbl.....            | 70    | 75        | 80       | 90                    |
| Sol Soda, per keg.....            | 95    | 1 00      | 1 00     | 95                    |
| Granulated Sol Soda, per lb.....  |       |           | 1        | 1 00                  |
| SPICES                            |       |           |          |                       |
| Pepper, black, ground, in kegs    |       |           |          |                       |
| palls, boxes.....                 | 16    | 18        | 18       | 14                    |
| " in 5-lb. cans.....              | 14    | 17        | 19       | 15                    |
| " whole.....                      | 15    | 17        | 19       | 12                    |
| Pepper, white, ground, in kegs    |       |           |          |                       |
| palls, boxes.....                 | 26    | 27        | 28       | 24                    |
| " 5-lb. cans.....                 | 25    | 28        | 25       | 20                    |
| " whole.....                      | 23    | 25        | 25       | 20                    |
| Ginger, Jamaica.....              | 19    | 25        | 22       | 20                    |
| Cloves, whole.....                | 12    | 30        | 14       | 35                    |
| Pure mixed spice.....             | 25    | 30        | 25       | 30                    |
| Cassia.....                       | 18    | 18        | 20       | 18                    |
| Cream tartar, French.....         | 23    | 24        | 25       | 20                    |
| " best.....                       | 28    | 25        | 30       | 25                    |
| Allspice.....                     | 10    | 15        | 13       | 16                    |
| WOODENWARE                        |       |           |          |                       |
| Palls, No. 1, 2-hoop.....         | 1 90  |           | 1 72     | 1 90                  |
| " 3-hoop.....                     | 2 50  |           | 1 83     | 2 05                  |
| " half, and covers.....           | 1 50  |           | 1 80     | 1 75                  |
| " quarter, jam and cover          | 1 45  |           | 1 30     | 1 45                  |
| " candy, and covers.....          | 2 70  | 3 20      | 2 90     | 3 20                  |
| Tubs No. 0.....                   | 11 00 | 9 15      | 7 50     | 11 00                 |
| " 1.....                          | 9 00  |           | 7 50     | 9 00                  |
| " 2.....                          | 8 00  |           | 6 70     | 8 00                  |
| " 3.....                          | 7 00  |           | 5 90     | 7 00                  |
| PETROLEUM                         |       |           |          |                       |
| Canadian water white.....         | 14½   | 15½       | 16       | 18½                   |
| Sarnia water white.....           | 16    | 17        | 16       | 18½                   |
| Sarnia prime white.....           | 18    | 19        | 15       | 15½                   |
| American water white.....         | 19    | 17½       | 17       | 17½                   |
| Pratt's Astral (barrels extra)    | 18½   | 19        | 17       | 18                    |
| Black— TEAS                       |       |           |          |                       |
| Congou—Half-chests Kalsow,        |       |           |          |                       |
| Mouling, Paklung.....             | 13    | 60        | 12       | 60                    |
| Caddies Paklung, Kalsow...        | 17    | 40        | 18       | 50                    |
| Indian—Darjeelings.....           | 35    | 55        | 35       | 55                    |
| Assam Pekoes.....                 | 20    | 40        | 20       | 40                    |
| Pekoe Souchoong.....              | 18    | 25        | 18       | 25                    |
| Ceylon—Broken Pekoes.....         | 35    | 42        | 35       | 42                    |
| Pekoes.....                       | 20    | 30        | 20       | 30                    |
| Pekoe Souchoong.....              | 17½   | 40        | 17       | 35                    |
| China Greens—                     |       |           |          |                       |
| Gunpowder—Cases, extra first      | 42    | 50        | 42       | 50                    |
| Half-chests, ordinary firsts      | 22    | 28        | 22       | 28                    |
| Young Hyson—Cases, firsts         |       |           |          |                       |
| extra firsts.....                 | 42    | 50        | 42       | 50                    |
| Cases, small leaf, firsts.....    | 35    | 40        | 35       | 40                    |
| Half-chests, ordinary firsts      | 22    | 38        | 22       | 38                    |
| Half-chests, seconds.....         | 17    | 19        | 17       | 19                    |
| " thirds.....                     | 15    | 17        | 15       | 17                    |
| " common.....                     | 13    | 14        | 13       | 14                    |
| Pingsneys—                        |       |           |          |                       |
| Young Hyson, ½-chests, firsts     | 28    | 32        | 38       | 32                    |
| " seconds.....                    | 16    | 19        | 16       | 19                    |
| Half-boxes, firsts ..             | 28    | 32        | 28       | 32                    |
| " seconds.....                    | 18    | 19        | 18       | 19                    |
| Japans—                           |       |           |          |                       |
| ½-chests, finest Maypickings      | 38    | 40        | 38       | 40                    |
| Choice.....                       | 32    | 38        | 31       | 37                    |
| Finest.....                       | 28    | 30        | 30       | 32                    |
| Flue.....                         | 25    | 27        | 27       | 30                    |
| Good medium.....                  | 22    | 24        | 25       | 28                    |
| Medium.....                       | 19    | 20        | 21       | 23                    |
| Good common.....                  | 16    | 18        | 18       | 20                    |
| Common.....                       | 13    | 15        | 15       | 17                    |
| Nagasaki, ½-chests, Pekoe...      | 16    | 22        |          |                       |
| " Ooloung.....                    | 14    | 15        |          |                       |
| " Gunpowder.....                  | 16    | 19        |          |                       |
| " Siftings.....                   | 7½    | 11        |          |                       |
| RICE, MACARONI,<br>SAGO, TAPIOCA. |       |           |          |                       |
| Rice—Standard B.....              | 3 00  | 3 10      |          | 3 ½                   |
| Patna, per lb.....                | 4 25  | 4 50      | 4½       | 5                     |
| Japan.....                        | 4 40  | 4 90      | 5½       | 6                     |
| Imperial Seeta.....               | 4 60  | 4 90      | 4½       | 5                     |
| Extra Burmah.....                 |       |           | 4½       | 5                     |
| Java, extra.....                  |       | 5½        | 6        | 6                     |
| Macaroni, dom'l.c. per lb., bulk  | 5     | 6         |          | 7½                    |
| " Imp'd, 1-lb. pkg., French.      | 8     | 12        | 9        | 10                    |
| " Italian.....                    | 8     | 10        | 11       | 12½                   |
| Sago.....                         | 3½    | 4         | 4        | 4½                    |
| Tapioca.....                      | 3½    | 4         | 4½       | 5                     |



"CONDOR" TEA  
(Japan)

# No Closed Season

"NECTAR" TEA  
(Black)

## No Dead Stock in These.

Look at this list. Ask for Samples. You will buy and be pleased:

Pure Ceylon, 15c.  
No. 1 Santos, 16½c.  
Choice Santos, 18½c.  
Extra Santos, 20c.  
No. 1 Maracaibo, 16½c.  
Choice Maracaibo, 18½c.  
Extra Maracaibo, 20c.  
Special Blend, 20c.

XXXX Blend, 27½c.  
Private Plantation, 25c.  
Maleberry Java, 25c.  
"Old Crow" Java, 25c.  
Finest Java, 27½c.  
Selected Java, 29c.  
"Condor" Java, 30c.  
Old Gov. Java, 31c.

Extra Java, 32½c.  
"Old Crow" Mocha, 25c.  
Arabian Mocha, 27½c.  
"Condor" Mocha, 30c.  
Selected Mocha, 31c.  
Mandheling Java and  
handpicked Mocha, 50c.

### QUANTITY IN A CASE.

1-lb. Fancy Tins - - - 48 per case.  
1-lb. Madam Huot Coffee, 36 1-lb. "  
2-lb. " " " 15 2-lb. "

### Conditions:

CASH less 3 per cent, 30 days.

100-lbs. delivered to all parts of  
Quebec and Ontario.

1-lb. Fancy Tins, blend of **Pure Coffees**—48 tins per case - - - **20c.** per lb.

Although only a short time on the market, 5,000 lbs. of this line have already gone into the hands of the retailers, to their great satisfaction and profit. **No better proof of quality** is wanted.

**Madam Huot's Coffee** is, and will always be, the gem of all coffees. When tried by lovers of good coffee **none can take its place.**

A new lot of choice **Nutmegs** just in, brown and limed, at **45c.** to **65c.** for 80's to 120's per lb.

Beautiful and highly-flavored **Cassia**, the Cream of Batavia. Whole at **25c.**; ground, pure, **30c.** per lb.

Choicest **Penang Cloves**, the finest and best in the world. Whole at **25c.**; ground, pure, **30c.** per lb.

### SOME GOOD TEAS TO BUY.

**850** Boxes, 20 lbs. each, nice, new, **Packling Congou Black Tea**, at - - - **12c.**

**350** Half-chests, good, sound, new crop, **Saryunes** or **Kaisow Congou Black Tea**, at - **11c.**

These Teas are going up in price, now is the time to buy them.

**75** Half-chests, 50 lbs. each, of a splendid **Orange Pekoe Ceylon Black Tea**, at - **18½c.**  
Cannot be imported at less money to-day.

Specialty of high-grade goods in Teas, Coffees,  
Spices and Vinegars.

"CONDOR"  
MUSTARD

# E. D. MARCEAU,

"OLD CROW"  
BLACK TEA

281-285 St. Paul, cor. St. Gabriel Street,

MONTREAL.

## THE PROVISION TRADE.

The Markets—Consumption of Eggs in Great Britain—Miscellaneous Notes.

### CONSUMPTION OF EGGS IN GREAT BRITAIN.

**A**N authority points out that during 1900 Great Britain imported 5,500,000 eggs every day during the year, or, in other words, £15,259 worth daily. Add to this the home supply, estimated at 2,100,000,000 annually, and one will appreciate the enormous daily consumption of eggs in Great Britain—no less than 11,300,000. Moreover, 49 per cent. of the eggs handled in the United Kingdom are imported, and fully 95 per cent. of the eggs consumed in the larger towns of England are of foreign origin. Another fact of interest in this connection is that fully 50 per cent. of all eggs available are from three to seven months old before they reach the tables of the average British consumer. The development of the trade in foreign eggs during recent years, this authority adds, is truly remarkable, and the ease and rapidity with which a trade can be developed and flourish under the most adverse conditions may be inferred from the fact that the export of eggs from Russia has increased from 10,000,000 in 1870 to 1,780,000,000 in 1900. The export from Denmark has risen from 23,000,000 in 1880 to 292,000,000 in 1900, and the import of eggs into the United Kingdom has increased from 100,000,000 in 1855 to 1,000,000,000 in 1885, and 2,025,000,000 in 1900. Year by year the trade in eggs expands, and is still likely to keep on increasing, as there appears to be no limit to the supply or the demand. The trade in Europe alone approaches £100,000,000 annually.

### THE DECLINE IN LARD.

The heavy movement of hogs to market has been one of the more potent factors in the recent decline in the market price of lard. How far the farmer will go in reducing his stock of hogs by continuing this process is, of course, problematical, but, as The Oil, Paint and Drug Reporter reasons, the decline in hog products may be expected to check the sale of hogs, or at least to cause him to await their fuller development. The result of these various influences may be expected to cause changes which are not at present clearly apparent. If the supply of hogs due to recent heavy shipments has been greatly depleted, and the lower prices for hog products continue for some time, comparatively few hogs will be sent to market, despite the high price of corn, when prices may be expected to again advance; but whether this will bring out a

larger supply, though averaging heavier, remains to be seen. At any rate, it is hardly to be expected that prices for lard will reach the level of last year, and certainly not those of 1899, before the end of the present crop year.

### WILL CONTINUE AS USUAL.

As J. G. Griffin & Co., Winnipeg, Man., have not received a satisfactory offer for the produce part of their business, they are going to continue it as usual, removing from their present quarters their offices on Bannatyne street and locating them in their packing and cold-storage warehouse on Louisa Bridge on January 1, next. Their present location on Bannatyne street has been leased to Walter Woods & Co., wholesale woodenware.

### THE PROVISION MARKETS.

#### TORONTO.

Smaller arrivals of western hogs are reported this week and the price has advanced 50c. They are now worth \$7.40 in carlots on the track. Partly in sympathy with the higher prices of live hogs, and partly on account of their light receipts, the prices of dressed hogs have gone up from 10 to 15c., and the range of quotations now is \$7.50 to \$7.75 per 100 lb. The venison season is practically over. In other lines there is no change. We quote: Venison carcasses bring from \$6 to \$8 per 100 lb.; saddles, \$8 to \$10 per 100 lb.; beef carcasses, \$5.50 to \$6.50 per 100 lb.; hind quarters, \$6 to \$7 per 100 lb.; front quarters, \$5 to \$5.50 per 100 lb. Veal,  $7\frac{1}{2}$  to  $8\frac{1}{2}$ c. per lb.; lambs are steady at 5 to  $5\frac{1}{2}$ c. Live hogs: Selects, \$6, and lights \$5.75 per 100 lb.; choice export cattle bring \$4.75 to \$5 per 100 lb.; lights sell at \$4 to \$4.50.

In sympathy with the rise in dressed hogs, the cured meat prices are firm, with, perhaps, an upward tendency. Jobbers are doing a good trade in this line, and in lard. Fair receipts and good sales are in order in the latter line. Prices are unchanged. We quote as follows: Long clear bacon, 11c.; smoked breakfast bacon, 14 to 15c.; rolls,  $11\frac{1}{2}$ c.; medium hams,  $13\frac{1}{2}$ c.; large hams,  $12\frac{1}{2}$  to 13c.; shoulder hams, 11c., and backs,  $13\frac{1}{2}$  to 14c.; Canadian heavy mess pork, \$19.50; short cut, \$20 to \$21; lard, in tierces,  $10\frac{3}{4}$ c. per lb., tubs, 11c., and pails,  $11\frac{1}{4}$ c.

#### MONTREAL.

Supplies of pork have come forward and there is not that scarcity that was felt

last week. The market is steadier than it was. We still quote as follows: Heavy Canadian short cut mess pork, \$22.00; Chicago clear pork, \$23.25 for heavy and \$22.75 for medium; selected heavy short cut mess pork, boneless, \$22.00 to \$22.50; hams, 12 to 13c.; bacon, 15c.; lard, pure Canadian, \$2.25 per pail; refined lard compound (Fairbank's), \$2.00 for 1 to 24 pails; \$1.98 for 25 to 49 pails; \$1.97 for 50 pails and over; Snow White and Globe compound, \$1.72½ per pail; Cottolene,  $11\frac{1}{4}$ c. for 20 lb. pails, and  $10\frac{3}{4}$ c. for 60-lb. tubs, for Quebec and Ontario.

#### ST. JOHN, N. B.

In pork, the market is rather easier. There are fair sales. Considerable domestic mess pork is offered; by many it is preferred. Beef is unchanged. Pure lard is lower; also compound, but there is a fair sale.

#### WINNIPEG.

CURED MEATS—Smoked hams,  $13\frac{1}{2}$  to 14c.; breakfast bellies and backs,  $14\frac{1}{2}$ c.; shoulders, 10c.; dry salt, long clear, 12c.; smoked long clear, 13c.; shoulders,  $9\frac{1}{2}$ c.; boneless backs,  $12\frac{1}{2}$ c.

LARD—Lard is lower, but at the present quotations are so conflicting it is not safe to quote.

#### PROVISION NOTES.

Case & Fisher, butchers, Ponoka, Man., are advertising their business for sale.

Gray & Creamer, butchers, Austin, Man., have sold out to E. Turner.

Hull Bros. & Co., wholesale and retail butchers, Calgary, N.W.T., have sold out to P. Burns & Co.

Established 1873.

Pork Packers, Commission Merchants,  
Buyers and Exporters of

Eggs, Butter,  
Cheese, Poultry.

D. GUNN, BROTHERS & CO.

76-78-80 Front St. E. - TORONTO.

EGGS, BUTTER, CHEESE,  
ETC.

CONSIGNMENTS  
SOLICITED.

Write us when you have Eggs and  
Butter to offer. Cases supplied.

The J. A. McLean Produce Co., Limited,  
77 Colborne St., TORONTO.



The demand for

**REGISTERED**  
*Bow Park*  
**HAMS**

is growing every day, and we think it will pay you to handle them.

Your customers will enjoy them and you will be pleased to sell them, as they are the best in any line of goods.

**The Brantford Packing Co.**  
**BRANTFORD, ONT.** LIMITED

**REGISTERED**  
*Bow Park*  
**BRANDS**

**White Onions**

IN BOTTLES AND KEGS

Are quick sellers. Have you tried them?

At all wholesalers, or write direct.

**Shuttleworth & Harris,**  
**BRANTFORD, CAN.**

There are  
no finer

**Hams**

made than the

**"STAR" Brand**

Put up by

**F. W. FEARMAN CO.,**  
**Hamilton, Canada.** Limited

**FRESH PORK  
SAUSAGE**

We make a superior article in this line.

Will satisfy your customers and increase your sales.

Try a Sample Basket.

Expressed to all points.

**The Park, Blackwell Co.,**  
LIMITED.

**PORK PACKERS AND EXPORTERS,**

**TORONTO, CANADA.**

Liverpool Agents:  
Messrs. Miller Bros.  
16 Tooley St.

London Agents:  
Messrs. W. P. Sinclair & Co.  
12 North John St.

## INQUIRIES ABOUT CANADIAN TRADE.

The following were among the recent inquiries relating to Canadian trade received at the Canadian Government Office in London :

1. A manufacturers' agent who supplies railway material is open to correspond with parties in Canada who are prepared to export veneers, sleepers, etc.

2. A London firm of timber brokers and agents desire to get into communication with Canadian manufacturers requiring a market for birch chair parts (seats, squares, turnery and dowels), bass-wood piano keyboards, white oak key-ralls; also soft elm boards, rock elm logs and planks, maple in 'log and plank, and furniture ash in board and plank.

Inquiries received at the Canadian section of the Imperial Institute :

3. A company manufacturing glue of all kinds asks to be placed in correspondence with Canadian buyers of the article.

4. A wholesale furniture house would be pleased to hear from Canadian manufacturers of carpets, furniture, etc.

5. A correspondent possessing a connection in chair materials, turned goods, etc., wishes to hear from Canadian producers of same.

[The names of the firms making the above inquiries can be obtained on application to the editor of THE CANADIAN GROCER.]

## KINGSTON MERCHANTS ORGANIZE.

At a large and enthusiastic meeting of the retail merchants, of Kingston, Ont., on November 20, a branch of the Retail Merchants' Association of Ontario was organized. The following officers were elected :

President, D. E. Starr.

1st Vice-President, James Sutherland.

2nd Vice-President, W. A. Mitchell.

Treasurer, H. Dyde.

Secretary, John Gilbert.

The London Tobacco Co. is dismantling its plant at London, and is moving to Leamington, Ont.

The oatmeal mill of the J. D. Moore Co., St. Marys, Ont., was burned down on the morning of November 17. Damage to the extent of \$3 000 was done to the plant and contents which, were insured for \$2,000 in the Perth Mutual. The fire is supposed to have started from the drying kiln.

In Winnipeg, Man., the Arctic Ice Co., the Northern Ice Co., and the Winnipeg Ice Co. have amalgamated and will be from this out under the direct management of Charles H. McNaughton, formerly manager of the Arctic Ice Co. These concerns had previously been doing business at great expense, and, as the opposition has been keen, they decided to unite and expect to give that city a more efficient and earlier service at less expense.

Every grocer who desires to have the finest goods for his customers, will see that he is never without a full stock of :

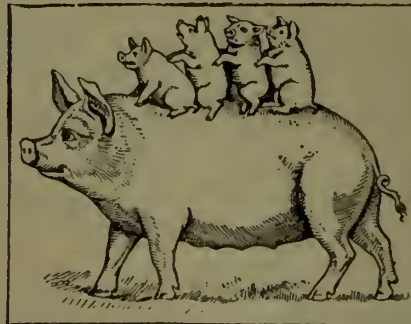
**COWAN'S** Hygienic and Perfection Cocoa.  
Queen's Dessert, Royal Navy and Perfection Chocolate.

**COWAN'S** Cake Icings—Chocolate, Pink, Lemon Color and White.

**COWAN'S** Chocolate Cream Bars, Chocolate Ginger, Chocolate Wafers, etc.

ALL ABSOLUTELY PURE GOODS.

**THE COWAN CO., Limited, TORONTO**



**LARD**

that is

**—PURE**

IS LARD THAT SELLS.

And the progressive grocer will handle nothing else.

Order from us and **quality** and **purity** is guaranteed, and your customers will appreciate your efforts to secure for them the best article on the market.

**THE FARMERS' CO-OPERATIVE PACKING CO.  
OF BRANTFORD, LIMITED.**

From 3-lb. Tins up.

Write for Price Lists.

The  
Makers

**B.  
S.**

It has taken several years for Bee Starch to take the place it has as a staple article.

**MERIT ALONE**

has brought it to the front, and despite all opposition Bee Starch sales are increasing day by day, and it is a fact that the retailer who does not stock it is driving trade to those who do.

Ask your jobber about  
**BEE STARCH.**

**BEE STARCH CO., Montreal.**



## TO PICKLE and SAUCE MAKERS.

For Brined Vegetables, Skinned-Shrimps, Anchovies and all necessary Sauce ingredients,

Address J. F. SEYFRIED,  
Specialist in the Pickle, Sauce and Jam trades,  
27 Eldon Street, London, E.C., England.  
ESTABLISHED 1842.  
P.S.—New Recipes exchanged. Importer  
of Canadian Fruit Pulp.

W. A. CARSON

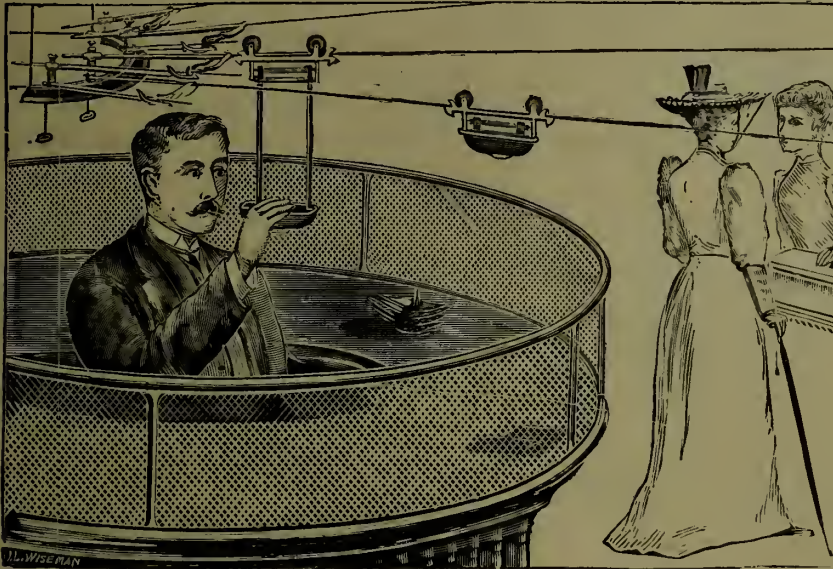
J. ERLE CALDWELL

## Belleville Pottery Co.

SUCCESSORS  
TO ...



KINDLY WRITE US FOR CATALOGUE AND PRICE LIST.



## Champion Cash Carriers

These Carriers have been in use for the last twelve years, and have given the best of satisfaction. Will save the cost in 6 months' time.

**S. S. KIMBALL,**

Bell Telephone  
1964 Main.)

577 Craig St., MONTREAL.

# Britten's

## Red <sup>AND</sup> Black Fellows Chewing Gum

THE BIGGEST CHEW FOR A CENT ON THE MARKET.

**SOMETHING NEW AND CATCHY** in a 1c. line that will please the children.

Price, 70c. per box containing 100 1c. pkgs. |

Ask your wholesaler for it.

... MADE BY ...

**AMERICAN CHICLE CO.,** Defries St., Toronto Can.



## HE COULDN'T READ HUMAN NATURE.

**R**OB HASSETT told the truth when he said he went for the whole hog or none. It didn't take a year for him to find out what he wanted. A glance however slight and the thing was done. So that morning when he went behind the counter and saw "that man Ford" at the next counter that was enough. At one glance he took the fellow all in, wrapped him up, labeled him and put him away as a cad; and that did the business for Ford so far as Rob Hassett was concerned.

The other clerks after looking over the new comer sized him up and put him down as a good enough fellow and went about their business, as they were in duty bound to do as respectable members of the clerking fraternity. Not so Hassett. "Hates any man the thing he would not kill?" and he proceeded at once to subject "Dandy Ford" to the tortures of an inquisition that could end only in death—as he, Rob Hassett, thought. There was nothing that was not pointed out; commented on and criticized. In the first place he had black hair and blue eyes. "Wherever you see that combination, boys, look out." He dressed too well for a man with \$15 a week, and the money that paid for that suit, if it was paid for, had to come from somewhere.

"You can see he changes his collar every day because he is careful to put on a different style every morning; but here's dollars to doughnuts that he hasn't had on a clean shirt for a month. Noticed, I suppose, how he likes burnt coffee? Oh, mark my words, he's a duck!" and when Jim Jarvis, who had got tired of that sort of talk remarked anyway that he wasn't of the "quacking breed, anyway," the laugh that followed told Hassett that he didn't have the sympathy of that crowd, and he kept quiet and determinedly nourished his resentment.

In the meantime that man Ford kept right on in the even tenor of his way. His business was selling goods, the best he knew how and his daily account of sales was finding increasing favor at the office. "He doesn't seem to have any nonsense about him," remarked the head of the department one day. "He's been well brought up and had good schooling somewhere—college, I guess—and is a good man to keep track of. He's something of an athlete, I fancy and you'll notice, now I've spoken of it, that while he's in good condition he isn't fat. His hands are white but I've a notion that if he takes hold of a thing he holds it and if he wants to hit anything hard he does it the first time. I take him for a good all 'round man mentally, morally and physically, and I've a notion, too, that Hassett is going to find out some fine

day what happens when he gets the wrong pig by the ear."

Strange to say Hassett formed opposite conclusions. He intentionally rubbed the fur the wrong way one day and because Ford did not care to get into a fuss, Hassett thought he had found Ford's vulnerable place and "went for him." He took every opportunity to make himself disagreeable. He called attention to what he considered Ford's peculiarity of dress—the cut of his hair, the manner of his walk; everything, in fact, that he could ridicule he did, until naturally the young fellow concluded he had had about enough. His fellow clerks thought so anyway and one day when he was passing by Miss Rockwood's counter she took occasion to say to him that she and the rest of the girls—and the men, too, for that matter—thought that a change in the programme would meet with favor.

The reply was characteristic: "He doesn't annoy me. It's like the idle wind which I regard not and then, too, this is no place to hurt him. Let him tire himself out. He'll stop then and I really don't think it's worth minding."

That's what Hassett thought, too, and when he saw the two talking together, he concluded he'd change his tactics. He'd tease Miss Rockwood about the "Dandy" and show him up to be the coward he was. He'd try it the first chance he had and, tickled almost to death with the idea, he waited for an opportunity to carry it out.

It happened the very next morning that Miss Rockwood improved the opportunity offered by the regulations for the clerking force to make purchases any time before eight. She had gone to Ford's counter, had made her purchase and was turning away when Hassett found it desirable to be there, too, and to make a remark that made Ford's face turn white and Miss Rockwood's red.

There was a spring over the counter, a gripping of a coat collar and a neck-band, the lifting lightly up and the bringing heavily down with a tremendous thump to the floor of a pair of elbows and knees, then a smart jerk to a vigorous and sudden standstill and then a voice with a not-to-be disobeyed command in it, said, with alarming distinctness, "Beg Miss Rockwood's pardon, you contemptible cur, before I break every bone in your body!"

There was just breath enough left in the craven's duty to do what had been required of it with the grip still on the collar and then, daring him ever again to insult another lady in that store, "Dandy Ford" gave him a shove that sent him caroming along the counters towards his place behind his own.

There could be but one result, and it took place immediately. Rob Hassett gathered himself together at the earliest moment and left the establishment by the way of the office. Rixford, the manager of the department, who had seen the whole affair, had his little blue envelope ready for him and out into the pitiless world the fellow went "a sadder and a wiser man."—Richard Malcolm Strong in Michigan Tradesman.

*Enterprise*  
**RENOVATOR.**

The perfect carpet and clothes cleaner.

Grocers: Send for our special offer.

**ENTERPRISE SPECIALTY CO.,**  
83 Bay Street, TORONTO.

# BASKETS

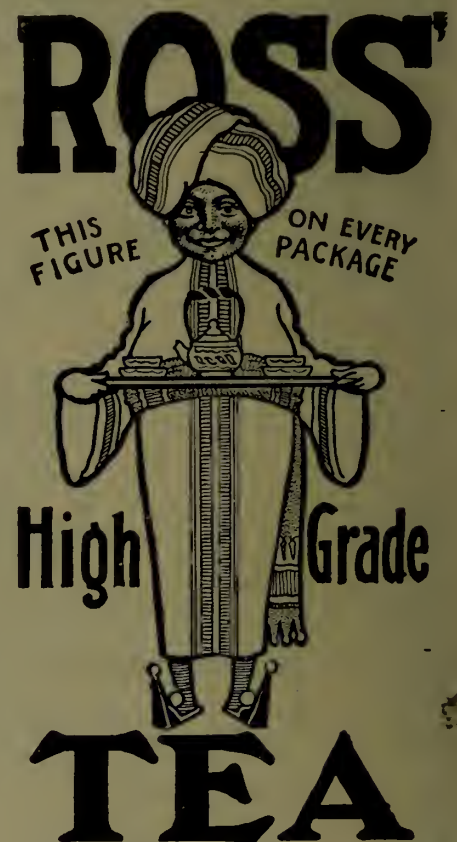
We make them in all shapes and sizes. We have

*Grain and Root Baskets,  
Satchel Lunch Baskets  
Clothes Baskets,  
Butcher Baskets,*

In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

THE . . .

**Oakville Basket Co.**  
Oakville, Ont.



There is no question about Ceylon Teas being the **BEST**, but grocers should be careful not to sell teas marked Ceylon and adulterated with inferior teas.

**ROSS' HIGH-GRADE** is, without exception, the only pure Ceylon tea on the Canadian market. For your own edification inquire into this.

**THE ROSS TEA CO., - - TORONTO.**



# CEYLON AND INDIA TEA

## BLACK

The merit of the **Black Teas** has established them high in popular estimation. They are drunk wherever the English language is spoken. They follow the flag and drive out less meritorious growths.

## OR

But some consumers are wedded to light drawing kinds, with pale liquor and without the full body and richness of the black kinds.

## GREEN

The **Green Teas** of Ceylon and India are made expressly for this trade. In Make, Quality and Price they challenge comparison with other growths.

They are grown, prepared and packed with the same skill by the British Planters who have revolutionized the black tea trade.

They have caught on in Canada and are no longer in the experimental stage. Try them.

## THE ART OF WINDOW DRESSING.

### DIFFICULTIES IN WINDOW DRESSING TO BE OVERCOME.

**W**INDOW-TRIMMERS located in the country are wont to complain that suggestions contained in the columns of trade journals, which are in part intended for their benefit, are actually of no use to them because the carrying-out and elaborating of such suggestions would be expensive, and would consume too much time in preparation. It is further stated that small retailers doing business in the country cannot afford to be up to date in the matter of fixtures, backgrounds and other accessories which are essential to modern window trimming. Nor does the business done in small places justify the expense of frequently changing the backgrounds of their windows. In short, the country trimmer must content himself with very much less in every way than is considered a matter of positive necessity by his fellow-worker of the large city.

Not only is he thus restricted in his choice of fixtures and equipments, but he is without the stimulus to better work given him by observation of what others in his line are doing. In the city, a trimmer is surrounded with examples of the best work in his profession, and a short tour of his neighborhood sends him back to his windows full of fresh ideas, his artistic sense stimulated and made active by the work of others. That trimmers watch for and adopt each others' ideas is evident to the most casual observer. A new trim of fixtures once adopted by a smart shop is soon in use throughout the city. The obvious advantages of the city trimmer in this direction are, of course, unobtainable by his out-of-town confrere.

Not only does such observation stimulate imagination, but it also draws a trimmer's attention to faculty, taste and construction in his own work. It is a trait of human nature to quickly note the failures of others. One may often commit an error and be blissfully ignorant of it until the same mistake is made by someone else, when, from the point of view of the outsider, the mistake is at once apparent. So, for the reasons expressed in the foregoing paragraphs, it must be conceded that the work of the country trimmer is beset with certain difficulties which do not obtain in the city. Yet, these difficulties are not insuperable.

The prevailing method of modern window trimming consists of the skillful and tasteful arrangement of a very few articles arranged on fixtures which are remarkable for their

elegant simplicity, rather than for size or for cost of the material used in their construction, and which are, in many cases, easily imitable by the most ordinary carpenter or mechanic. Nor is an expensive background necessary. A fresh background composed of simple and inexpensive material is far more effective than one of rich material which is old, shabby or badly draped.

Where the goods displayed are of sombre colors, as in displays of winter clothing, a background of light colors is necessary to show the goods up. Simple fixtures and extreme cleanliness of the window in its every detail are the only necessary accessories of an attractive and trade-bringing window.

The great trouble in a country store is that the window trimming is everybody's and therefore nobody's business. It is no one's especial care. The result of this lack of interest or responsibility on the part of any one worker in the store is, of course, painfully apparent. The glass is dirty and clouded, the fixtures soiled and broken, and the goods evidently thrown in anyhow, and sometimes coated with dust. The background is often too old and shabby. Sometimes there is no background. Can the country retailer in these days of convenient postal arrangements, of parcel delivery, and of easy and rapid transit to large cities, afford to so neglect his windows?

Residents of some country towns on visits to any large city cannot but compare the dirt and careless arrangement of the windows in the shops of such country towns with the elegance and spotless brightness of the city window displays. The articles shown in the windows of the country store may be of the same quality and are possibly offered at a less price than those displayed in the windows of the city shops. They may, indeed, have been bought of the same manufacturer. But do the persons who should be the natural customers of such a store know or believe this? Custom is lost for the sake of a dollar or two spent in new fixtures and a cake of soap for the windows.

If the goods on display are all right, very simple fixtures, and a very clean and well-arranged window will prove to be worth the trouble and small expense occasioned. A merchant in a large city can push his business by means of newspaper advertisements, by posters or billboards, and by many other recognized means of advertisement, besides his window displays. It is not so with the merchant located in the town where there is not a daily paper. His windows are his best advertising medium, the only way in which he can inform customers that it is unnecessary to go to town for, or to order by mail the articles which they need, which he has in stock and which he is in business to sell. There are certainly some small difficulties in the way of first-class window trimming in the country. But, they are not insurmountable. Were they so, the country retailer had better go out of business. With the aid of the units, and a few of the modern fixtures, and with a full understanding of the advantages to be derived from attractive window displays, the trimmer in the country should produce effects in no way inferior to any work which could be done by his city brother under similar circumstances. He should, at any rate, make an effort to do so. —Apparel Gazette.

## POPULARITY

is the proof of merit, and no brand has ever achieved popularity so quickly as

# “BOBS”

## CHEWING TOBACCO

In 5 and 10c. Plugs.

BOBS costs you only 36 cents, and pays a good profit.

BOBS is well advertised.

BOBS is selling well in almost every store from the Atlantic to the Pacific.

BOBS is A BIG PLUG FOR LITTLE MONEY

Made by

THE EMPIRE TOBACCO CO.,  
LIMITED  
MONTREAL, QUE.



**Mediterranean Fruits**  
**Granulated and Raw Sugars**  
**Molasses and Syrups, Glucose, Etc.**

**Excelsior Macaroni**  
**White Castile Soap**

**C. A. CHOUILLOU & CIE.**

14 Place Royale  
 (Customs House Sq.) **MONTREAL.**

### MORE TELLING ABOUT WATERPROOF PAPERS.

We mean our waterproof wrapping papers, that enable the grocer to send out his parcels with safety during the wet and wintry season.

- Waterproof wrapping paper, 43-inches wide, 100 lbs. to the roll, 7c. per lb.
- Cloth-lined waterproof wrapping papers, 43-inches wide, 200 yds. in the roll, 7c. per yard.

**CANADA PAPER CO., Limited**  
 TORONTO and MONTREAL

### CLOTHES PINS...

Selected and full count, in packages of 4 doz.—6 doz.—12 each to a case.

This makes a very attractive shelf display line. Also in cases of 5 gross, large and small sizes. Ask for quotations.

**BOECKH BROS. & COMPANY,**  
 TORONTO.

Manufactured by  
**WM. CANE & SONS MFG. CO.,**  
 Limited,  
 NEWMARKET.

**Hugh Walker & Son,** Wholesale Fruit Importers, **Guelph, Ont.**

- DIRECT IMPORTERS OF -

## Fancy and Domestic Fruits.

OUR SPECIALTIES—

Fancy Oranges, Lemons, Malaga Grapes, Cape Cod Cranberries.

Special Attention to Mail and Telephone Orders.

**GRIMBLE'S** English Malt  
 Six GOLD Medals **VINEGAR**

**GRIMBLE & CO., Limited, London, N.W., Eng.**



Capstan Brand.

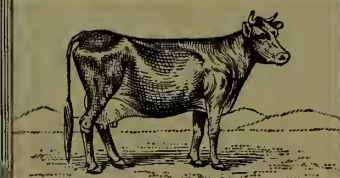
## BAKING POWDER

1/4-lb., 1/2-lb., 14-oz., 1-lb. and 5-lb. sizes.

No purer line of Baking Powder on the market. Quality guaranteed.  
 Write us for prices.

**The Capstan Mfg. Co., - Toronto.**

**DWIGHT'S**



**SODA**

### WORK—CASH.

You save both by handling Dwight's "Cow Brand" Baking Soda, which is handsomely packed ready to hand to a customer. No measuring, bagging, weighing, or tying, and you make more profit on a package than on a pound of bulk soda.

**JOHN DWIGHT & CO., TORONTO**

## LICORICE...

We manufacture everything in the Licorice line carried by the Grocery, Drug and Confectionery trades. We might mention—Y. & S. Stick Licorice, plain and corrugated; Acme Licorice Pellets; Y. & S. Licorice Lozenges, in cans or glass jars; A B C Blocks; Purity & Dulce Brand one cent sticks; Bundled Licorice Root; Small Cigars, 300 to box, etc. In PLIABLE LICORICE, Triple Tunnel Tubes, Mint Puff-Straps, Navy Plugs and Golf-Sticks 100 to box; Blow Pipes 200 and 300 to box; Manhattan Wafers, 2 1/2 lb. boxes; Curved Stem Pipes, 200 to box. Write for illustrated catalogue.

**YOUNG & SMYLIE**

Established 1845.

**BROOKLYN, N.Y.**







## The Australasian Grocer

The Organ of the Grocery, Provision  
and kindred Trades of the Antipodes.

**Subscription \$2.50 per Ann.**

post free to any part of the world.

A handsome Diary is presented free to annual subscribers.

### PUBLISHING OFFICES:

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London, - - 42 Cannon St., E.C.

Specimen Copies Free on Application.

# SOUTHWELL

stands for all that  
is best in

## Jams, Jellies and Marmalades.

You cannot get better than  
Southwell's, and most times you get  
poorer goods for the same money.

Write us for Price List.



## FRANK MAGOR & CO.

16 St. John St., MONTREAL.

DOMINION AGENTS.

## Current Market Quotations for Proprietary Articles

November 27, 1901.

Quotations for proprietary articles brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy. The editors do not supervise them. If a change is made, either an advance or decline, it is referred to in the market reports, as a matter of news, whether manufacturers request it or not.

### BAKING POWDER.

| Oook's Friend—                     | Per doz. |
|------------------------------------|----------|
| Size 1, in 2 and 4 doz. boxes..... | \$ 2 40  |
| " 10, in 4 doz. boxes.....         | 2 10     |
| " 2 in 6 ".....                    | 80       |
| " 12, in 6 ".....                  | 70       |
| " 3, in 4 ".....                   | 45       |
| Pound tins, 3 doz. in case.....    | 3 00     |
| 12 oz. tins, 3 ".....              | 2 40     |
| 5 lb. tins, 1/2 ".....             | 14 00    |

| Diamond—                      | W. H. GILLARD & CO. |
|-------------------------------|---------------------|
| lb. tins, 2 doz. in case..... | per doz. \$ 2 00    |
| 1/2 lb. tins, 3 ".....        | 1 25                |
| 1/4 lb. tins, 4 ".....        | 0 75                |

### IMPERIAL BAKING POWDER.

| Cases Contain. | Sizes of Cans. | Per Doz. |
|----------------|----------------|----------|
| 4 doz.         | 10c.           | \$0 85   |
| 3 " "          | 6-oz.          | 1 75     |
| 2 and 3 doz.   | 12-oz.         | 3 40     |
| 2 and 13 doz.  | 16-oz.         | 4 35     |
| 1 doz.         | 2 1/2-lb.      | 10 40    |
| 1/2 and 1 doz. | 5-lb.          | 19 50    |

### MAGIC BAKING POWDER.

| Cases Contain. | Sizes of Cans. | Per Doz. |
|----------------|----------------|----------|
| 4 doz.         | 4-oz.          | \$0 85   |
| 4 " "          | 6-oz.          | 0 80     |
| 4 " "          | 8-oz.          | 1 00     |
| 4 " "          | 12-oz.         | 1 50     |
| 4 " "          | 16-oz.         | 1 80     |
| 1 " "          | 2 1/2-lb.      | 4 50     |
| 1 " "          | 5-lb.          | 7 75     |

### JERSEY CREAM BAKING POWDER.

|                               |      |
|-------------------------------|------|
| 1/2 size, 5 doz. in case..... | 40   |
| 1/4 size, 4 doz. in case..... | 75   |
| 1/2 " 3 " ".....              | 1 25 |
| 1 " 2 " ".....                | 2 25 |

### BLACKING.

### SHOE POLISH.

HENRI JONAS & Co. Per gross

|                        |        |
|------------------------|--------|
| Jonas'.....            | \$9 00 |
| Froments.....          | 7 50   |
| Military dressing..... | 24 00  |

### BLUE.

|                                        |        |
|----------------------------------------|--------|
| Keen's Oxford, per lb.....             | \$0 17 |
| In 10 box lots or case.....            | 0 16   |
| Reckitt's Square Blue 12-lb. box.....  | 0 17   |
| Reckitt's Square Blue, 5 box lots..... | 0 16   |

### BLACK LEAD.

|                                                                              |      |
|------------------------------------------------------------------------------|------|
| Reckitt's per box.....                                                       | 1 15 |
| Box contains either 1 gro., 1 oz.<br>size; 1/2 gro., 2 oz. or 1/4 gro. 4 oz. |      |

### CORN BROOMS

| BROOKH BROS & COMPANY             | doz. net |
|-----------------------------------|----------|
| Bamboo Handles, A, 4 strings..... | 4 35     |
| " " B, 4 strings.....             | 4 10     |
| " " C, 3 strings.....             | 3 85     |
| " " D, 3 strings.....             | 3 60     |
| " " F, 3 strings.....             | 3 35     |
| " " G, 3 strings.....             | 3 10     |
| " " I, 3 strings.....             | 2 85     |

### BISCUITS.

CARR & CO., LIMITED.

Frank Magor & Co., Agents.

|                                                                                    |          |
|------------------------------------------------------------------------------------|----------|
| Cafe Noir.....                                                                     | 0 15     |
| Ensign.....                                                                        | 0 12 1/2 |
| Metropolitan mixed.....                                                            | 0 09     |
| Special price list of Fancy Tins for Xmas<br>trade and other lines on application. |          |

### CANNED GOODS.

#### MUSHROOMS.

HENRI JONAS & Co.

|                           |         |
|---------------------------|---------|
| Mushrooms, Lionel.....    | \$15 50 |
| " 1st choice Dutbell..... | 18 50   |
| " 1st choice Lenor.....   | 19 50   |
| " extra Lenor.....        | 24 00   |
| Per case, 100 tins.       |         |

#### FRENCH PEAS—DELOREY'S

HENRI JONAS & Co.

|                     |        |
|---------------------|--------|
| Moyen's No. 2.....  | \$9 00 |
| " No. 1.....        | 10 50  |
| 1/4 Fins.....       | 12 50  |
| Fins.....           | 14 00  |
| Tres fins.....      | 15 00  |
| Extra fins.....     | 16 50  |
| Sur extra fins..... | 18 00  |

#### FRENCH SARDINES.

HENRI JONAS & Co.

|                       |        |
|-----------------------|--------|
| 1/2 Trefaevnes.....   | \$9 50 |
| 1/2 Rolland.....      | 9 50   |
| 1/2 Delory.....       | 10 50  |
| 1/2 Club Alpines..... | 12 50  |

#### CHOCOLATES & COCOAS.

|                                            |          |
|--------------------------------------------|----------|
| Epps's cocoa, case of 14 lbs., per lb..... | 0 35     |
| Smaller quantities.....                    | 0 37 1/2 |

#### CADBURY'S.

| Frank Magor & Co., Agents                    | per doz. |
|----------------------------------------------|----------|
| Cocoa essence, 3 oz. packages.....           | \$1 65   |
| Mexican chocolate, 1/4 and 1/2 lb. pkgs..... | 0 40     |
| Rock Chocolate, loose.....                   | 0 40     |
| " 1-lb. tins.....                            | 0 42     |
| Nibs, 11-lb. tins.....                       | 0 35 1/2 |

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.

|                                       |             |
|---------------------------------------|-------------|
| Mott's Broma.....                     | per lb 0 30 |
| Mott's Prepared Cocoa.....            | 0 28        |
| Mott's Navy or Cooking Chocolate..... | 0 18        |
| Mott's Breakfast Cocoa (in lbs).....  | 0 40        |
| Mott's No. 1 Chocolate.....           | 0 30        |
| Mott's Breakfast Chocolate.....       | 0 28        |
| Mott's Caracac Chocolate.....         | 0 40        |
| Mott's Diamond Chocolate.....         | 0 23        |
| Mott's French-Can. Chocolate.....     | 0 18        |
| Mott's Navy or Cooking Chocolate..... | 0 18        |
| Mott's Cocoa Nibs.....                | 0 35        |
| Mott's Cocoa Shells.....              | 0 05        |
| Vanilla Sticks, per gross.....        | 0 90        |
| Mott's Confectionery Chocolate 0 21   | 0 43        |
| Mott's Sweet Chocolate Liquors 0 19   | 0 30        |

#### Chocolate—FRY'S.

|                                             | per lb |
|---------------------------------------------|--------|
| Caracac, 1/4's, 6-lb. boxes.....            | 0 42   |
| Vanilla, 1/4's, 6-lb. boxes.....            | 0 42   |
| "Gold Medal" Sweet, 1/4's, 6-lb. boxes..... | 0 39   |
| Pure, unsweetened, 1/4's, 6-lb. boxes.....  | 0 24   |
| Fry's "Diamond," 1/4's, 14-lb. boxes.....   | 0 24   |
| Fry's "Monogram," 1/4's, 14-lb. boxes.....  | 0 24   |

#### Cocoa—

|                                        | per doz. |
|----------------------------------------|----------|
| Concentrated, 1/4's 1 doz. in box..... | 2 40     |
| " 1/4's 1 lb. tins.....                | 4 50     |
| Homoeopathic, 1/4's 14-lb. boxes.....  | 8 25     |
| " 1/4's 14-lb. boxes.....              |          |

#### THE OOWAN CO., LIMITED.

| Cocoa—                                                                             |        |
|------------------------------------------------------------------------------------|--------|
| Hygienic, 1-lb. tins, per doz.....                                                 | \$7 25 |
| " 1-lb. tins.....                                                                  | 3 75   |
| " 1-lb. tins.....                                                                  | 2 25   |
| " fancy tins.....                                                                  | 1 90   |
| Hygienic, 5-lb. tins, for soda water<br>fountains, restaurants etc. per<br>lb..... | 0 55   |
| Perfection, 1/2-lb. tins, per doz.....                                             | 3 10   |
| Cocos Essence sweet, 1/2-lb. tins,<br>per doz.....                                 | 2 25   |

#### Chocolate—

|                                       | per lb. |
|---------------------------------------|---------|
| Queen's Dessert, 1/4's and 1/2's..... | \$7 40  |
| " 6's.....                            | 0 42    |
| Mexican Vanilla, 1/4's and 1/2's..... | 0 35    |
| Royal Navy Rock.....                  | 0 20    |
| Diamond.....                          | 0 25    |
| " 8's.....                            | 0 21    |

WALTER BAKER & CO., LIMITED.

#### Premium No. 1 chocolate, 12-lb. boxes.

|                                                         | per lb. |
|---------------------------------------------------------|---------|
| Vanilla chocolate 6-lb boxes.....                       | 38      |
| German sweet, 6-lb. boxes.....                          | 27      |
| B'kfast cocoa, 1/2-lb. tins, plain; 6-lb.<br>boxes..... | 51      |
| Cracked cocoa, 1/2-lb. pkgs. 12-lb. boxes.....          | 35      |
| Caracas sweet chocolate 6-lb boxes.....                 | 37      |
| Soluble chocolate (hot or cold soda)<br>1-lb cans.....  | 45      |
| Vanilla chocolate wafers, 48 to box,<br>per box.....    | 1 56    |

#### CHOCOLATE-MENIER.

| Chocolate-Menier 1/4 and 1/2's 360. per lb.                |  |
|------------------------------------------------------------|--|
| " 1/4-c. per cake.                                         |  |
| Croquettes and Pastilles 20c. or per case<br>of 108, \$20. |  |
| Menier Breakfast Cocoa 1/2-lb. tins 13c.                   |  |
| " 1/2-lb. " 25c.                                           |  |
| " 1-lb. " 50c.                                             |  |



# "THE EDWARDSBURG BRANDS"

# Starch

# ... and Syrup

Are well known all over the Dominion as a **STANDARD OF QUALITY.**  
**ASSORTED STOCKS** of all styles of packages now on hand, and **PROMPT SHIP-**  
**MENT** guaranteed.

**EDWARDSBURG STARCH CO'Y, Limited,**  
**Established 1858.**

164 St. James St.,  
**MONTREAL.**

Works :  
**CARDINAL, ONT.**

53 Front St. East  
**TORONTO.**

# DUNN'S PURE MUSTARDS

**GIVE UNBOUNDED SATISFACTION.**

The reason is—They are profitable to dealers and satisfying to consumers.

## CHEESE.

|                                    |        |
|------------------------------------|--------|
| Imperial—Large size jars, per doz. | \$8 25 |
| Medium size jars                   | 4 50   |
| Small size jars                    | 2 40   |
| Individual size jars               | 1 00   |
| Imperial Holder—Large size         | 18 00  |
| Medium size                        | 15 00  |
| Small size                         | 12 00  |
| Roquefort—Large size, per doz.     | 2 40   |
| Small size                         | 1 40   |
| Paragon—Large size, per doz.       | 8 25   |
| Medium size                        | 4 50   |
| Small size                         | 2 40   |
| Individual size                    | 1 00   |

## COFFEE.

|                            |       |
|----------------------------|-------|
| JAMES TURNER & CO. per lb. |       |
| Merona                     | 0 32  |
| Masous                     | 0 28  |
| Go                         | 0 20  |
| Sinar                      | 0 17  |
| Old Dutch Rio              | 0 12½ |

## CLOTHES PINS.

|                                       |      |
|---------------------------------------|------|
| BOROKH BROS. & CO.                    |      |
| Clothes Pins (full count), 5 gross in |      |
| case, per case                        | 0 55 |
| 4 doz. packages 12 to a case          | 0 70 |
| 6 doz. packages (12 to a case)        | 0 90 |

## COUPON BOOKS—ALLISON'S.

For sale in Canada by—The Eby, Blain Co.,  
 Limited, Toronto. C. O. B. Auchment &  
 Fils, Montreal.

|                                          |          |
|------------------------------------------|----------|
| \$1, \$2, \$3, \$5, \$10 and \$20 books. |          |
| Un- Covers and                           |          |
| num- Coupons                             |          |
| bered. numbered.                         |          |
| In lots of less than 100                 |          |
| books, 1 kind assorted.                  | 4. 4½c.  |
| 1 0 to 5 0 books                         | 3½c. 4c. |
| 5.0 to 1,000 books                       | 3c. 3½c. |

## Allison's Coupon Pass Book.

|               |               |
|---------------|---------------|
| \$ 1 00 books | 3 cents each  |
| 2 00 books    | 3 cents each  |
| 3 00 books    | 3 cents each  |
| 5 00 books    | 4 cents each  |
| 10 00 books   | 5½ cents each |
| 15 00 books   | 6½ cents each |
| 20 00 books   | 7½ cents each |
| 25 00 books   | 8 cents each  |
| 50 00 books   | 12 cents each |

## EXTRACTS.

|                                    |        |
|------------------------------------|--------|
| HENRI JONAS & Co. Per gross.       |        |
| 8 oz. London Extracts              | \$6 00 |
| 2 oz. " (no corkscrews)            | 5 50   |
| 2 oz. " " "                        | 9 00   |
| 2 oz. Spruce essence               | 6 00   |
| 2 oz. " " "                        | 9 00   |
| 4 oz. Anchorextracts               | 12 00  |
| 1 oz. " " "                        | 21 00  |
| 1 oz. " " "                        | 36 00  |
| 1 lb. " " "                        | 70 00  |
| 1 oz. Flat " "                     | 9 00   |
| 2 oz. Flat, bottle extracts        | 18 00  |
| 2 oz. Square " "                   | 21 00  |
| 4 oz. " " (corked)                 | 36 00  |
| 8 oz. " " "                        | 72 00  |
| 8 oz. " glass stop extracts        | 3 50   |
| 8 oz. " " "                        | 7 00   |
| 2½ oz. Round quintessence extracts | 2 00   |
| 4 oz. Jockey decanters             | 3 50   |

## FOOD.

|                                     |       |
|-------------------------------------|-------|
| Robinson's Patent Barley ½ lb. tins | 1 25  |
| " " 1 lb. tins                      | 2 25  |
| " " 2 lb. tins                      | 4 25  |
| " " 5 lb. tins                      | 10 25 |
| " " 10 lb. tins                     | 20 25 |

## GILLETTS' POWDERED LYE.

|                |        |
|----------------|--------|
| 4 doz. in case | \$3 60 |
|----------------|--------|

## JAMS AND JELLIES.

|                                          |        |
|------------------------------------------|--------|
| SOUTHWELL'S GOODS. per doz.              |        |
| Frank Magor & Co., Agents.               |        |
| Orange Marmalade                         | 1 50   |
| Clear Jelly Marmalade                    | 1 80   |
| Strawberry W. F. Jam                     | 2 00   |
| Raspberry " "                            | 2 00   |
| Apricot " "                              | 1 75   |
| Black Currant " "                        | 1 85   |
| Other Jams, W. F.                        | 1 55   |
| Red Currant Jelly                        | 2 75   |
| Jams—T. UPTON & CO.                      |        |
| 1-lb. glass jars 2 doz, in case, per doz | \$1 00 |
| 5-lb. tin pails, 8 pails in case, per lb | 0 07   |
| 7-lb. wood pails, 6 " "                  | 0 07   |
| 14-lb. wood pails, per lb                | 0 07   |
| 30-lb " " "                              | 0 06¾  |
| Jellies—                                 |        |
| 1-lb. glass jars, per doz.               | \$1 00 |
| 7-lb. wood pails, per lb.                | 0 06¾  |
| 14-lb. " " "                             | 0 06¾  |
| 30-lb. " " "                             | 0 06¾  |

## LICORICE.

|                                       |        |
|---------------------------------------|--------|
| YOUNG & SMYLLIE'S LIST.               |        |
| 5-lb. boxes, wood or paper, per lb.   | \$0 40 |
| Fancy boxes (36 or 50 sticks) per box | 1 25   |
| " Ringed" 5 lb. boxes, per lb.        | 0 40   |
| "Aome" Pellets, 5 lb. cans, per can.  | 2 00   |
| "Aome" Pellets, fancy boxes (40)      |        |
| per box                               | 1 50   |
| Tar, Licorice and Tolu Wafers, 5 lb.  |        |
| cans, per can                         | 2 00   |
| Licorice Lozenges, 5 lb. glass jars.  | 1 75   |
| " " 20 5 lb. cans                     | 1 50   |
| "Purity" Licorice 10 sticks           | 1 45   |
| " " 100 sticks                        | 0 73   |
| Dulce, large cent sticks, 100 in box  |        |

## MINCE MEAT.

|                                    |         |
|------------------------------------|---------|
| Wetbey's Condensed, per gross, net | \$12 00 |
| " per case of doz., net.           | 3 00    |

## MUSTARD.

|                                |        |
|--------------------------------|--------|
| COLMAN'S OR KEEN'S             |        |
| D. S. F., ¼ lb. tins, per doz. | \$1 40 |
| " ½ lb. tins, " "              | 2 50   |
| " 1 lb. tins, " "              | 5 00   |
| Durham, 4 lb. jars, per jar    | 0 75   |
| " 1 lb. " "                    | 0 25   |
| F. D., ¼ lb. tins, per doz.    | 0 85   |
| " ½ lb. tins                   | 1 45   |
| JONAS' FRENCH MUSTARDS         |        |
| HENRI JONAS & Co. Per gross.   |        |
| Pony size                      | \$7 50 |
| Imperial, medium               | 9 00   |
| Imperial, large                | 12 00  |
| Tumblers                       | 12 00  |
| Per gross.                     |        |
| Mugs                           | 13 20  |
| Pint jars                      | 18 00  |
| Quart jars                     | 24 00  |

## MATCHES.

|                                  |        |
|----------------------------------|--------|
| Eddy's Telegraph, 5-case lots    | \$4 00 |
| single cases                     | 4 20   |
| Telephone, 5-case lots           | 3 90   |
| single cases                     | 4 10   |
| Eagle Parlors, 200s, 5-case lots | 1 60   |
| " " single cases                 | 1 70   |
| " " 100s 5-case lots             | 1 80   |
| " " single cases                 | 1 90   |
| Victoria Parlors, 5-case lots    | 2 90   |
| single cases                     | 3 00   |

## ORANGE MARMALADE.

|                                   |        |
|-----------------------------------|--------|
| T. UPTON & CO.                    |        |
| 1-lb. glass 2 doz. case, per doz. | \$1 00 |
| 7-lb. pails and 5 and 7 lb. tins  | 0 07   |

## PICKLES.

|                                   |      |
|-----------------------------------|------|
| STEPHENS'.                        |      |
| A. P. Tippet & Co., Agents.       |      |
| Patent stoppers (pints), per doz. | 2 30 |
| Corked (pints), " "               | 1 90 |

## SODA.—COW BRAND.



Case of 1 lbs. containing 60 pkgs., per box, \$3.00.  
Case of ½ lbs. (containing 120 pkgs., per box, \$3.00).  
Case of ¼ lbs. and ⅓ lbs. (containing 360 1 lbs., and 60 ½ lbs. packages) per box, \$3.00.  
Case of 50. pkgs (containing 96 pkgs) per box \$3.00.

## SOAP

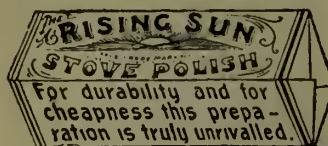


Gloriola Soap, per gross..... 12 00  
Straw Hat Polish, per gross..... 10 20

## STOVE POLISH.



No 4—3 dozen in case, per gross..... 4 80  
" 6—3 dozen in case " " " " 8 40



Per gross  
Rising Sun 6-oz. cakes, ¼-gross boxes \$3 50  
Rising Sun, 3-oz. cakes, gross boxes.. 4 50  
Sun Paste, 100. size, ¼ gross boxes... 10 00  
Sun Paste, 50. size, ¼ gross boxes .. 5 07



## STARCH.

EDWARDSBURG STARCH CO., LTD.

Laundry Starch— per lb.  
No. 1 White or Blue, 4-lb. cartons 0 06  
No. 1 " " 3-lb. " 0 06  
Canada Laundry..... 0 05  
Silver Gloss, 6-lb. draw-lid boxes 0 07½  
Silver Gloss, 6-lb. tin canisters.. 0 07½  
Edwardsburg Silver Gloss, 1-lb. pkg. 0 07½  
Kings Silver Gloss, large crystal Benson's Satin, 1-lb. cartons.... 0 08½  
No. 1 White, 6-lb. and kegs.... 0 05½  
Benson's Enamel, per box..... 3 00  
Culinary Starch—  
Benson & Co.'s Prep. Corn..... 0 06½  
Canada Pure Corn..... 0 05½  
Rice Starch—  
Edwardsburg No. 1 White, 1-lb. cart 0 06½  
Edwardsburg No. 1 White or Blue, 4-lb. lumps..... 0 08½

KINGSFORD'S OSWEGO STARCH



SILVER { 40-lb. boxes, 1-lb. pkgs. 0 08½  
GLOSS { 6-lb. boxes, sliding cover 0 08  
PURE { 12-lb. boxes each crates) 0 07  
PURE { 40-lb. boxes 1-lb. pack. 0 07  
PURE { 48-lb. " 16 3-lb. boxes 0 07  
For puddings, custards, etc.  
OSWEGO { 40-lb. boxes, 1-lb. packages..... 0 07½  
CORN STARCH {  
ONTARIO { 38-lb. to 45-lb. boxes, STARCH { 6 bundles..... 0 06  
STAR IN { Silver Gloss..... 0 07½  
BARRELS { Pure..... 0 03½  
BEE STARCH.  
Cases, 64 pkgs. 48's..... \$5.00  
½ Cases, 32 pkgs. 24's..... 2.50  
Packages 100. each.

BRANTFORD STARCH WORKS, LIMITED.

Ontario and Quebec.

Laundry Starches—  
Canada Laundry, boxes of 40 lbs. \$0 05  
Acme Gloss Starch—  
1-lb. cartons, boxes of 40 lbs.... 0 05½  
Finest Quality White Laundry—  
3-lb. Canisters, cases of 48 lbs... 0 06  
4-lb. " " " " " " " " 0 06  
Barrels, 175 lbs..... 0 05½  
Kegs, 100 lbs..... 0 05½  
Lily White Gloss—  
1-lb. fancy cartons, cases 30 lbs. 0 07½  
6-lb. toy trunks, 8 in case 0 07 08  
6-lb. enameled tin canisters, 8 in case... 0 07½  
Kegs, ex. large crystals, 100 lbs. 0 06½  
Brantford Gloss—  
1-lb. fancy boxes, cases 36 lbs... 0 08½  
Canadian Electric Starch—  
Boxes of 48 fancy pkgs, per case 3 25  
Celluloid Starch—  
Boxes of 45 cartons, per case... 3 75  
Culinary Starches—  
Challenge Prepared Corn—  
1-lb. packages, boxes 40 lbs.... 0 05½  
No. 1 Brantford Prepared Corn—  
1-lb. packages, boxes 40 lbs.... 0 06½  
Crystal Malze Corn—  
1-lb. packages, boxes 40 lbs.... 0 06½



## TEAS.

SALADA CEYLON. Wholesale. Retail

Brown Label, 1's..... 0 20 0 25  
" ½'s..... 0 21 0 26  
Green Label, 1's and ½'s..... 0 22 0 30  
Blue Label, 1's, ½'s and ¼'s..... 0 30 0 40  
Red Label, 1's and ½'s..... 0 36 0 50  
Gold Label ½'s..... 0 44 0 60



Ceylon Tea, in 1 and ½ lb. lead packages. black or mixed.

Black Label, 1-lb., retail at 250.... 0 19  
" ½-lb., " " " " " " " " 0 20  
Blue Label, retail at 300.... 0 22  
Green Label " 400.... 0 28  
Red Label " 500.... 0 35  
Orange Label, retail at 600.... 0 42  
Gold Label, " 800.... 0 55

## CROWN BRAND

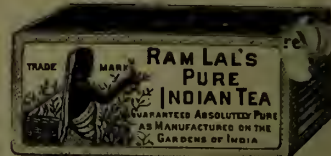
Wholesale Retail

Red Label, 1-lb. and ½'s..... 0 35 0 50  
Blue Label, 1-lb. and ½'s..... 0 28 0 40  
Green Label, 1-lb..... 0 19 0 25  
Green Label, ½'s..... 0 20 0 25  
Japan, 1's..... 0 19 0 25

"SNELLINGS PATENT."



Engle's Break-fast Hopped Tea, 29c.; retail, 40c. A. Waddell & Co. agents, Toronto. Samples on application.



Cases each 60 1-lb. .... 0 36  
" " 60 ½-lb. .... 0 35  
" " 120 ¼-lb. .... 0 36



LUDELLA CEYLON, 1 AND ½'S PKGS.

Blue Label, 1's..... 0 18½ 0 25  
Blue Label, ½'s..... 0 19 0 25  
Orange Label, 1's and ½'s..... 0 21 0 30  
Brown Label, 1's and ½'s..... 0 28 0 40  
Brown Label, ½'s..... 0 30 0 40  
Green Label, 1's and ½'s..... 0 35 0 50  
Red Label, ½'s..... 0 40 0 60

## TOBACCO.

THE EMPIRE TOBACCO CO. LIMITED.

Smoking—Empire, 3½'s, 5s and 10s... 0 39  
Royal Oak, 2 x 3, Solace, 8s ..... 0 52  
Something Good, 7s..... 0 48  
Chewing—Bobs, 5s and 10s..... 0 36  
Currency, 13½oz. bars, spaced 9s.. 0 39  
Currency, 8s and 10s..... 0 39  
Old Fox, Narrow 10s..... 0 39  
Snowshoe, pound bars, spaced 6s.. 0 43  
Pay roll, 6s..... 0 44

## WOODENWARE

BOECKH BROS. &amp; COMPANY.

Washboards Leader Globe..... 1 40  
" Improved Globe..... 1 50  
" Standard Globe..... 1 70  
" Solid Back Globe..... 1 80  
" Jubilee (perforated)... 1 85  
" Crown..... 1 25  
F.o.b. Toronto.

## YEAST.

Royal yeast, 3 doz. 5c.-pkgs. in case.. 1 00

## We are always glad

to receive orders for the insertion of advertisements. But will those who send us "Condensed" or "Want" advertisements please bear in mind that they can only be inserted when cash or stamps accompany the order. The rate is 2c. per word each insertion, numbers and contractions counting as words.

MacLEAN PUB. Co., Limited

Montreal.

Toronto.

## WE STOCK

NO. 197

## SYRUP PUMP

## AND MEASURE.

Highly commended by those who KNOW. (Ask for circular).

WALTER WOODS & CO.  
HAMILTON.

## Soap

"IMPERIAL" and  
"SNOW"

Twin Cakes.

NOW IN STORE.

Perkins, Ince &amp; Co., - Toronto.

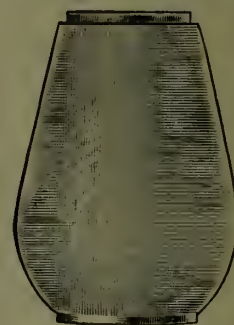


ASK FOR  
MOTT'S

## ARE YOU USING OUR

Cold Blast  
or Jubilee  
Globes

Aetna or  
Quaker Flint  
Chimneys?



Give them a Trial.

THE SYDENHAM GLASS CO.,  
of WALLACEBURG, Limited

Seely's  
Flavoring  
Extracts  
Best  
on Earth



# The Auer Gas Lamp

Money-Back Style.

No. 9

EVERY store-keeper who wants a brightly lighted store should use this lamp—it is the only one giving 200 candle power.

IT makes its own gas automatically and is cheaper to run than a center-draft oil lamp.

THERE is no smoke or smell, of any kind, from it.

HUNDREDS of them are in use and every one is giving satisfaction.



IF THE LAMP IS NOT ALL YOU HOPE IT TO BE WE WILL CHEERFULLY RETURN YOUR MONEY.

WRITE FOR OUR CATALOG AND DISCOUNTS.

AUER LIGHT CO., 1682 Notre Dame St., MONTREAL.

When you get right down to the fine point you'll find that



## "EMPIRE" SODA

BEST FOR BAKING

is the most profitable for you to handle, and the best, purest and surest Super Carb. Soda you can give your customers. Made and put up in handsome packets by

BRUNNER, MOND & CO., Limited,  
Norwich, England.

WINN & HOLLAND, MONTREAL

SOLE AGENTS FOR CANADA

### ADVERTISING in WESTERN CANADA

will be Carefully, Efficiently, and Promptly attended to by

The Roberts Advertising Agency,  
WINNIPEG, CANADA

## THE "GLENER"

KINGSTON, JAMAICA, B.W.I.

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**ALLISON COUPON CO.,** Manufacturers,  
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## "Edinburgh" Coffee Essence

Is the Purest and therefore Best and Cheapest!

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ANYONE CAN DRINK IT.

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Herring and Tomato, Herring and Mustard, Kipperd Herring, etc. They stand at the very top notch for quality in England, where they are packed.

Every can or tin is as near perfection as money, skill and experience can make it. Year after year the Moir, Wilson goods maintain their reputation in the front rank. They are A No. 1 "first, last and always."

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Seeded Raisins, Prunes, Dried Apricots, Peaches and Pears. The product of the finest orchards on the Pacific Coast. They reach you in the original package, just as they leave the hands of the growers and packers.

They are not shipped in bulk and then put up in fancy packages—they reach you at first hands. Nothing finer can be produced than the "Griffin" Brand. It is the standard for highest quality "first, last and always."

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For Brined Vegetables, Skinned-Shrimps, Anchovies and all necessary Sauce ingredients,

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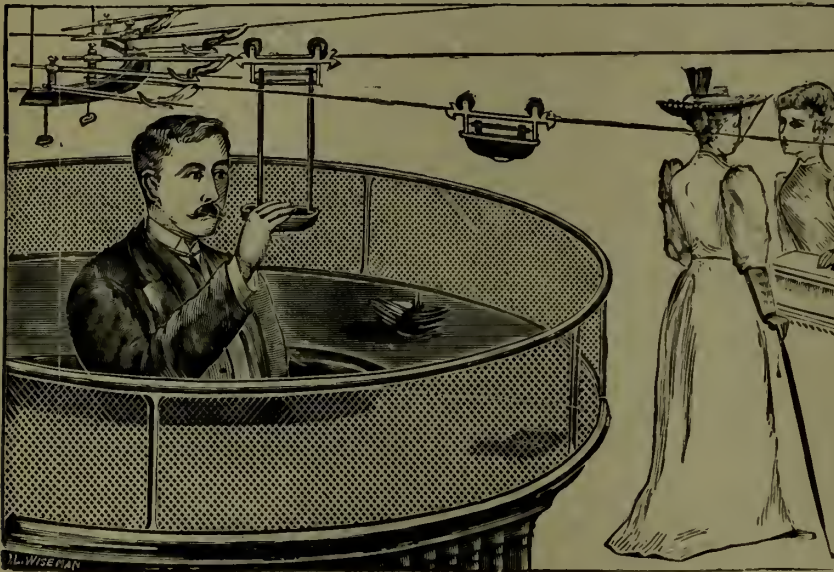
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## he Time

The time grows short for holiday trading. You had better sit right down to-day and send in for that trial order I have been nudging you to take, of an assortment of a thousand or more of my Cigars, including one or two hundred each of my famous

"Pharaoh" 10-cent and "Pebble" 5-cent Cigars.

You'll have a larger holiday Cigar trade with my Cigars than you ever had before because one man who buys them will tell another, and so on, until you'll believe with me that your Cigar Department can be made one of the most profitable in your store. **Send right along!**

**Payne's  
Cigars.**

J. Bruce Payne, Mfr.,  
Granby, Que.

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One of the lines sold by grocers that is in large demand at the holiday season. Have you a good stock of Lytle's Mince Meat? It's the kind customers are asking for—the kind you can recommend, sure that it will please your customers.

—In 5-lb. fibre pails.

—In 7, 14, 28 and 70-lb. wood pails.

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## The Pure Quill

These December days bring the thought of Buckwheat Cakes to the front again, and when you think of them you call to mind the kind you used to enjoy so much. They had a **Buckwheat** flavor which you have failed to discover in the many so called Buckwheat Cakes offered to-day. So you have just about con-

cluded that pure Buckwheat was a myth, and in its place had come some sort of mixture, made by goodness knows what formula, except it was very shy of Buckwheat. Now, your customers are just like yourself, they too, are looking for some of the real old-fashioned stuff. You can give your customers a treat by getting

**Tillson's Pure Buckwheat Flour.**

Not an ounce of anything but Buckwheat—pure and clean.

**THE TILLSON CO., Limited, Tilsonburg, Ont.**

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The foremost aim and object of the manufacturers of

# JONAS' FLAVORING EXTRACTS

ever since they were first placed on the market, over thirty years ago, has been to ASSIST THE DEALER in readily disposing of them to his customers (no matter how difficult to please or economical they may be) and maintain the demand for them, in order that they yield him good returns. To produce this condition for the merchant it became absolutely essential to establish a reputation for our extracts among housekeepers and cooks, in order that they demand them from the retailer. We have attained this desired end by steadfastly maintaining their high standard of quality, which has been, and ever shall be, the basis for their popularity with the public in every part of Canada. We will continue to assist you, grocers, by remaining faithful to the confidence the ladies have placed in our goods. The Christmas season necessitates a great deal of cooking being done, and the busy housekeeper would thank you for recommending JONAS' FLAVORING EXTRACTS—they are economical, save much time and worry, and produce excellent results.

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Just received from Violette & Co., Bordeaux, a consignment of extra choice French Prunes, put up in 28 lb. boxes; 1 and 2-lb. bottles; 4 and 7-lb. tins; all sizes of fruits and different grades of quality. What quantity shall we send you?

### Fancy Syrups

A few dozen Fancy Syrups in French decanters are all that remain of the five hundred cases received a few weeks ago. Try a dozen or so.

### AN OPPORTUNITY TO SECURE SOMETHING FOR NOTHING.

Be sure and send to us for a recipe for the making of the most delicious Christmas Plum Pudding. We will be delighted to send it for the asking.

**HENRI  
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& CO.  
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Your customers always want Truffles to stuff their Christmas turkeys with. We can supply you with the best that money can buy at lowest prices.

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Good things go quickly—secure some of our Peas and Mushrooms, and they will sell fast and bring good profit.



ALWAYS BE PREPARED

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FANCY SYRUP.

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ROSE &amp; LAFLAMME,

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THE STORE THAT STICKS TO STANDARDS

IVORY  
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A  
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ITS TRADE-DRAWING POWER IS IRRESISTIBLE.

Manufactured by  
The St. Lawrence Starch Co., Limited,  
PORT CREDIT, ONT.

## IVORY GLOSS STARCH

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"Golden Quintessences"

(FOR A 25c. LINE)

"R. F."

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THE ROBINSON MFG. CO., 59-61 Front St. E., TORONTO

They are the business pullers,  
that set the pace in quality  
for all others.

PREPARED BY

IT'S SELLING  
NOW—

## Neilson's Home-Made Mince Meat

In 2-lb., 5-lb. tins ; 12-lb., 27-lb. pails ; 65 lb. tubs.

Housewives like to buy it, grocers make money in selling it.

Have you tried it yet ? Write us AT ONCE for prices.

Tel.—Park 294.

WM. NEILSON, 60 Lynd Ave., Toronto

# AROMA COFFEE—

A blend of the finest grades procurable on the world's markets. Specially selected with a view to obtaining that peculiar and distinctive merit which characterizes this brand—

**1-lb. TINS, WHOLE AND GROUND.**

In handling AROMA COFFEE you guarantee absolute satisfaction to your customers and thoroughly establish your reputation as a dealer in the best Coffee.

**W. H. GILLARD & CO.,** Wholesale Grocers, **HAMILTON.**



**THE DOMINION BREWERY CO., LIMITED**  
Brewers and Maltsters  
**TORONTO**

Manufacturers of the Celebrated

## WHITE LABEL ALE

ASK FOR IT AND SEE THAT OUR  
BRAND IS ON EVERY CORK.

Our Ales and Porters have been examined by the best Analysts, and they have declared them Pure and Free from any Deleterious Ingredients.

WM. ROSS, Manager.



THERE MAY BE OTHERS

But for quality, there is none so good as

## PATERSON'S CAMP COFFEE ESSENCE



**Rose & Laflamme**  
Agents **MONTREAL**



**Batty & Co.**

ESTABLISHED 1824

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OLIVES  
AND  
PURE  
OLIVE  
OILS.



Makers of High-class

INDIAN  
CURRIES  
AND  
CHUTNIES.

**PICKLES**  
OF  
ALL KINDS.



**SAUCES**  
OF  
ALL KINDS.



# GELATINE AS A FOOD.

MRS. MARY HINMAN ABEL.

ONE of the most interesting chapters in the history of foods is connected with the varying estimate that has been put on the value of gelatine. Science, at every stage of its advancement for the last 200 years, seems to have tried its hand on gelatine, and given a dictum meant to be final. This history, therefore, furnishes one of the best illustrations of the mistakes and the successes that have attended the scientific study of food.

As long ago as 1682, Papin constructed the soup digester, still known by his name, in which, at a temperature considerably above the boiling-point of water, the gelatine part was extracted from bones, tendons and connective tissue. At this time, and even as late as the French Revolution, it was held that the soluble was synonymous with the nutritive, especially in the case of nitrogenous foods; hence, that soup made up of the flavoring matters of the meat, and the gelatine from bone and sinew, contained the full nutriment of the meat. The tastelessness of what remained after this process upheld the belief that it was worthless. Is not this very much what we read in our modern cook-books about soup stock and soup meat? And yet, in these 200 years, gelatine has passed through many vicissitudes; it has been considered a perfect food; then, no food, and even harmful; through good and evil report, it has come to our present place in our list of foods.

It was certainly very alluring, the idea of getting out of worthless bone and sinew this smooth, thick substance. It looked so nutritious that it must be so! Things are still taken for granted, rather than proved, let us remember. This gelatine was very conveniently cut up and distributed in the form of tablets, just so many to the bowlful, and in this form vast quantities were sold and given away, when, after the French Revolution, the Government was obliged to feed great numbers of the people.

It was in France that this new extracted food was most used, and the foremost scientists united in efforts to find cheap methods for making it. Whether they were as zealous in the use of soup tablets on their own tables, we are not told, but the bone gelatine was widely extolled as the best and cheapest food for the poor.

But, somehow, the people did not like this gelatine soup; it had no smell or taste, they said. And their benefactors, no doubt, sternly replied that the poor

must not expect fine flavors. But, however, spiced and mixed, the soup did not become popular, and, as if growing a little doubtful themselves, the Philanthropic Society, in 1814, begged of the Medical Academy of Paris further assurance of the healthfulness and value of their bone soup, and the academy replied that gelatine was the most nourishing of all animal foods.

Then did the philanthropists harden their hearts, and the bone-soup edict went forth for all the public institutions of Paris. Many hospitals were put on this diet, and their patients, being helpless, were doubtless the greatest sufferers. In nine years from one hospital 2,750,000 portions were served, although, as the reports of the time tell us, the recipients were very rebellious.

These were the days of belief of the total depravity of human nature and all its instincts, when it was not supposed that natural tastes and desires could give any hints to theory. But when it became evident that even those who could be made to eat the soup were badly nourished on it, it had to be given up, whatever the scientists might say.

Meanwhile, eminent men were at work on the problem. In 1831 the first real experiments were made on dogs, and also on man, for the experimenter himself—one Donne—took, for seven days, only bread and dried gelatine, at the end of which time, he was obliged from weakness and hunger, to desist. The dogs, not being urged on by enthusiasm for science, soon refused to eat the mixture at all.

Two years later Balzac and Edwards very near hit the truth—that gelatine was a food only when mixed with other foods. But none of these early experimenters were careful enough in their methods to arrive at reliable results; but they did enough to upset the belief in gelatine as a food when used alone.

In this state of knowledge on the subject came the second Gelatine Commission in 1841, with whose report the great name of Magendie is connected. This seemed to give a final death-blow to gelatine as a food; but Magendie's work was full of mistakes, as it is now easy to see, and we can please ourselves with thinking how we should have done better where the wise man failed. He took for granted that the dislike of a dog for a certain food proved its worthlessness, and he did not hit on the truth that an animal cannot exist on any one article of food, however nutritious, for any length of time. Again, when his animals pined away in 80 or 90 days on a diet of meat, bread, and gelatine, he concluded too hastily that the gelatine was harmful, instead of proving by further experiments that it was the large quantity of gelatine used that upset the digestion of his patients.

The weak points in this work were soon found. Frerichs, afterwards Professor of Medicine in Berlin, made in 1845 a suggestion that shows the divining power of the true investigator. He said it was quite possible that animals pined away

on this food—not because gelatine was present, but because certain organic or inorganic substances necessary to health were not present. Full determination of the value of gelatine as a food was reserved for men of our own quarter of the century. They have had at their service the best of modern methods, and, on this and other questions connected with nutrition, has been done some of the most remarkable scientific work of any time. Bischoff and L'Oit are the great names here, and their decision is that gelatine is "not a food, but a foodstuff," and that its use in a mixed diet is all a matter of quantity and proportion. Thanks to these and other investigators, we know also the probable use that the body makes of this, as well as of other foodstuffs.

L'Oit tells us that gelatine is very readily broken up and absorbed in the system—more easily broken up than proteid or fat—and so is able to take their place to a certain extent. But here comes in the question of proportion as most important; one-fourth of the necessary amount of proteid can be supplied by gelatine as a substitute, but not more. Some proteid is necessary, for, although gelatine can do some of the proteid work, it cannot do any building up of the body—as the muscles, for example. This body-building is the function of the proteid alone.

This touches upon questions of much economic importance. The expensive proteid part of the diet can be reduced to a certain limit; that is, with fats and carbohydrates and a little proteid, one can get on very well—that is, remain in full health and without loss of weight—by adding a certain amount of gelatine to the food, in which case it will do the work of the omitted proteid. This gelatine may be added to the food in the well-cooked tendons and connective tissue of meats, or in some of the many trade gelatines properly hydrated and flavored. That is to be settled by convenience or economy, but fully hydrated and well flavored it must be. Had the bone soup of a hundred years ago been mixed with some of the sapid meat extractives, it would, though not yet a perfect food, have met with no such stout resistance from the poor of Paris.

And what lessons are to be drawn from this long strife and its results? For one thing, that food mixed as nature mixes it is often beyond our skill and imitation. In the connective tissue and other gelatinous parts of flesh and blood, as it goes, we have the right proportion of gelatine to proteid substance, and so eaten it is digestible and nourishing. When either scientists or cooks separate our food into its constituents, and begin to dogmatize on insufficient knowledge as to its nutriment or digestibility, it is then we get into trouble. Many a cook of our own day is under the delusion that prevailed in Papin's time. She exults when the soup becomes a stiff jelly on cooling. She says, "It's so stiff and good," by which she means "so stiff, therefore good." But she has at the same time strained out nearly all the proteid matter, which alone can make the gelatine of her soup nourishing. If it is to be the first course of an ample dinner, other constituents of the food will make all right; but, if it is to be a principal food, as of the poor or the sick, the result will be mal-nutrition of the patient as a proof that nature's proportions have not been followed.—American Grocer.



**RISING SUN**  
STOVE POLISH  
IN  
**CAKES**  
WELL KNOWN AND RELIABLE

**SUN PASTE**  
STOVE POLISH  
IN  
**TINS**  
GUARANTEED TO THE TRADE

**DURABLE AND ECONOMICAL**  
3000 TONS SOLD YEARLY

**DUSTLESS, LABOR SAVING,**  
BEST IN THE WORLD.

Our packages are larger and more attractive in style than any others.

The quality of our goods is superior to anything else on the market.

**MORSE BROS., Proprietors, Canton, Mass.**

For sale by all Wholesale Grocers; also the McClary Mfg. Co., London, Montreal, Winnipeg, Vancouver and Toronto.

#### WEIGHT AND MEASURE INSPECTION.

THE annual report of the Deputy Minister of Inland Revenue on the inspection of weights and measures in Canada has been issued. The following is a summary table of the weights, measures, etc., presented, verified and rejected :

|                         | Pre-sented. | Veri-fied. | Re-jected. | P.C. of re-jections. |
|-------------------------|-------------|------------|------------|----------------------|
| Weights, Dominion .     | 62,281      | 61,553     | 728        | 1.16                 |
| Measures of capacity,   |             |            |            |                      |
| Dominion . . . . .      | 84,327      | 84,205     | 122        | 0.14                 |
| Lineal measures . . .   | 7,122       | 6,978      | 144        | 2.02                 |
| Balances, equal arms .  | 12,089      | 11,784     | 305        | 2.52                 |
| " steelyards . . .      | 4,654       | 4,520      | 134        | 2.87                 |
| " platform              |             |            |            |                      |
| scales . . . . .        | 31,000      | 29,964     | 1,036      | 3.34                 |
| Troy weights . . . . .  | 67          | 67         | 0          | 0.00                 |
| Irregular weights . . . | 687         | 685        | 2          | 0.29                 |
| " measures . . . . .    | 488         | 486        | 2          | 0.40                 |
| " balances . . . . .    | 5,876       | 5,688      | 188        | 3.20                 |

The expenditures on the account of weights and measures were \$71,044 67, of which \$49,787 64 were salaries. The revenue was \$54 385.55. The revenue and expenditure in each Province was :

|                             | Expenditure. | Revenue.    |
|-----------------------------|--------------|-------------|
| Ontario . . . . .           | \$29,333 94  | \$30,257 29 |
| Quebec . . . . .            | 19,675 78    | 16,119 10   |
| New Brunswick . . . . .     | 3,595 95     | 1,413 49    |
| Nova Scotia . . . . .       | 5,290 30     | 1,655 54    |
| Prince Edward Island . . .  | 1,670 91     | 327 50      |
| Manitoba . . . . .          | 5,477 75     | 3,753 03    |
| Northwest Territories . . . | 1,066 66     | 464 41      |
| British Columbia . . . . .  | 2,072 04     | 395 20      |
| Commissioner of Stand-      |              |             |
| ards . . . . .              | 733 26       | 0.00        |
| General contingencies . . . | 1,510 16     | 0.00        |
| Printing . . . . .          | 575 23       | 0.00        |
| Stationery . . . . .        | 132 69       | 0.00        |
| Totals . . . . .            | \$71,044 67  | \$54.385 56 |

#### TOBACCO IN IRELAND.

The experiments in tobacco culture conducted by the Department of Agriculture for Ireland have progressed so far that the Department is now offering for sale 1,000 lb. of Irish-grown roll tobacco, besides smaller quantities of plug, twist, cut Cavanish bird's-eye, cigar and cigarette tobaccos. The Department of Agriculture, when it was formed in April, 1900, undertook the experiments, and appointed a French tobacco expert to supervise them. Unfortunately, the 1900 experiments were vitiated by a month's delay in getting the seedlings,

so that the tobacco now on sale will not really represent the best possible results of tobacco-growing in Ireland, and we must wait until the crop of the present year is manufactured before we can judge whether tobacco would be a profitable crop.

#### ONTARIO'S FRUIT BELT.

President James Mills, of Guelph, presided at the fall meeting of the Board of Control of the Fruit Experimental Stations of Ontario, which was held in the Toronto Parliament Buildings on November 27. From reports received it was made known that some of our very best varieties of apples can be grown on St. Joseph's Island, near Sault Ste. Marie, Ont. Peaches, it was found, can succeed along the southern shores of the Georgian Bay, the fruit maturing and the trees standing the climate successfully. They have also forwarded several varieties of fruit trees to the pioneer farm at Dryden, in the Rainy River District, to be used for experimental purposes only. Testing stations are located in all the important belts of Ontario, and the whole work costs only \$2,600 a year.

#### BACK FROM MANITOBA.

Mr. Shaw T. Nishimura, of the Japan Central Tea Traders' Association, Montreal, has just returned from a trip to Manitoba and the Northwest Territories. While in Winnipeg, he appointed Tees & Persse as his special Manitoba agents. He reports the business in Japan teas growing in that part of Canada.

#### SPANISH PEANUTS IN CAROLINA.

The News and Observer, Raleigh, N.C., publishes figures from representative farmers and business men of the nine counties in North Carolina raising Spanish peanuts. These figures show that the acreage planted this year was 10 per cent. more than last year, but that the yield of the crop per acre will be 26 per cent. less.

#### CANADA'S CHEESE SHIPMENTS.

ALTHOUGH this season's cheese shipments from Canada show a decrease when compared with those of last year, it does not follow that every year they will keep on decreasing. On the contrary, Canadian cheese has won a reputation for itself on the British market that will insure big demands, and, while the export figures for a given year may show a decrease or decline as the case may be, it does not indicate that the Canadian cheese is losing its hold on the Old Country consumers.

Turning to Canadian butter, it is most gratifying to find that in the same period of time its exports have considerably increased. Its fine flavor makes it a favorite on the market with both dealer and consumer, especially since the steamship companies have offered improved facilities in cold storage. Canadian creamery especially has such an excellent flavor, and can be so very cheaply laid down on the British market that it is becoming a dangerous competitor to other foreign productions which were formerly preferred by the English consumer. What would be of incalculable aid to the Canadian exporters in getting control of the Old Country markets would be the inauguration of a new Canadian fast Atlantic steamship line, fitted up with all the latest innovations in the line of cold storage. But there is one thing that is very hurtful to Canadian butter for the home markets, besides injuring it for the British markets as well, and that is the practice some of the farmers and dealers have of holding their products for higher prices. The result is that a good deal of butter loses its fine flavor and begins to spoil, so that large quantities have to be sold at once, flooding the market with inferior goods. In this way a good deal of money is lost.

A complete outfit, embodying the latest features in milling machinery, is being installed in the Arnprior roller mills, Arnprior, Ont.



# AN ENQUIRY    •    •    •

If you have one for **First-Class Japan Tea** buy our

## “R.T.S.”

We also have the celebrated “**KIJI**” and “**L.S.**” brands.

**LUCAS, STEELE & BRISTOL, Wholesale Grocers, Hamilton, Ontario**

**Be Sure to Secure a Stock of**

## CHRISTIE'S PLUM PUDDING

**for your Christmas Trade.**

Put up in one and two pound tins with key attachment.

**CHRISTIE, BROWN & CO., Limited**  
**TORONTO AND MONTREAL.**

## Stop Looking for Trouble and Happiness will get after you

Every Grocer should teach his customers to anticipate pleasure. Here are a few directions—if followed closely life's cares will become comforts.

***In the Morning—*** *A Cup of Mecca Coffee* (the finest the world produces), will put anyone in good humor.

***At Noon—*** *A Cup of Bensdorp's Cocoa* (none better), will be found beneficial and strengthening.

***At Night—*** *A Cup of Ram Lal's Tea* (the finest grown), will be found delicious and enjoyable.

Something pleasant to look forward to three times a day. Get your customers interested and be sure you have the goods in stock.

**JAMES TURNER & CO., Wholesale Grocers, Hamilton, Ont.**

**IN  
STORE  
NOW**

**NEW SEASON'S  
FRUIT  
NUTS  
PEELS  
CANNED SALMON.**

**THOS. KINNEAR & CO., Wholesale Grocers,  
49 Front Street East, TORONTO.**

#### BUSINESS CHANGES.

##### DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

**S**AMUEL ROBINSON, tobacco merchant, Toronto, Ont., has assigned to Alex. Wilson, and his creditors will meet on December 10.

John A. McCarthy, baker, Pugwash, N. S., has assigned.

G. Kennedy, grocer, Wybridge, Ont., is offering to compromise.

Isaac French, flour and feed merchant, Toronto, has compromised.

C. A. Carruthers, grocer, Winnipeg, has assigned to C. H. Newton.

G. Guimond & Co., general merchants, Ste. Angele, Que., have assigned.

The creditors of Elizabeth Dahm, Rat Portage, Ont., will meet on December 7.

James Sinclair, grocer and feed dealer, St. John, N.B., has suspended payment.

Schachter Bros., general merchants, Shawenigan Falls, Que., have compromised.

R. L. Romeke, produce merchant, Summerside, P.E.I., is offering 10c. on the dollar.

G. B. Paquet, general merchant, Riviere a Pierre, Que., has assigned to V. E. Paradis.

Geo. Darveau is the curator of Ed. Noel, general merchant, Montmorency Falls, Que.

The creditors of Joseph R. McMullen, grocer, Yarmouth, N.S., will meet on December 6.

John Hyde has been appointed curator of the estate of B. F. Reid, general merchant, Aylwin, Que.

There will be a meeting of the creditors of P. M. A. Labelle, of The Aylmer Creamery, on December 7.

V. E. Paradis has been appointed curator of H. M. Bechard, general merchant, Beauce Junction, Que.

J. O. Arsenault, Son & Co., general merchants, Wellington Station, P.E.I., are offering to compromise at 15c. on the dollar, or 20c. on time.

The creditors of C. & E. MacMichael, wholesale grocers, St. John, N.B., held a meeting, at which a compromise offer of 30 cents on the dollar was submitted.

##### PARTNERSHIPS FORMED AND DIS- SOLVED.

Geo. E. Agnew has retired from Lillie & Co., general merchants, Swan River, Man.

Jos. Maranda & Frere, general merchants, St. Raymond, Que., have dissolved.

The Grand Mas Syrup Co., Montreal, has dissolved and a new partnership has been registered.

Lavery & Moffatt, tobacco dealers, Portage la Prairie, Man., have dissolved. Geo. Moffatt continues.

McKinnon & Smith, confectioners and restaurant, Winnipeg, have dissolved, and D. McKinnon continues.

##### SALES MADE AND PENDING.

The stock and assets of Nathan Dupuis, grocer and dry goods merchant, Pene-

tanguishene, Ont., were advertised to be sold by auction on December 4.

Albert Aston, confectioner, Arnprior, Ont., has sold out.

The stock of Trefle Lepine, grocer, Montreal, has been sold.

A. J. Hodgins, baker, Morden, Man., is advertising his business for sale.

The assets of Henry F. Kipp, grocer, Toronto, were sold by bailiff on November 29.

The assets of J. B. Dumesnil, general merchant, Dalhousie Station, Que., have been sold.

The assets of F. Cardinal & Co., general merchants, St. Stanislas de Kostka, Que., have been sold.

The stock of Puddington & Merritt, wholesale grocers, St. John, N.B., was sold by sheriff on November 29.

The stock of W. T. Bremner, general merchant, Baldur, Man., was advertised to be sold by auction on December 5.

The stock of O'Leary & Dennis, general merchants, Roseneath and Hastings, Ont., is advertised for sale by auction on December 6.

##### CHANGES.

John Young, grocer, London, Ont., has sold out to William McGuffin.

Thomas Donohoe, general merchant, Hammond, Ont., is out of business.

E. J. Rose, confectioner, MacGregor, Man., has sold out to I. I. Pierce.

Jennie M. Young, confectioner, etc., Vancouver, B.C., is out of business.

The E. H. Thomas Co., Limited, manufacturers of brooms, brushes, etc., Nor-



# Frost

may be injurious to **inferior cheese**, but it has no effect whatever on a rich, fat cheese such as

**MacLaren's Imperial or MacLaren's Roquefort**

So, you can send in your orders whenever you like, and have no fear of the goods being affected by the frost.

**A. F. MacLaren Imperial Cheese Co., Limited, 51 Colborne St., Toronto.**



Place your order now for

# PRUNES

Prospects are, prices will be considerably higher in the near future.

## THE DAVIDSON & HAY, LIMITED

36 Yonge St.

- Toronto.

wich, Ont., have sold out their flour mill and feed business to Wm. Corlett, who takes possession January 1, 1902.

The Walkerton Sugar Co., Walkerton, Ont., has obtained a charter.

R. Baird, grocer and butcher, Ottawa, has disposed of his butcher business.

A. Ross & Co. have obtained the salvage stock of Mary Breen, Miniota, N.W. T.

Chas. Wolcott is successor to James Ferguson & Son, bakers, Plattsville, Ont.

Hazen Folkins, general merchant, Collina, N.B., is succeeded by F. J. Kierstead.

The Canadian Preserved Butter Co., Limited, Montreal, has applied for a charter.

H. F. Smith, general merchant, Hartland, N.B., has sold out to James Montgomery.

J. F. Bisailon, general merchant, Pike River, Que., is succeeded by L. H. Rocheleau.

W. T. McIntosh, general merchant, Minnetonas, Man., has sold out to George E. Agnew.

Wm. M. Smith, general merchant, Walton, Ont., has sold out to W. H. Humphries & Son.

Morris Bros., general merchants, Fort Saskatchewan, N.W.T., have sold out to Wilkin & Co.

A. M. Boutillier & Co., wholesale grocers, Halifax, N.S., are succeeded by J. Frank Crowe & Co.

Cochrane & Soley, general merchants, Fox River, N.S., are succeeded by The Fox River Lumber Co.

Mrs. Adelard Emond has registered at Montreal as grocer, under the name of The Emond Cheap Cash Grocery.

The Societe de Fabrication de Beurre et de Fromage have registered at St. Pierre les Becquets and St. Prosper, Que., to manufacture butter and cheese.

### FIRES.

Welsh Bros., general merchants, Oxbow, N.W.T., were burned out.

Fire destroyed the grain elevator of W. J. Lindsay, at Brandon, Man., which is fully insured.

Alex. Darling's general store, Opinicon, Ont., was destroyed by fire. The insurance amounted to \$600.

At St. John, N.B., Louis Breen's tobacco store was destroyed by fire. The building was partially insured.

Bowes & Craig, general merchants, Crandell, N.W.T., had their store burned. There was some insurance on the property.

At Ottawa the stock of fruit and stationery belonging to Albert Beauchamp, were damaged by fire and water. The insurance covers the loss.

Hook & Hook, grocers and bakers, Markham, Ont., had their premises, which were only partly insured, destroyed by fire.

### DEATHS.

Robert Simpson, general merchant, Barnesville, N.B., is dead.

Alphonse Letellier, of Leclerc & Letellier, grocers and liquor merchants, Quebec, Que., is dead.

Motto for Grocers. — Honest tea is the best policy.—Quebec Daily Telegraph.

### AN EGG-PRESERVING PROCESS.

Mr. W. A. Ellis, chemist, of Stratford, N.Z., is the discoverer of a system of preserving eggs which he claims is going to revolutionize things a bit. It is known as the cold sterilizing process, the object of which is to enable eggs to be kept for any length of time in any climate. The cost of treating them is said to be from 4d. to 6d. per 1,000, and eggs from a week to 10 days old can be as effectually treated as new-laid eggs. Mr. J. G. Gow, Government Trade Commissioner, is taking a sample box of the eggs to England, being satisfied that the patent is a good thing, as he was able to eat an egg that had been treated by the process and afterwards kept lying about on a desk for months and handled by all who cared to take it up and examine it. A pretty good test, surely, and Mr. Ellis is to be congratulated upon so near an approach to a fortune. The best part of the invention seems to be its power of converting eggs 10 days old into fresh-laid ones!—Australian Grocer.

A fire whose origin is unknown destroyed J. W. Smith's grist mill and kiln at Durham, Pictou county, N.S., on November 28.

T. F. Best, who for many years has carried on the grocery business at Niagara-on-the Lake, has sold out to R. W. Allan.



There can be but one **BEST.** If it's not **UPTON'S** it's not the best.

## UPTON'S Jams, Jellies and Marmalade

have never failed to please those who want the best.

The A. F. MacLaren Imperial Cheese Co., Limited,

- Toronto

SELLING AGENTS.

## GROCERY WINDOW DRESSING

### A TRIM TO CATCH THE HOUSEWIFE.

**A**S the time approaches for the Christmas trims, the question confronting the grocery window-trimmer is: "How am I going to trim my special windows?" The following suggestions may be of some aid in smoothing over the rough places:

For a general display of goods required for Christmas baking the following would

on high glass fruit dishes fruits of different kinds; scatter lots of holly in the spaces around.

### FOR A CONFECTIONERY TRIM.

The illustration No. 1 conveys an idea for a beautiful confectionery trim. The framework can be made very cheaply at any wood factory. It is wound with colored crepe paper. This can be got at any fancy goods store for about 15c. a roll of three

rolled up. Attach one end of strip to your frame and then twist it and tack the other end. The bottom of window is puffed with mauve cheesecloth, and fancy plates filled with chocolates, etc., are arranged here and there about the floor. This trim will certainly be attractive. The colors of the paper are mauve and canary.

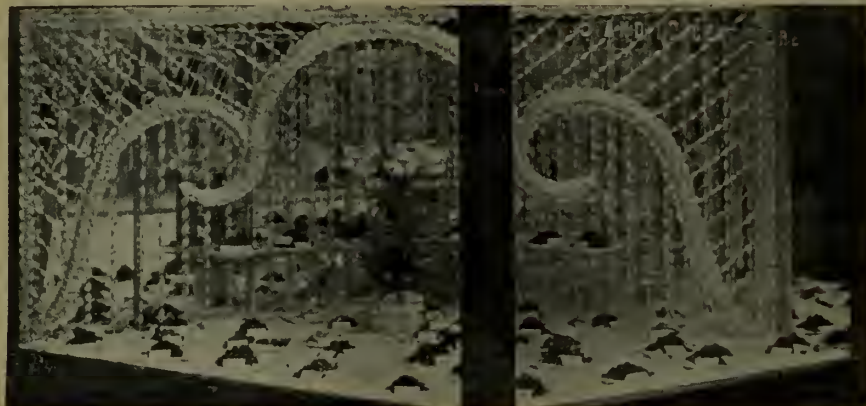
Another pretty trim could be made by arranging the crepe paper in curtain effect for a background for your window. Then get a lot of tissue paper, all colors, scissor this up into fine shavings and cover the whole floor of window with the shavings. Take pails of confectionery and around the outside of the pails arrange crepe paper, same as you sometimes see flower pots covered over with. Put a band of colored ribbon about each pole, and tie a bow on each. Have every pail a different color and yet have all the colors in harmony with each other. Arrange these well apart on the floor and in each place a price and descriptive card. This would make a neat, catchy trim for Christmas.

### DISPLAY OF CANNED GOODS.

Illustration No. 2 is a display of "Heather" brand goods. This was a trim by Mr. John Ayre for the Robt. Simpson Co., Toronto. This display was one of the best grocery trims we have ever seen, and we congratulate Mr. Ayre on his success in making a trim of this kind.

### A POULTRY AND VEGETABLE TRIM.

For a good trim for poultry and vegetables a good idea would be to have a lot



No. 1—A Confectionery Display.

make a neat trim: Get a lot of green moss festooning, arrange it about the background so as to take the bare look off the back of window, festoon it from the ceiling at different heights, hang a spray of holly with red berries here and there, and in this way you will have a neat top and back for your display. Wind a lot of barrel hoops with green moss and suspend them throughout the window, in each hoop place a large bunch of grapes. Cover the floor of window with pure white wrapping paper, then in front of the window near the glass arrange packages of gelatine or cornstarch or any oblong packages in the form of a square, make a row of these squares about 6 inches apart, fill in each square with some line of groceries required for the Christmas baking, such as currants, raisins, peels, nuts, etc.; place a neat price-card in each; between each square lay a small box of figs, scatter a twig of holly with red berries here and there; then get a board about 10 inches wide and length of your window, elevate this about 6 inches and cover with white wrapping paper, scatter holly pretty well over this, and on it arrange bottled jams, essences, salad dressings and bottled stuffs required for cooking; then behind this open up boxes of Valencia raisins, arrange these on the slant by elevating another board behind them; then on another elevation back of this arrange

yards. This comes in all colors. The twisted rope effect, as seen in the cut, is made by taking a sharp knife and cutting the crepe paper into strips 1½ in. wide. Don't undo the roll, but cut it when it is



No. 2—A Canned Goods Display.





Our prices are :

|                                    | Wholesale. | Retail. |
|------------------------------------|------------|---------|
| "Ozo" Ceylon in 1/2's and 1's..... | 20c.       | 25c.    |
| "Ozo" Ceylon in 1/2's and 1's..... | 22c.       | 30c.    |
| "Ozo" Ceylon in 1/2's and 1's..... | 25c.       | 35c.    |
| "Ozo" Ceylon in 1/2's and 1's..... | 29c.       | 40c.    |
| "Ozo" Ceylon in 1/2's and 1's..... | 33c.       | 50c.    |
| "Ozo" Japan in 1's only.....       | 20c.       | 25c.    |
| "Ozo" Japan in 1/2's only.....     | 29c.       | 40c.    |

## You Might Just as Well SAY GOOD-BYE

to a woman's trade if you cannot supply her with what she requires. A woman will naturally always go where she can get the most for her money; where quality and price temptation is the strongest. She certainly gets her money's worth if you sell her

## "OZO" TEAS

With them you can always depend upon doubly satisfying your clients—both as to price and quality. They are the greatest line of trade-drawing Teas you can purchase, and will go a long way towards making your Tea business a profitable and reliable one. We have a complete range of both Ceylon and Japan Teas. See our prices as given below. Send for samples to

### THE "OZO" CO., Limited

St. Paul St., MONTREAL.

## You Would Enjoy a Trip to the West Indies . . .

more than any other trip you have ever made, because everything the eye dwells upon is so different from the surroundings at home. The great scorching sun, the luxuriance of the tropical foliage, the glare of the various faces, black, yellow, white and copper, all impress the mind of the visitor with the fact that he is indeed in a strange country.

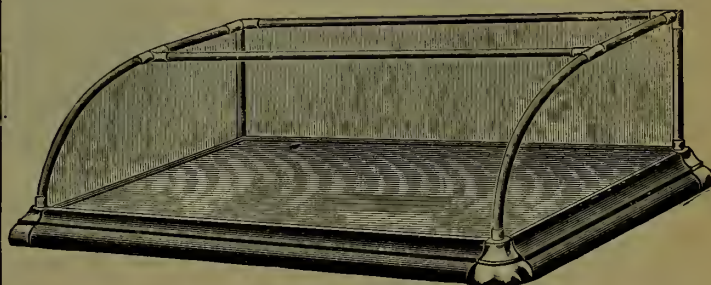
The voyage from Halifax to Demerara and return to St. John, calling at twelve different islands, takes 42 days and costs \$130.00; but a shorter trip, to Barbados and return, 29 days, calling at all the northern islands and including a five days' stay at the "Marine Hotel" Barbados is offered for \$112.50. P. & B. boats are the finest in the West India service. Sailings fortnightly.

Write R. M. Melville, Toronto,

OR

Pickford & Black, Halifax.

## Special Holiday Offer.



Length, 3 ft.; Height, 13 in.; Depth, 2 ft.

An Oval Front Show Case, in Polished Oak or Cherry, three feet long, with solid nickel joints, sliding mirror doors and extra quality diamond glass throughout. This magnificent case, and an assortment of quick-selling Toilet Soaps for

**\$25.00** This offer means 56 per cent. profit for you.

To further advertise our popular lines of Toilet Soaps, we have made arrangements with a large show case manufacturer, whereby we are in position to make this astonishing offer.

|                                          |         |
|------------------------------------------|---------|
| Proceeds from selling Toilet Soaps       | \$27.20 |
| Value of Show Case                       | 12.00   |
|                                          | \$39.20 |
| Our Special Net Price for a Limited Time | 25.00   |
| Your Net Profit,                         | \$14.20 |

Write Us To-Day For Further Particulars.

## JOHN TAYLOR & CO.

77 Front Street East., TORONTO.

of cranberries strung on a string (same as you would string beads). Have, say, 20 or 30 yards of these. Festoon them about your window, attaching sprays of holly about every foot apart. Cover the bottom of the window over with cedar twigs. Lay turkeys and chickens and geese about a foot apart, and in the spaces stand a bunch of celery and lettuce, radishes, etc.

#### TO AVOID FROSTED WINDOWS.

One of the most annoying things a grocer sometimes has in the winter, and especially around Christmas when his windows are a great factor in his business, is the sweating or frosting over of the window glass. The cause of this is that the warm air inside the store comes in contact with the cold glass, condensing the moisture into drops, which congeal upon the inside of the glass. Now, if the air on both sides of the window is the same, the window will not frost. To accomplish this the back of the window must be tightly closed, and holes from a quarter to half an inch in diameter bored through the sash at the bottom and top of the window. The holes should be about 18 inches apart and as close as possible to the window glass. This will give ample space for the air on the inside to circulate through the window and thus prevent frosting. There must not be any chance for the warm air in the store to get into the window. A further aid to prevent frosting is to give the glass a rubbing every few days with a rag dipped in alcohol or glycerine. H. H.

#### A TRIP TO THE WEST INDIES.

A guide book to the British West Indies has just been issued by Pickford & Black, the well-known steamship owners. It is entitled "A Trip to the British West Indies." It is profusely illustrated, is replete with information regarding the different islands, while the announcements of commission and general merchants it contains will be of particular interest to Canadian manufacturers and others who are desirous of doing business with the West Indies. Pickford & Black are to be congratulated upon their enterprise and good judgment, and it is to be hoped their efforts to increase Canada's trade with the West Indies will receive the encouragement they deserve. Those who have not yet received a copy of "A Trip to the British West Indies" should drop a card to Pickford & Black, Halifax, N.S., and secure one.

#### FAILURES IN CANADA.

For the month of October, 1901, the business failures in Canada show a decrease of 21, with a decrease of \$216,244 in the value of assets and \$423,034 in the amount

of liabilities over October, 1900. In October of this year the failures numbered 104, with assets of \$187,836 and liabilities of \$416,643, while for the same month last year the failures were 125, with assets of \$404,060 and liabilities of \$884,677.

#### THE LATE HARRY C. SMYTH.

WE are called upon once more to announce the death of a well-known and highly-respected commercial traveller in the person of Harry C. Smyth, of London, Ont., who has for some time represented The Empire Tobacco Co. in Western Ontario. Many of the merchants on whom he called will regret to hear this sad news, for Harry's kindly disposition and sterling character made him many friends.

He was the second son of John B. Smyth, of London, one of the old time grocers, who will keenly feel the loss of an affectionate and dutiful son. He was also a



The Late Harry C. Smyth.

brother of J. F. Smyth, wholesale grocer, of Windsor.

The funeral took place on Thursday, November 14, to Mount Pleasant Cemetery, and many were the expressions of sorrow and regret made by his host of personal friends who looked upon his kindly face for the last time. The pallbearers were his three brothers, John L., Roscommon, Mich.; James F., Windsor; Frank E., Culver, Indiana; and Messrs. C. J. Wall, Windsor; F. E. Leonard, London, and Henry Sells, St. Thomas.

On October 31, 1900, the total amount of Dominion notes circulating in Canada was \$28,113,000, while on October 31, 1901, the total was 30,473,600, which is an increase of \$1,114,000 for the month and of \$2,460,000 for the year.

#### BIG MILL AT GODERICH STARTS.

LAST week the big mill of the Lake Huron and Manitoba Milling Co., Goderich, Ont., commenced work after a long rest, during which it was extensively improved in the way of alterations, additions and new machinery.

The elevator has been greatly improved and enlarged, so that it now has a capacity of 8,000 bushels of wheat per hour. It measures 50 x 110 ft., and its cupola has been extended by an addition 14 x 73 ft., 14 ft. high, which will increase its storage capacity by 40,000 bushels.

The mill itself has been extended by the addition of a new boiler-house, 50 x 60 ft., 22 ft. high, built entirely of brick and cement. It contains three Heine water-heaters, which together furnish steam for a 500-horse power engine, which has been improved by the addition of a new piston rod, new valves and a new steam cross head. The main building has been greatly improved by the addition of new floors throughout, and the shafting has also been rearranged and renewed throughout. The grinding floor contains 25 new double stands (10 x 36 rolls), while the sifting-floor contains four of the most improved sifters, which are the largest of their kind ever made, each one of which has a capacity daily of 400 barrels. The reel-floor and attic also have been fitted up with all the latest machinery of the most improved pattern.

The capacity of the mill is 1,200 barrels of flour daily.

This mill is now the property of the Lake Huron and Manitoba Milling Co., with headquarters at Goderich. This concern is formed of Canadians, James Clark being president, Alex. S. McGaw, manager, and Robert McGaw, chief miller.

#### A. G. BAIN FITTINGLY HONORED.

At an enthusiastic smoker, held in the Board of Trade rooms, Hamilton, on November 27, under the auspices of the Hamilton Retail Grocers' Association, a pleasant surprise was in store for their popular president, A. G. Bain, who was presented with a handsome gold-headed cane by Adam Ballantyne on behalf of the association. Mr. Bain gave voice to his pleasure and surprise in a feeling speech.

Before Judge Morson, of the Division Court, Toronto, George Winston, a butter and egg dealer, sued Mr. and Mrs. Wilson, relatives of his by marriage, for \$20.48 for goods supplied. A contra claim was presented and some very contradictory evidence given, but Wilson's counter claim was dismissed and a judgment of \$17.28 was given against him.



**FOR XMAS TRADE**

TRY A CASE OF

**BUCHANAN'S BUTTER SCOTCH DROPS**

THE GENUINE ARTICLE, IN FANCY 1-LB. TINS, TO RETAIL AT 25c. PER TIN.

**SULTANA RAHAT LAKOUM--(TURKISH DELIGHT).**

A DELICIOUS CONFECTION THAT IS BEYOND COMPARE. PUT UP IN 1-LB. BOXES.

**THE EBY, BLAIN CO., LIMITED****WHOLESALE GROCERS, Etc.****TORONTO.****TRADE WITH BARBADOS.**

**M**R. H. A. BOYCE, representing Hanchell & Co., Barbados, was in Halifax for a day or two last week, and called for an hour's chat with The Merchant about trade between Canada and the West Indies. Previous to his arrival in Halifax, Mr. Boyce had visited a large number of lumber, fish and potato shippers throughout New Brunswick, and from Halifax he proceeded to the Annapolis Valley and around the western shore of this Province. The firm of Hanchell & Co. conduct a ship brokerage and commission business and are well and favorably known to the majority of vessel-owners, both in the Maritime Provinces and Newfoundland. They have handled small quantities of Canadian flour, and expect in the future to handle more. Mr. Boyce reports the outlook in Barbados as fairly encouraging, despite the fact that sugar is lower to-day than ever before in the history of the Island. The last crop for export was 65,000 tons, about 15 per cent. more than the average of several previous years, so that the lower price did not have as disastrous an effect as if the output had been merely normal. Mr. Boyce expressed the opinion that it was much too early to speculate on next year's

conditions, and said that before the Barbados crop is ready to ship a considerable advance in values might take place. He says the Barbados people are just as anxious as ever to increase their trade with Canada, if our exporters will only see to it that we give them the right kind of goods. The bulk of their purchases go to New York, but, with the present communication afforded by the Pickford & Black steamers sailing fortnightly from Halifax, only lack of enterprise can prevent Canada from getting a larger share of the business.—Maritime Merchant.

**SUGAR BEETS IN VICTORIA COUNTY.**

On November 28 a deputation, headed by James Keith, Wm. Channon, Geo. Payne, Johnston Ellis and T. Stewart, waited on the Victoria County Council in session at Lindsay, Ont., and asked for a grant of \$300 to enable them to secure a man to go around and canvass the farmers to secure a guarantee that at least 5,000 acres of sugar beets would be put in cultivation, that a sugar factory might be established there.

It was pointed out that very favorable conditions existed in that county for the growth of these beets, Lindsay ranking third in the list of 12 towns which the Govern-

ment had selected as centres in the Province in order that tests might be made, and, only for the unfavorable weather which existed this season, it might have ranked even higher. The yield was found to be from 15 to 21 tons to the acre of a beet yielding a high percentage of sugar, and the price that would be received is in the neighborhood of \$4 per ton. Water and suitable limestone were found to be abundant. To secure a guarantee of a sufficient acreage being put under crop, the method they would pursue would be to canvass the farmers, and hold meetings in the school-houses where the names could be secured.

The warden of the county stated that this important matter under discussion would be considered, and, on motion, it was referred to the standing committee on finance and assessment.

According to John Schwartz, grain merchant, Actona, Man., there is a complete blockade of grain at the latter place, he himself having over 50,000 bushels on hand. There are no cars obtainable to remove this surplus. Threshing there has been completed and the farmers report that the district never had a better yield which makes business good for the merchants.

**Do You Sell JAPAN TEA ?**

Repeat orders are coming in from the great majority of merchants who have tried it, and many of them speak in the highest terms regarding the quality.

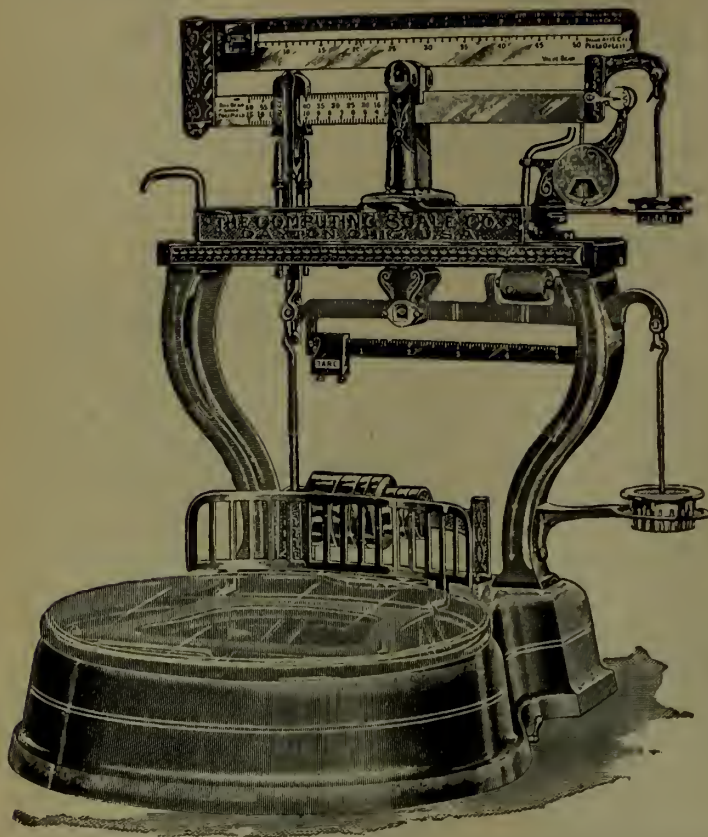
If so I would much like for you to order a sample case—

**Red Rose Ceylon Green**

YOUR CUSTOMERS WON'T USE ANY MORE JAPAN IF THEY TRY RED ROSE CEYLON GREEN.

**T. H. ESTABROOKS, TEA IMPORTER AND BLENDER, ST. JOHN, N.B.**

# THE PROOF OF THE PUDDING.



The following New York, Chicago and Boston firms are using our system. Write to them.

Ask the following Chicago, Ill., merchants why they use our system :

Ask Jerry Sullivan why he uses eight of our scales.  
Ask Mesler Packing Co. why they use five of our scales.  
Ask Frank Meine why he uses five of our scales.  
Ask A. H. Rugan why he uses three of our scales.  
Ask "The Fair" why they use twelve of our scales.  
They will tell you they know a good thing when they see it

Ask any of the following New York City, N.Y., firms about them :

Ask George Keller, 234 Willis Ave., why he uses six of our scales.  
Ask Peter Kiefer, 3411 Third Ave., why he uses four of our scales.  
Ask M. Rubsam, 407 Willis Ave., why he uses three of our scales.  
Ask Geo. Griot, 855 Third Ave., why he uses five of our scales.  
Ask John Forest, 121 Manhattan Ave., why he uses two of our scales.  
Ask The New England Butter Co., of Boston, Mass., why they use 26 of our scales.

## The Computing Scale Company

DAYTON, OHIO, Manufacturers.

*The Money-Weight Scale Co., No. 47 State st., Chicago, Ill.*

*E. E. Meeker, No. 50 Franklin St., New York, N. Y.*

*J. B. Poirier, Dist. Agent, No. 1662 Notre Dame Street, Montreal, Que., Canada.*

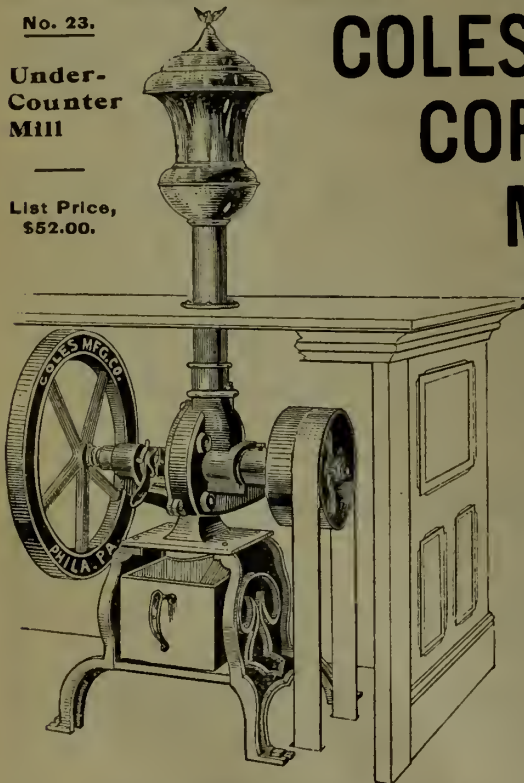
*L. A. Davidson, Dist. Agent, No. 104 King St. West, Toronto, Ont., Canada.*

*White & Ecclestone, Dist. Selling Agents, Vancouver, B. C.*

No. 23.

Under-Counter Mill

List Price, \$52.00.



## COLES COFFEE MILLS

None better for Granulating or Pulverizing.

Our mills will Pulverize without heating Coffee.

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders.

A GREAT LABOR-SAVER.

Our Grinders wear longest.

Agents { TODHUNTER, MITCHELL & CO., Toronto.  
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GORMAN, ECKERT & CO., London, Ont.

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## Rowntree's

## Chocolates and Pastilles

The "Court Circular" says of the Chocolates :

"Unexcelled for purity, delicacy of flavor, and daintiness. They compete with, if not surpass, the finest French chocolates made."

"Grocery" says :

"One thing in which Messrs. Rowntree & Co. excel is undoubtedly their Gums. The secret lies in the quality of the Gum, the excellence of the flavoring, and the carefulness in manufacturing."

Two excellent lines of confections made by the manufacturers of

Elect Cocoa and Elect Lemonade.

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THE HUDSON'S BAY CO., WINNIPEG.





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WHEN WRITING ADVERTISERS  
PLEASE MENTION THAT YOU SAW  
THEIR ADVERTISEMENT IN THIS PAPER

AN EGG INSPECTOR WANTED.

A DEPUTATION consisting of Messrs. D. N. Loynachan, chairman; Wm. Meldrum, of Wm. Meldrum & Son, and John A. Gunn, of Gunn, Langlois & Co., Montreal, representing two of the largest egg-exporting houses in Canada, and P. W. McLagan, representing the Montreal Board of Trade, waited upon the Deputy Minister of Trade and Commerce, Mr. Parmalee, at Ottawa the other day, and presented a petition praying for a change in the commercial law whereby a Montreal egg inspector can be appointed to fulfil duties similar to those performed by the grain, apple, cheese and butter inspectors at that port. From all accounts, the deputation seem to have been eminently successful in impressing their views upon the Deputy Minister, and they are confident that the Government will take action upon the matter, providing a salary for this position.

An egg inspector would be useful in many ways, the chief of which would be

his wholesome influence upon our export trade. He could form grades of eggs according to which English merchants could buy with perfect security and without running the risk of being imposed upon as they have been on different occasions by unscrupulous shippers. On account of such security, greater confidence would be placed in Canadian eggs on the British market, and their relative value would be enhanced.

At present our future egg trade in that country is in peril. Four or five years ago there was not half the competition that Canadian shippers have to contend with to-day, with even such countries as Egypt and Russia struggling for a place on the market. Canada is farther away from England than any other source of supply, and our steamship service is none too speedy. Certainly, we are at a disadvantage, and it will only be by the most strenuous exertions that our exporters will hold the trade they have won. We must be careful that we make our eggs as reliable as they can be made; there is room for improvement. A standard "Montreal Inspected" egg would help us.

There would be many duties at the wharf to which an inspector could attend. He could see that eggs were shipped in heavy enough cases, which at present they are not in every instance.

It is expected also that if a competent egg inspector were appointed, who could be called in as arbitrator in any case of dispute, the quality of eggs coming forward from the country would be improved. As it is now, the country collectors do not seem to realize what a lot of small and poor stuff they ship in, as exporters seem content to stand the abuse, having no tribunal to appeal to. Having a third impartial party to make a valuation, the importance of sending freshly-gathered eggs to Montreal would be brought forcibly to their notice. In this way the quality of eggs going forward ought to be raised several grades.

Lastly, the convenience of having an inspector in Montreal and the ability to secure an inspection ought to draw trade to the Canadian port. In the interests of Canadian trade and Canadian commerce, we hope that the demands of our shippers will be acceded to.

HEAVIER SALES OF SEEDED RAISINS.

ONE of the features of this year's dried fruit sales has been the increased favor shown to seeded raisins. We understand that the sales of this package raisin already total twice the amount sold throughout last season, and the probability is that a number of cars will still be wanted.

And there is much to justify this growing public favoritism. To seed the raisin enhances the cost of it from 2½ to 3c. per lb., considering the pound of seeded raisins equal to the pound of unseeded. But in reality the consumer who buys a pound of seeded raisins gets more weight than she who buys a pound of the unseeded, for, in the latter case, the seeds must be imported, weighed, and bought.

But it is not to escape paying for the seeds that the housewife favors the seeded raisin, it is rather to get out of the trouble of doing the seeding herself. There is no doubt she finds the process a torture, and once she discovers someone who can do the work for her at a slight cost, she will gladly hand over the duty. This summer the prices of seeded raisins were reduced to force the goods in the home; to-day the advertising is bearing fruit.

There is one consideration the retail grocer should not lose sight of, and that is, he loses nothing in the handling of the seeded raisin, as he often does in handling the bulk goods. There is no shrinkage in weight and no danger of him buying less than he pays for. At least, if he does so, the loss falls on the consumer, not on him. He makes so much margin on each package, and it is the simplest matter for him to calculate his profit. Many people think that the seeded raisin is the coming raisin. It seems to be the only Californian raisin selling this year in any quantity.

CHEAP CALIFORNIAN RAISINS.

The condition of affairs on the local market in regard to Californian raisins is just about the same as it was in Valencia raisins before the new season's fruit came to hand, namely, there are quite a few sellers who are willing to take almost any price in order to dispose of their stocks. Judging from present conditions, very few Californian raisins will be imported into Canada this season.

## COMBINATIONS FOR CANNED GOODS PACKERS.

**I**N another column we reproduce, by request, an article from The Canner and Dried Fruit Packer advocating the formation of a combination among the canners in the United States.

The chief foundation upon which our contemporary rests its case is that the industry "is altogether dependent on the whims of Nature."

Undoubtedly the industry is greatly "dependent on the whims of Nature." But, after all, what industry is not directly or indirectly? The greatest of all industries, that of farming, is certainly "dependent on the whims of Nature." The fact that fat years are followed by lean years, and vice versa, places that beyond all question.

We have in the canned goods industry itself this season a striking evidence that Nature has her whims. Throughout this continent, as everyone in the trade knows, Nature has permitted only a small yield of nearly everything the canner puts up. But while Nature has been sparing as to yield she has put into force the law of compensation in the shape of prices, which are in keeping with the size of the pack. Of course, speaking for Canada alone, the syndicate has to some extent regulated both the pack and the price.

Our contemporary says that "the canners have no fault to find with their vocation when everything works smoothly and nearly as planned; it is a satisfactory business when all is right." And in order to keep it right advances the combination theory. It does not, however, specify what manner of instrument the combination shall be.

The packers in Canada have tried several so-called combination schemes. And they have not yet hit upon the particular kind that would overcome the whims of Nature and keep the trade in the ideal condition of "right," although they have sought the desideratum with much patience and labor for half a generation. The present syndicate scheme of which so much was expected, will not, we are told by the packers, exist after the present season closes. And at the meeting of the Packers' Association held in Toronto a couple of weeks ago, the greater part of two days was taken up in trying to devise some scheme to take its place.

One of the difficulties in the way of permanent and successful combinations of which we are often reminded is the unfaithfulness of members who are party to them. But, even if that difficulty could be overcome, there would still be the "whims of Nature" to reckon with. It is true that Joshua is on record as having made the sun to stand still at his command. But no human being since then has ever been able to score against Nature with any degree of success. Nature is powerful as well as whimsical.

But, after all, is there not too much often charged to the whims of Nature? Unhesitatingly we say there is. A whim is defined by Webster as "a sudden start or turn of the mind; a freak; a fancy; a capricious notion; a humor." But while Nature has her whims, they are not her predominating characteristic. We have more regular than irregular seasons, just as we have more sunshine than cloud.

We are afraid that the unsatisfactory conditions which occasionally crop up in the canned goods industry are more often due to the whims of the packers themselves than to the whims of Nature. When, for example, some of them slaughter prices, neglect to exercise proper care in putting up the goods, or fail to employ proper business methods.

## FALSIFYING A TREATY.

Years ago—30 or more—we had a reciprocity treaty with Canada. Canucks then used to come to Troy, buy a stove for a pattern, take it up to Canada and make hundreds of others to look like it. These duplicated stoves were altogether inferior, but the casual purchasers did not know that. The stoves were shipped into the United States free of duty and undersold the better home-made article. Of such reciprocity with Canada we have had more than enough.—Troy Budget.

**T**HIS is a sample of the all-too-much nonsense that is appearing in the columns of the press. The reciprocity treaty of 1854 had no more to do with the trade in stoves than the Crimean War had to do with the creation of the treaty.

Under the treaty between Canada and the United States each country agreed to admit, duty free, certain specified articles. These were breadstuffs, provisions, live animals, fruits, fish, poultry, hides and

skins, furs, stone, ores and metals, timber and lumber, unmanufactured cotton, flax and hemp, and unmanufactured tobacco.

If the editor of The Troy Budget can see stoves in that list his eyesight must be of a most peculiar type. If he had been as desirous of telling the truth as he was of scoring a point, he would, first of all, have examined the list of articles which the treaty embraced.

## PRESIDENT ROOSEVELT'S MESSAGE.

**N**O Presidential message to Congress has been awaited with more interest for a number of years than that of President Roosevelt. The first message of a man of his individuality could scarcely fail to create anticipations more than usually keen. But what, perhaps, most accentuated the interest were his expected references to the questions relating to reciprocity, the trusts and the Anarchists. And, true to expectations, not one of these subjects has been neglected.

In regard to anarchy, he is particularly outspoken. And, in view of the wounds which have been inflicted upon his nation by the evil, he could scarcely be otherwise. Anarchy, he well describes as a crime against the whole human race, and should therefore be dealt with by international treaties.

In what he said in regard to trusts there was nothing new, for he only emphasized the views he expressed from time to time before he was called upon to occupy his present exalted position. In a word, he believes that in the interest of the public the Government should have the right to inspect and examine the workings of the great corporations engaged in interstate business. There are a great many people who advocate the prohibition of trusts. But their doctrines are neither practical nor just. President Roosevelt's suggestion is the only practical and just one.

What interests Canadians most in President Roosevelt's message is the reference to reciprocity. Like his lamented predecessor in office, he recognizes that something along the line of tariff modification is demanded, but, like the manufacturers who assembled the other day in Washington, he is evidently trying to make himself believe that the United States can persuade the nations to exchange something for nothing.

President Roosevelt's remarks regarding reciprocity are not likely to give much hope to those who are champions of the principle.



# THE DOMINION WHOLESALE GROCERS' GUILD.

The Annual Meeting and Banquet in Montreal.—Ald. H. Laporte the New President.

THE Dominion Wholesale Grocers' Guild held a successful series of meetings in Montreal on Tuesday of this week. The annual business sessions were held in the council room of the Board of Trade, both morning and afternoon, and many matters of vital interest were fully and properly discussed. The following delegates were present from outside points:

#### DELEGATES.

St. Clair Balfour, of Balfour & Co., Hamilton.  
T. H. Macpherson, of Macpherson, Glassco & Co., Hamilton.  
H. C. Beckett, of W. H. Gillard & Co., Hamilton.  
M. Mewburn, of Jas. Turner & Co., Hamilton.  
Lieut.-Col. A. A. Smith, of A. M. Smith & Co., London.  
T. B. Escott, of T. B. Escott & Co., London.  
John Garvey, London.  
Lieut.-Col. J. I. Davidson, of The Davidson & Hay, Limited, Toronto.  
W. D. Warren, of Warren Bros. & Co., Toronto.  
W. Sloan, of John Sloan & Co., Toronto.  
T. Kinnear, of Thos. Kinnear & Co., Toronto.  
F. W. Humphrey, Toronto.  
W. Ince, jr., of Perkins, Ince & Co., Toronto.  
W. Gilmour, of Gilmour & Co., Brockville.  
Arch. Miller, of Whitehead & Turner, Quebec.  
— De Forest, of G. S. De Forest & Sons, St. John, N.B.  
H. G. Bauld, of Bauld Bros. & Co., Halifax.  
Edgar A. Wills, Secretary Dominion Guild, Toronto.

#### THE CANNED GOODS SYNDICATE.

The day sessions were private, but gossip has told us of some of the matters discussed. The first was the position of the wholesalers on the canned-goods question and it was unanimously decided that the Dominion Syndicate was, from the wholesalers' point of view, the Dominion "Skindicate." A committee (of one) was appointed to interview the canners on the matter to see if some better arrangement could not be arrived at. It was felt that the 60 per cent. clause was unreasonable and unjust, placing the wholesaler on either of two horns of a dilemma. If the canners wish to protect themselves, it was felt they should forbear from quoting prices till at least a fair estimate could be gained of the probable pack and how much each canner would be able to supply.

A request came up from the wholesalers of the west for shorter time allowances and better discounts, but as the datings and discounts vary all over the Dominion it was felt The Dominion Guild could not take any action.

Insolvency legislation was fully discussed and the need of a Federal insolvency law will be impressed upon the Dominion Government by a strong resolution which was passed. It will be laid before the Premier, the Minister of Finance and the Minister of Trade and Commerce.

#### THE NEW OFFICERS.

New officers elected are as follows:

President—Ald. H. Laporte, Montreal.  
First vice-president—Lieut.-Col. J. I. Davidson, Toronto.  
Second vice-president—Mr. H. C. Beckett, Hamilton.

In the evening a banquet was tendered the visiting delegates by their Montreal confreres. The preparations had been

placed in the hands of Mr. Albert Hebert, and in accordance with his fixed principles he provided only the best. The tables were spread in the club-room at the Windsor Hotel, and the most sumptuous menu provided by that hotel was served. An orchestra was in attendance and enlivened the proceedings during the early part of the evening; during the latter part no orchestra was needed for there was song and speech and story enough to make everyone merry. Nearly all the visiting delegates were present and there were also the following wholesale grocers of Montreal: H. Laporte, J. B. A. Martin, Jos. Ethier, H. Delorme, J. A. Martin, of Laporte, Martin & Co.; S. J. Carter, of Carter, Galbraith & Co.; D. L. Lockerby, of Lockerby Bros.; Albert Hebert, Zephirin Hebert, Leandre Brault, of Hudon, Hebert & Cie.; L. E. Geoffrion, Armand Chaput, L. O. Demers, of L. Chaput, Fils & Cie.; D. C. Brosseau, of D. C. Brosseau.

There also sat down Messrs. J. Stanley Cook, Secretary Montreal Guild; E. H. Cooper, "The Canadian Grocer."

E. Duquette and E. Lebel were singers, and Emery Lavigne, accompanist.

Messrs. Lebel and Duquette are Montreal's two best singers and in fact it may be said that they are unexcelled in Canada, the former as a tenor, the latter as a basso. Their renditions were superb and formed one of the most pleasing features of the evening, particularly the duet taken from Faust.

It was down on the cards that there was to be no speech making, that the affair was to be informal, but when justice had been done to the dinner, toast after toast, was proposed, honored and responded to and before the gathering adjourned many pleasant and interesting things had been said.

President Carter, of the Montreal Guild, was in the chair and after the toast to "The King" had been enthusiastically received Mr. Duquette sang "Rule Britannia," taking his seat amid rounds of applause.

#### THE LATE MR. GILLARD.

Mr. Carter then proposed a toast to "The new Officers." In doing so he said: "We miss one here to-night whose face in the past has been familiar, one whom we had learned to respect and to love, our late president, Mr. W. H. Gillard. Let us stop a moment and honor his memory." After a pause, he went on with his toast. "We are especially honored to have one of our best citizens of Montreal as next president of The Dominion Guild. He is well known in the west but I assure you he is better appreciated in Montreal, where he is better known. ("No. No." And "He's a daisy.") "Col. Davidson we are all delighted to have as our vice-president, for he brings sunshine wherever he goes." Mr. Beckett was also eulogized.

#### ALD. LAPORTE'S HAPPY REMARKS.

Ald. Laporte—"Gentlemen. It is a great honor to me to answer this toast. I am one of those who have taken a deep interest in the Guild for years past, but

I never expected to be honored with such a reward. I feel to-night to be one of a happy family of Canadian grocers. I am glad to see before me members of the trade, not only of Quebec and Ontario, but I appreciate still more the presence of the gentlemen from the Maritime Provinces. If we have not the other distant members it is not because we have not their good wishes." He showed how the Canadian grocers worked in concert in being able to accomplish so much in such a short time. "I do not expect to be able to do as well as Mr. Carter has done to-night, but with such strong support as I have in the subsidiary offices I have no hesitancy in taking over the duties."

#### A BENEFICIAL MEETING.

Col. Davidson—"I don't see how you can expect me to speak after eating such a dinner. I wish I could tell you how I appreciate the kind reception of the Montreal members; but I hope that Mr. Beckett, with the gift of speech of an Irishman, will be able to acquit himself in this particular better than I. I feel very keenly that our meeting to-day has been extremely beneficial. It has promoted good friendship and has rubbed off those rough edges created by business."

#### MR. BECKETT'S ANECDOTES.

Mr. Beckett also replied in a happy strain. "This meeting to-day reminds me of a little boy, the son of a grocer, who was puzzling his head over a problem in arithmetic. Suddenly he looked up at his father, and asked:

"Father, how many make a million?"  
"D—few," answered the father.

Other stories he recited also and concluded by thanking the Montreal confreres for their very kind reception and by hoping that the time would come when the grocers of the west could reciprocate.

#### MR. CARTER IS REMINISCENT.

Mr. Carter then grew reminiscent and traced the growth of The Dominion Guild. He showed how it had grown out of competition between the different parts of the country, and concluded that competition was the life of trade. "If it were not for friendly rivalry we would not find ourselves around this festive board to-night. This is an object worthy of accomplishment to produce the best that is in us. We grocers have produced some of the best men in the Dominion. We are more than hucksters; we are destined to a high calling and I believe we are friends in all sincerity. It is a great honor for me to preside over representatives of guilds from all over Canada except Manitoba and the Northwest. As grocers, we have a great business to foster and a great life-work to perform. Let us then drink to the toast, 'Sister Associations.'"

#### QUEBEC NOT BEHIND THE TIMES.

Mr. Miller, of Whitehead & Turner, Quebec, responded. "I am sorry that there are not more of these meetings for I be-

(Continued on page 31.)

## KEEP POSTED ON YOUR BUSINESS

and please don't hug yourself with the delusion that you can't be taught, or that there's nothing to learn. Such conclusions as these have often had fatal terminations—that is to say, fatal so far as your worldly interests are concerned.

Any man that has only half studied the Tea situation for the past year must readily admit that Japans are passing through a crisis, and one that they will never recover from. Their young and relentless rival,

# "SALADA"

Uncolored  
Ceylon  
Green Tea

is slowly but surely driving them to the edge of the precipice of public condemnation.

After a while—not long to wait—over they'll go, and be a relic of the past, like China Black Teas.

Make no mistake, this is about the safest kind of a prophecy you can pin your faith to.

But, if you are an anxious inquirer, we have some further interesting remarks that we shall be glad to make on request.

Address, "SALADA," Toronto-Montreal.



For Christmas Trade

## LILY WHITE GLOSS STARCH IN BEAUTIFUL TOY TRUNKS.

A trunk can be sold empty for 20c, leaving cost of Starch about 4½c. per lb. Retails at 10c.

**TALK ABOUT PROFITS!**

**The Brantford Starch Works, Limited,**  
BRANTFORD, ONTARIO.

## Kennel Biscuits.

Heretofore any old thing would do to feed the dog with, but it won't do now. If you want to keep your dog in a healthy condition feed it on our Kennel Biscuit. Every biscuit stamped "Canada."



**THE CANADA BISCUIT COMPANY, Limited**

Office Phone: Main 3624.  
Warehouse Phone: Main 3676.

King and Bathurst Streets, TORONTO



# MARKETS AND MARKET NOTES

## INFORMATION FOR BUYERS.

If any reader wishes to know where any article can be purchased in Canada or abroad, a letter to the Editor will probably place him in communication with the seller.

## ONTARIO MARKETS.

TORONTO, December 5, 1901.

### GROCERIES.

THE feature of the wholesale trade this week, as far as prices are concerned, is the advance of  $\frac{1}{4}$ c. in both laundry starches and corn syrup, due to the enhanced price of corn. Business in seasonable lines of wholesale groceries is good, and reports generally in regard to business are satisfactory. Naturally at this time of the year very little attention is being given to canned goods of any kind. Coffees are quiet, but prices remain high. Peas are attracting a little more attention, although transactions are still only small. An active business is being done in currants, raisins, prunes, nuts and figs. The scarcity of Valencia raisins is still pronounced, although some small lots have come forward since last week. The currant market is cabled firm from Greece. There is a seasonable demand for spices. The demand for sugars is keeping up well, and the tone of the market is rather better than it was.

### CANNED GOODS.

Nothing new has developed in canned goods of any kind during the past week, although, if anything, a little more business has been done in canned vegetables, the price of which remains steady at 82½ to 85c. for tomatoes, and 80c. up for corn and peas. Fruits are meeting with just a moderate demand, at \$1.75 to \$1.90 for peaches, \$1.60 to \$1.75 for strawberries, and \$1.60 to \$1.80 for raspberries. Canned fish of all kinds is rather quiet. The ruling prices for salmon are still as follows: Fraser River sockeye, \$1.42½ for 5 case lots and over, and \$1.45 for less quantities; Northern sockeye, \$1.25 to \$1.30; Cohoes, \$1.05 to \$1.15. Practically nothing is being done in canned meats.

### COFFEES.

Although stocks in most importers' hands on this market are low, the high prices which are prevailing in the primary markets are preventing operations. The demand

on retail account is also quiet. We quote Rio coffee as follows: No. 7, 8c.; No. 6, 8¼c.; No. 5, 8½c.; No. 4, 9c.; No. 3, 10 to 12c. Mild grades of coffee are steady and unchanged.

### CANDIED PEELS.

There is a large business being done this week in candied peels, and some good values are being shown. We quote: Lemon, 10 to 12½c.; orange, 11 to 13c.; citron, 15 to 18c., according to brand and quality.

### NUTS.

Business is fairly good, and prices are, on the whole, steady. The demand is chiefly for walnuts, filberts, and almonds; the ruling quotations are as follows: Grenobles, 10¾c.; Marbots, 9½c.; Bordeaux, 8c.; and filberts, 9 to 9½c.

### RICE AND TAPIOCA.

Business is steady in rice, and there is a fairly good movement in tapioca. The wholesalers are experiencing a shortage in sago, but shipments are nearly to hand.

See pages 35 and 36 for  
Toronto, Montreal, and St.  
John prices current.

The ruling prices are: Tapioca, 3 to 4¼c.; sago, 4½ to 5c.; B rice, 3¼c.; Japan rice, 5½ to 6c.

### SPICES.

There is a fairly good business being done, and the outside markets rule steady.

### SUGAR.

The beet market in Europe has shown a slight decline of 1½d. for the week, the quotation now being 7s.2¼d., but this price is still above the parity of centrifugals in New York, and will have to decline further before American refiners would be interested buyers. Large sales of Demerara centrifugals—in all about 29,000 tons, of which 25,000 tons are for the United States and 4,000 tons for Halifax—are reported. All cane sugars now coming forward would be taken at the firm price of 3¾c., but not many are obtainable except at higher figures. The receipts of raw sugar in the United States last week were again light, being only 13,866 tons, while the meltings were 19,000 tons. The total stocks in the four United States ports at the end of last week were 148,000 tons, against 57,850 tons the same time last year. The de-

mand for refined sugar in New York has been fair during the past week for this time of the year, and prices are firmly held. Willett & Gray, in their report, say that the indications point to a steady market for refined sugars, without important changes for the present. In the Western United States markets there was a decline at San Francisco of 10 points, while New Orleans refined advanced 10 points to the same basis as at New York, and granulated on the Missouri River advanced 13 and 25 points. Business on the local market has been fairly good during the past week, and, taking it all around, it is, perhaps, a little better than it was at the time of our last review. Prices are still on the basis of \$4.10 f.o.b. Montreal for Redpath and St. Lawrence granulated, and \$4.05 for Acadia. Yellows run from \$3.35 for No. 1 up to \$3.65 for No. 5 f.o.b. Montreal.

### SYRUPS AND MOLASSES.

The price of corn syrup has been advanced ¼c. per lb. in barrels, half barrels, and kegs, and 10c. on pails. The quotations are now: Barrels, 3½c.; half barrels, 3¾c.; quarter-barrels, 3¾c.; pails, 38½-lb., each \$1.60; pails, 25 lb., each \$1.20. Very little is being done in syrups, and the higher prices on corn syrups are checking the demand for them. Molasses is moving fairly well at 23c. and upward for New Orleans, and 32c. for Barbados.

### TEAS.

The recovery from the slight easiness of two weeks ago of Indian and Ceylon teas on the London market has continued, and mail advices, under date of November 22, say that moderate offerings of Indian tea had the effect of further steadying the market, while competition was more general, and all grades showed firmness, although no actual rise could be quoted. In regard to Ceylon teas the advices state that the slightly improved tone previously noted was further accentuated, competition being more pronounced with a tendency to higher prices, especially for the lower grades, which were here and there slightly dearer. Medium teas were occasionally irregularly cheaper. The export demand, the advices went on to say, is becoming a very important factor in the market and suitable teas for this trade are generally well supported.

Locally, there has been a little more inquiry for Indian and Ceylon teas, particularly for good medium flavory descriptions. Importers here are beginning to realize that



they have got to pay higher prices, and, as a result, from  $\frac{3}{4}$  to 1d. per lb. higher has been paid than buyers were willing to concede a week ago. This is particularly for teas which sell at about 7d. London samples of tea have little attraction here just now, as spot teas can be bought cheaper. China green teas are still scarce and wanted, with prices high. Japan teas are firm, but very little is being done.

#### FOREIGN DRIED FRUITS.

**CURRENTS**—Cables from Greece on Monday reported the market firm and active at the last quotations. Transactions on importation account at present are naturally light. Wholesalers are experiencing a good demand. Ruling quotations are: Fine Filiatras, 6c.; Patras,  $6\frac{1}{2}$  to 7c.; Vostizzas,  $7\frac{1}{2}$  to 8c.

**VALENCIA RAISINS**—The scarcity of Valencia raisins is still most pronounced, although there have been some small shipments received, but they are readily absorbed. Some houses report that they are oversold. There is quite a little fruit on the way, however, and it is expected that some of it will be too late for the Christmas trade. Houses which have been quoting slightly lower than others have this week advanced their figures, and  $6\frac{1}{2}$ c. now represents the lowest quotation reported for selected raisins, while for fine off-stalk the idea is  $5\frac{1}{2}$  to 6c.

**MALAGA RAISINS**—There is a fair business being done, and prices are steady and unchanged. We quote as follows: Black baskets, \$2.25; "Empire Clusters," \$2.60; "Dehesa Clusters," \$3.10; "Excelsior Clusters," \$4.60; "Connoisseur Clusters," \$2.10; "Extra Dessert Clusters," \$3.35; "Royal Buckingham Clusters," \$5.

**PRUNES**—There is a large business being done in prunes this week. Some houses have Bosnia prunes arriving this week. We quote Californian prunes: 100-110's, 5c.; 90-100's,  $5\frac{1}{2}$  to  $6\frac{1}{4}$ c.; 80-90's,  $6\frac{1}{2}$  to 7c.; 70-80's,  $6\frac{3}{4}$  to  $7\frac{1}{4}$ c.; 60-70's,  $7\frac{1}{2}$  to 8c.; 50-60's, 8 to  $8\frac{1}{2}$ c.; 40-50's,  $8\frac{3}{4}$  to 10c. French, 100's,  $3\frac{1}{2}$  to 4c.

**FIGS**—There is a good business being done in all kinds of figs, the ruling prices are: Tapnets,  $3\frac{1}{4}$ c.; mats,  $3\frac{3}{8}$ c.; while Elemes range all the way from 8 to 18c., according to brand and quality.

**SULTANA RAISINS**—Business is just moderate, and the ruling prices are 8,  $10\frac{1}{2}$ , 12, and  $12\frac{1}{2}$ c. per lb.

**CALIFORNIAN RAISINS**—Very few Californian raisins are likely to be brought on here this season, but some of the houses have stocks of last year's growth in their warehouses, which they are very anxious to dispose of. Quotations, consequently, are purely nominal, as the holders will be very glad to sell at less than cost.

**DATES**—There is moderate business at

$4\frac{1}{2}$  to  $4\frac{3}{4}$ c. for Hallowees, and  $4\frac{1}{4}$  to  $4\frac{1}{2}$ c. for Sairs.

**CALIFORNIAN EVAPORATED FRUITS**—A fair business is being done for this time of the year. We quote in 25-lb. boxes as follows: Apricots, 13 to 16c.; peaches, 11 to 13c. per lb.

#### GREEN FRUITS.

A limited quantity of apples are now selling at \$5 per bbl., but the majority that are offered bring from \$3.50 to \$4.50. A shipment of Mexican oranges has come, and that fruit is now more plentiful, with prices 25c. per case lower than last week. Several cars of Valencia oranges are due here in about a week or 10 days' time, and they are now being quoted at \$4.50 to \$4.75 on the road. Next Monday will see the arrival of a consignment of Californian navel oranges which are on the way, and their prices will probably be from \$3.75 to \$4 per case. Lemons are more plentiful, but the movement in some quarters is not as brisk as expected. Pears are no longer being offered, and there are no Cape Cod or Nova Scotian cranberries on the market, the only line selling being the budded long-keepers, which are firm at \$9 to \$9.50 per bbl. Malaga grapes are plentiful, and are a little easier. Messina lemons are 25c. lower. We quote as follows: Apples, \$3.50 to \$5.00 per bbl.; bananas, \$1.50 to \$2 for firsts, and 80c. to \$1 for first eight hands; Malaga grapes, \$6 to \$6.50; Jamaica oranges, \$4.75 to \$5 per bbl., or \$3.50 to \$4 per box; Florida oranges, \$3.75 per box; Mexican oranges, \$2.50 to \$3 per box; Californian lemons, \$3.50 to \$4 per box; Messina lemons, \$2.75 to \$3.25 per box; cranberries, budded, long-keepers, \$9 to \$9.50 per bbl.; pineapples, 23 to 25c. each by the case.

#### VEGETABLES.

Potatoes are still very scarce. There has been a lot of dry rot amongst this season's stock, and shippers have been holding back in consequence. Turnips are slow, while Hubbard squash continue scarce. There is no change in prices. We quote: Carrots, parsnips and beets, 20c. per peck; turnips, 15c. per peck and 35c. per bag; lettuce, 40 to 50c. per doz.; radishes, 30 to 40c.; watercress, mint and parsley, 20 to 25c.; cauliflower, \$1.00 to \$1.50 per doz.; celery, 50 to 75c.; red cabbage, No. 1, 5 to 10c.; cabbage, 25 to 40c.; pickling onions, 35 to 40c. per peck; dry onions, \$1 per bush.; potatoes, 80c. per bag; egg plant, 30 to 35c. per basket; Hubbard squash, 15 to 30c. each; vegetable marrow, 10 to 20c. each; pumpkins, 10 to 25c. each; citrons, 10 to 15c. each.

#### COUNTRY PRODUCE.

**EGGS**—There is a good demand for eggs, and prices remain firm. Although the price

for fresh eggs is very high, being from 23 to 24c. per doz., there are hardly any being offered. Fresh-gathered sell at 18 to 20c.; cold stored, 17 to 18c., and limed, 16 to 17c. per doz.

**BEANS**—Are quiet and prices are unchanged. We quote: Choice handpicked, \$1.70 to \$1.75; prime, \$1.50 to \$1.60.

**HONEY**—A quiet demand with a plentiful supply of honey is reported. Prices remain the same as heretofore. We quote: Clover, in 60-lb. tins,  $9\frac{1}{4}$ c.; less quantities, 10c. per lb.; in combs, \$2 to \$3 per doz.

**DRIED APPLES**—The season's trade in dried apples has hardly started, and not many inquiries have yet been made. Evaporated apples still sell at 9c. in cartons and 10c. in less quantities. Dried apples range from 5 to 6c. per lb.

**POTATOES**—The supply of potatoes is poor, and there is room for several carloads. The prices are firm at 60c. per bag on the track, and they retail out at 80c.

#### BUTTER AND CHEESE.

**BUTTER**—The bulk of the arrivals of large rolls of butter is of poor quality, being tainted with feed in most cases. Good butter is what is wanted. Prices are unchanged with creamery solids a little firmer. We quote: Choice 1-lb. prints, 17 to 18c.; large rolls, 16 to 17c.; tubs, best quality, 15 to 16c.; tubs, medium grade, 12 to 14c. per lb. Creamery prints sell at 20 to 21c., and creamery solids, 20c. per lb.

**CHEESE**—The prices are the same as before with a quiet movement. A more hopeful feeling is felt, both here and in Montreal and it is expected that prices will take a jump before long. We quote: Cheese,  $9\frac{1}{4}$  to  $9\frac{3}{4}$ c. per lb.

#### POULTRY AND GAME.

**DRESSED POULTRY**—Last week a good demand for turkeys set in just before Thanksgiving Day, and dealers were able to get rid of a good deal of their surplus stock. The cold weather of this week ought to increase the arrivals, which are said to be fair. The prices are steady. We quote: Chickens, 30 to 50c. per pair; ducks, 40 to 75c. per pair; geese, 6 to  $6\frac{1}{2}$ c. per lb.; turkeys, 7 to 9c.

**LIVE POULTRY**—The receipts of live poultry have been so large as to cause difficulty in the handling thereof, and dealers have ceased to supply crates to shippers to allow them to get rid of the surplus stock. It is stated that the poultry this year were never before in so good a condition. The prices are unchanged. The Canadian Produce Co., 36 and 38 Esplanade east, Toronto, will pay until further notice for spring chickens, 5c. per lb. For ducklings, 5c. per lb. For hens (including last



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70 and 72 Front St. E., Toronto.**HONEY**We can give you this in any size tins  
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**The**  
**DAWSON** Commission  
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TORONTO

year's birds) 2½c. per lb. These prices are  
for live weight on arrival. Crates shipped  
free and express paid up to 50c. per 100 lb.  
of chickens.GAME—This week sees the close of the  
game season, which expired on December  
5. The only wild fowl that were selling  
were a few bluebills at 40 to 50c.**FISH AND OYSTERS.**

The movement continues good, but will  
not be at its height till the middle of  
January. Ciscos are still scarce, haddock  
½c. lower and finnan haddie has also  
dropped ½c. The other prices are the  
same as they were last week. We quote:  
Fresh fish—Codfish, 6 to 8c.; white-  
fish, 7 to 7½c.; trout, 7½c.; halibut, 14c.;  
sea salmon, 13 to 15c.; haddock, 6c.; her-  
ring, 5c.; perch, 4c.; British Columbian  
salmon, 20c. Smoked fish—Ciscos, \$1 to  
\$1.25; finnan haddie, 7½ to 8c.; Digby  
herring, 60 to 75c. per bundle. Prepared  
fish—Dried cod, in 112-lb. bundles,  
\$4.75 per cwt.; flitch cod, \$5.50 to  
\$6; boneless cod, in bricks, 4½ to  
5½c. per lb.; steak cod, 6½c. per lb.;  
shredded cod (2 doz. in box), \$1.80 per  
box; boneless fish, loose, in 25-lb. boxes,  
4 to 4½c., and in 5-lb. boxes, 5c. per lb.  
Oysters—Standards sell at \$3.75 per small  
pail or \$1.50 per Imperial gallon; selects,  
\$2 per Imperial gallon.

**GRAIN, FLOUR AND BREAKFAST  
FOODS.**

GRAIN—The boom on the Chicago  
markets has made itself felt here in the ad-  
vance of 3c. in Manitoba hard wheat, which  
is now selling at 87c. grinding in transit or  
85c. Toronto and west. A good movement  
for export still continues. The grain  
arrivals on the local market have been  
light, the bulk of the receipts being in  
barley and oats. With the exception of a  
drop of 1c. in barley the prices are un-  
altered. We quote: White and red Ontario  
wheat, 68 to 76c.; goose, 66½ to 67c.;  
oats, new, 46½ to 48c.; rye, 58c.; barley,  
55 to 61c.; peas, 77 to 80c.; buckwheat,  
52c.

FLOUR—There is a good brisk demand  
for this article and in sympathy with the  
high prices of wheat it has advanced 10c.  
per bbl. all round. We quote as follows:  
Ontario patents, in bags, \$3.50 to \$3.60;  
Hungarian patents, \$4; Manitoba bakers',  
\$3.75; straight roller, \$3.00 to \$3.15 per  
bag in Toronto.

BREAKFAST FOODS—The demand for  
oatmeal and rolled oats continues heavy,  
with perhaps a slight improvement, and  
prices, which this week are unchanged, will  
likely take another rise, on account of the  
scarcity of oats and their lighter quality this  
year. We quote the same as last week:

The following Brands manufactured by

**The AMERICAN TOBACCO CO.**

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Are sold by all the Leading Wholesale Houses

CUT TOBACCO . . .

OLD CHUM.

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GREEN AND DRIED FRUITS, NUTS, Etc.151 Bannatyne St.,  
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Oatmeal, standard and granulated, in carlots on track here, \$5.75; standard rolled oats in carlots on track here, \$5.25; in bbls., 15c. more; broken lots are 25c. per bbl. extra; rolled wheat, \$2.50 in 100-lb. bbls.; cornmeal, \$4.00; split peas, \$4.50; pot barley, \$4.50.

#### HIDES, SKINS AND WOOL.

Sheepskins have gone up 5c. per skin, while a few deerskins are offering at 14c. per lb., 1½c. higher. The wool market is very quiet, but later reports seem to indicate that the prices may improve a little.

**HIDES**—We quote: No. 1, green, 8c.; No. 2 green, 7c.; No. 1 green, steers, 8½c.; No. 2 green, steers, 7½c.; cured, 8¼ to 8¾c.

**SKINS**—We quote: No. 1 calfskins, 9c.; and No. 2, 7c.; deacons (dairies) 55 to 60c. each; sheepskins, 65 to 70c.; deerskins, 12½ to 14c. per lb.

**WOOL**—We quote: Fleece, 13c., and unwashed, 8c.

#### SEEDS.

In red clover and alsike there is a somewhat improved foreign demand. The former has advanced 25c., while the latter has made a jump of 75c. per bushel in most cases. Timothy is very quiet. Better prices will be paid for extra fine samples than those given below. We quote: Red clover, \$4.75 to \$5; alsike, \$6.50 to \$8, and timothy, \$2 to \$2.25 per bush.

#### MARKET NOTES.

The season for game and venison has closed.

Quotations on starch are ¼c. per lb. higher.

The bulk of the arrivals of butter still continues poor.

Extra fine samples of apples are now selling as high as \$5 per bbl.

Another advance of ¼c. per lb. has taken place in the price of corn syrup.

Sheepskins have advanced 5c. a skin, while deerskins are 1½c. higher.

A good shipment of Mexican oranges have been received, and prices are 25c. per box lower.

Oatmeal and rolled oats have still a distinct upward tendency, and a further rise is expected shortly.

Last week there were such large amounts of live poultry received that dealers have stopped supplying crates for shipment.

Mr. Crawford Powiss has been appointed resident agent in Toronto for W. Bickle & Co., Hamilton, whose specialties are foreign sugars and coffees.

Manitoba hard has advanced 3c. per bushel out of sympathy with the high prices for wheat prevalent in Chicago, and flour has advanced 10c. per bbl. all around.

### QUEBEC MARKETS.

Montreal, December 5, 1901.

#### GROCERIES.

**A**LTHOUGH there is not the amount of goods moving that there was two or three weeks ago, the volume of business continues phenomenally large and the market is in a particularly healthy condition. In fact, it is the unanimous opinion of the trade that December conditions have not been so satisfactory in years. The congestion of shipments that retarded the speedy transportation of goods has now been almost completely relieved, thanks to the endeavors of the railway companies. The most notable changes in prices this week have not come unexpectedly; the advance in corn had prepared dealers for a rise of ¼c. in corn syrup and starch. There has developed on this market a striking scarcity in foreign dried fruits, and it would seem that stocks will hardly be sufficient to meet the Christmas demands. Valencia raisins are difficult to secure in a jobbing way and we have heard of transactions involving 200 boxes of selected at 6¼c. Currants are dearer in primary markets and we understand that western dealers are reordering supplies for post Christmas trade. Meanwhile, till these arrive there will be none too many to go around. Malaga raisins are also wanted in many quarters and all bargains are in sellers' favor. Tarragona almonds are quite scarce and higher. New walnuts have come to hand this week. There is an improving demand for teas at firm prices. Canned goods are unchanged.

#### SUGAR.

The firmness in raw sugar that we mentioned in our last week's report has proved temporary and prices have receded to 1d. above the lowest point touched, thus dispelling the idea that the local market might perchance take an upward turn. The outlook seems now to be for steady prices. Evidently Montreal refiners have not had confidence in the raw-sugar market as the Customs authorities attribute the falling off in November Customs receipts to the small imports of raw sugar. The demand for Montreal refined has not improved during the week and there is but little speculative inquiry. The local price is \$4.10 for granulated and \$3.35 to \$4.05 for yellows, according to quality.

#### TEAS.

Montreal teamen are convinced that we are soon to see a reversion from that depression that has dominated the tea market for some seasons. Of course, if the United States Congress removes the tea duty an active market here is a certainty, but even without that aid a better business is anticipated. Already the New York market bears a more cheerful aspect, and while we are absolutely dependant upon the state of things across the border, there is that inexplicable sympathy that always exists.

Japan teas, in particular, are firm. No more low grades are offered in the primary markets and we hear of no jobbing transactions in new teas under 14 cents. Wholesalers are said to have low stocks and the outlook is exceptionally strong. There is a good demand for gunpowders; some new-crop gunpowders that came to hand this week are quoted out of whole-

sale hands at 32 to 35c. for pinheads; 23 to 25c. for pealeaf, and 20 to 22½c. for imperials.

Latest Colombo reports continue to report a firm market for all pekoes. Mail advices from India dated November 1, say that at latest sale the market opened quiet with a tendency towards lower rates but stiffened as the sale progressed, closing fairly steady though rather irregular with only one point drop on common teas and two points on low mediums. Finer grades, possessing good eup, met with more attention, closing fully firm. Darjeelings, which were rather better, met with strong competition at full rates. From April 1 to November 1, the total exports of Indian tea from Calcutta amounted to 108,071,568 lb. against 120,699,790 lb. last year. Figures show that 70 per cent. more tea has been shipped to Bombay than last season, while America shows a decrease of 52 per cent., Australia, 21½ per cent., London, 9½ per cent. and sundry ports, 1¾ per cent.

#### SYRUPS.

On account of the advance in corn, corn syrup is ¼c. per lb. higher this week, making quotations 3¼c. in bbls.; 3¾c. in ½ bbls.; 3¾c. in ¼ bbls.; \$1.60 in 35½ lb., and \$1.20 in 25-lb. pails.

#### MOLASSES.

There is a small distributing trade going on in molasses but it has not yet attained very large proportions. The latest advance in corn syrup leads dealers to expect a brisk trade. Barbados is worth 25 and 29c., according to quality.

#### CANNED GOODS.

There is not much change to report in canned goods. Vegetables are selling in small quantities at steady prices. Tomatoes are worth 85 to 87½c.; corn, 80c., and peas, 80 to 95c. There has been a very short crop of peas in France this year and as a result Canadian wholesalers are compelled to ask higher prices. Extra fins are worth \$18 per case; lins, \$15.50 per case, and mi-fins, \$11 per case.

Salmon is in very fair demand. Pink salmon is quoted at \$1 to \$1.05; spring salmon, \$1.30; Rivers Inlet red sockeye, \$1.32½ to \$1.35; Fraser river red sockeye, \$1.45 to \$1.47½; Clover Leaf talls, \$1.42½ to \$1.15, according to qualities.

#### SPICES.

Although the heavy rush of some weeks ago has spent itself, there is still a good movement in spices at unchanged figures. We quote: Nutmegs, 35 to 65c. per lb., as to size; Penang mace, 45 to 50c. per lb., as to quality; pimento, ground, 12½ to 15c.; cloves, 15 to 25c.; pepper, ground, black, 17 to 20c., according to grade; white, 25 to 27c.; ginger, whole, Cochin, 14 to 16c.; Japan, 10c.; Jamaica, 16 to 20c.; ground, Japan, 15c.; Cochin, 16 to 17c.; Jamaica, 22 to 25c.

#### COFFEE.

The bull movement of some weeks ago has not been maintained, as it is now realized that the coffee crop must be a heavy one. Roasted coffees are worth: Mocha, 27 to 32c.; Javas, 25 to 32½c.; Rios, 13 to 18c.; Santos, 15 to 22½c.; Maracaibos, 15 to 22c.

#### RICE AND TAPIOCA.

There have been several complaints received of late by wholesalers in regard to the quality of Canadian-milled rice. We



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We want to ask a simple question :

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We believe that our quality and flavor is superior to any other Canadian Brand and equal to the imported. Our plain Boston Baked Beans and Pork and Beans in Tomato Sauce will retail over your counter at following prices :

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| One Pound Cans | - | - | - | 5c. |
| Two " "        | - | - | - | 10  |
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These prices will give the Grocer good profits and are the popular prices that catch the Consuming Public.

Send for sample order, one case of each size or drop us a postal for sample can.

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(TEAS FOR THE WHOLESALE TRADE ONLY.)

## S. H. EWING & SONS, 96 King St., MONTREAL

understand that although the rice this year is not as good as usual, the deterioration has been unavoidable. Despatches from Burmah tell us that a continued spell of damp weather fell upon the country before the crops were gathered, and, as a consequence, it is now exceedingly difficult, in fact, one may say impossible, to secure Rangoon rice free from yellow grains. The crop is the poorest in twenty years. We quote in combine district: B rice, in bags, \$3.10; in  $\frac{1}{2}$  bags, \$3.15; in  $\frac{1}{4}$  bags, \$3.20; in pockets, \$3.25. In 10-lb. lots an allowance of 10c. is made. CC rice, \$3 in bags; \$3.05 in  $\frac{1}{2}$  bags; \$3.10 in  $\frac{1}{4}$  bags; and \$3.15 in pockets. In the open territory prices are about 10c. less. Patna rice is worth 4 $\frac{1}{2}$ c. per lb., and tapioca, 3 $\frac{3}{4}$  to 3 $\frac{1}{2}$ c.

### FOREIGN DRIED FRUITS.

**CURRENTS** — The foreign market is very firm and to lay down fine Filiatras this week would cost 16s. 3d. by the earload and 16s. 9d. in less than earloads. Although stocks here are light local merchants have not as yet followed the western importers in ordering forward additional shipments. Prices are firm but unchanged. Finest Filiatras are worth 5 $\frac{1}{2}$ c. in  $\frac{1}{2}$  cases; 6c. cleaned; 1-lb. cartons, 8c., and finest Vostizzas, 7 $\frac{3}{4}$  to 8c.

**VALENCIA RAISINS** — Raisins are raisins these days. While prices show no material advance, the local market is very firm in view of the fact that no one has heavy stocks while not a few are entirely cleaned out. Moreover, it is now only the best brands that are wanted. The foreign market is decidedly firm and local holders are asking small-lot prices

for large quantities. Finest off-stalk is worth 5 $\frac{1}{2}$ c.; selected, 6 $\frac{1}{4}$  to 6 $\frac{3}{4}$ c., and layers, 6 $\frac{1}{2}$  to 7c.

**CANDIED PEELS** — Sales of candied peels have been large this week. Prices are steady. The best English peels are worth 10 to 10 $\frac{1}{2}$ c. for lemon; 10 $\frac{1}{2}$  to 10 $\frac{3}{4}$ c. for orange, and 11 $\frac{1}{2}$  to 11 $\frac{3}{4}$ c. for citron.

**PRUNES** — There is a good demand for peaches and there are orders on the books awaiting the arrival of goods. Californians are worth 8 $\frac{1}{2}$ c. for 10-50's, 8c. for 50-60's, 7 $\frac{1}{2}$ c. for 60-70's, 7 $\frac{1}{4}$ c. for 70-80's, 6 $\frac{1}{2}$ c. for 80-90's, 6 $\frac{1}{4}$ c. for 90-100's.

**MALAGA RAISINS** — Malaga raisins continue to be called for very freely; in fact, the good demand is one of the features of the fruit market. We quote as follows: London layers, \$1.50 to \$1.60; "Connoisseur Clusters," \$2.15 to \$2.25;  $\frac{1}{4}$ 's, 65 to 70c.; "Royal Buckingham Clusters," \$3.30 to \$3.35;  $\frac{1}{4}$ 's, \$1.05 to \$1.10; "Excelsior Windsor Clusters," \$1.50 to \$1.60;  $\frac{1}{4}$ 's, \$1.30 to \$1.40.

**SULTANA RAISINS** — The market is steady at 9 to 10 $\frac{1}{2}$ c.

**DATES** — Halloween dates are cheaper on account of heavier arrivals. The price now is 3 $\frac{1}{4}$  to 4c.

**FIGS** — Comadre figs are 5c. per tapnet higher this week and may now be quoted at \$1.05. There is a continued good demand and supplies are none too plentiful.

### NUTS

New Grenobles are to hand this week and are of excellent quality. The idea as to selling price is 10 $\frac{1}{4}$  to 11 $\frac{1}{2}$ c. Tarra-gona almonds are scarce and higher,

being now worth 12 to 13c.; at present dealers are afraid there will not be sufficient to satisfy the Christmas demand. Shelled walnuts, for earliest arrival, are quoted at 18 $\frac{1}{2}$  to 19c. Best shelled almonds are worth 25 $\frac{1}{2}$  to 26 $\frac{1}{2}$ c. Filberts are selling freely at 8 $\frac{1}{4}$  to 9c.

### FISH.

A brisk business is being done in fish. Green cod is now selling all the way from \$5.75 to \$6.25, the upper movement having ceased the last week on account of an improvement in the catch. Manitoba and British Columbian fish are now in stock. We quote: Haddies, 6 $\frac{1}{2}$ c.; bloaters, 90c. per box; kippers, 90c. per box; smoked, medium herrings, 12c. per box; fresh haddock and cod, 3 $\frac{1}{2}$ c. per lb.; whitefish, 6 $\frac{1}{2}$ c.; dore, 6 $\frac{1}{2}$ c.; pike, 5c.; halibut, 9c.; salmon, 9c.; trout, large and medium, 7c.; No. 1 herrings, Nova Scotia, \$5.37 $\frac{1}{2}$  per bbl. No. 1 herrings, Nova Scotia, \$2.90 per  $\frac{1}{4}$  bbl.; No. 1 Holland herrings, \$6.50 per  $\frac{1}{4}$  bbl.; No. 1 Scotch herrings, \$6.50 per  $\frac{1}{4}$  bbl.; No. 1 Scotch herrings, 98c. per keg; Holland herrings, 72c. per keg; salted eels, 6 $\frac{1}{2}$ c. per lb.; No. 1 green codfish, \$6 per bbl.; No. 1 green haddock, \$4.75 per bbl.; No. 1 pickled sardines, \$5.50 per bbl.; No. 2 mackerel, \$12.50 per bbl.; No. 3 mackerel, \$9 per bbl.; Ivory boneless cod, 1 and 2-lb. blocks, 6c. per lb.; loose boneless cod, 5c. per lb. in 40-lb. boxes; dressed codfish, \$5 per case; dried codfish, \$5 per 112-lb. bundle; No. 1 Labrador salmon, \$17.50 in tierces; No. 1 Labrador salmon, \$12 per bbl.; No. 1 Labrador salmon, \$6.25 per  $\frac{1}{4}$  bbl.; No. 1 B.C. salmon, \$5.50 per  $\frac{1}{4}$  bbl.; standard bulk oysters, \$1.30 per gal.; select, bulk oysters, \$1.50 per gal.; Malpeque shell oysters, in shell, \$4.50 per bbl.; Marshall's

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a good article - Sell your customers  
Blue Ribbon Ceylon Tea  
address orders to 12 Front St. East - Toronto  
and they will receive prompt attention*



kippered herrings, and same with tomato sauce, \$1.45 per doz.; Canadian kippered, \$1 per doz.; Canadian  $\frac{1}{2}$  sardines, \$3.75 per 100; canned Cove oysters, No. 1 size, \$1.30 per doz.; canned Cove oysters, No. 2 size, \$2.20 per doz.

#### GREEN FRUITS.

Two cars of Californian oranges have just arrived in stock, but as no sales have been made they are not quotable. We quote as follows: Jamaica oranges, \$1.50 to \$4.75 per bbl.; Florida oranges, \$1.25; Verdilli lemons, 300's, \$2.50 to \$4.50; 360's, \$2.50 to \$2.75 per box; Malaga lemons,  $\frac{1}{2}$  chests, \$5.25 to \$6; pineapples, 15 to 20c.; Canadian apples, \$3 to \$5 per bbl.; limes, \$1.50 per box; cocoanuts, \$3.50 per bag of 100; bananas, No. 1, \$1.75 to \$2.25, and eight hands, \$1 to \$1.50; Canadian pears (baskets), 40 to 50c.; Spanish onions, \$1; sweet potatoes, Vineland's, \$3 to \$4.50; Malaga grapes, \$5.50 to \$7 per keg; cranberries, \$7.50 to \$9.50; barrel onions, \$3; chestnuts, 10 to 11c.; Italian chestnuts, 12 $\frac{1}{2}$ c.

#### FLOUR AND GRAIN.

**FLOUR** — The market remains firm under a good local inquiry but buyers are still indifferent about anticipating their wants to any great extent. There is said to be some demand for low-grade winter wheat flour for export. In carlots, we quote: Spring patents, \$4 to \$4.10; winter patents, \$3.75 to \$3.95; straight roller, \$3.40 to \$3.50; strong bakers', \$3.65 to \$3.90.

**GRAIN** — We quote: Manitoba No. 1 hard, 79 to 79 $\frac{1}{2}$ c. afloat November; peas, 87 $\frac{1}{2}$ c.; rye, 59 to 60c.; No. 2 barley, 57c.; oats, 50 $\frac{1}{2}$  to 51c.; buckwheat, 57c.; corn, 67 to 67 $\frac{1}{2}$ c.

**OATMEAL** — There is a good demand both on local and export account. While values are unchanged the market is hardly as firm as it was last week. Wholesalers quote \$5.85 to \$5.90 in bbls., and \$2.85 to \$2.90 in bags. Fine medium granulated oatmeal is also worth \$2.85 to \$2.90 in bags.

**CORNMEAL** — The market is firm and tending up. Cornmeal is worth \$4.50 per bbl. out of wholesalers' hands, and \$2.40 per bag.

**FEED** — The market is very firm with an upward trend to values. Americans are brisk buyers. Ontario bran is worth \$18.50 to \$19 in carlots. Shorts are scarce at \$20.50 to \$22, as to quality.

**BALED HAY** — There is no diminution in the demand, the great difficulty being in getting supplies. There is a strong undertone to the market. We quote No. 1 timothy at \$10 to \$10.50; No. 2 timothy, \$9 to \$9.50; clover mixture, \$8.50; clover, \$7.50 to \$8.

#### COUNTRY PRODUCE.

The market is very firm at advancing prices both for fresh and pickled on both sides of the Atlantic. Fresh eggs sell as they arrive from 21 to 25c. Pickled eggs are selling at 16c.

**HONEY** — White honey is very scarce and is worth fully 13c. Extracted is selling at 10c.

**POTATOES** — The market is firmer and sales of carlots of choice stock are reported at 75 to 77 $\frac{1}{2}$ c. About five weeks ago these potatoes would have brought only 55c.

**DRESSED POULTRY** — A good trade has been done this week but supplies of good stock are none too plentiful. Dealers are selling turkeys at 9 to 9 $\frac{1}{2}$ c.; geese, at

# Clark's Mincemeat.

The kind your customers are looking for. Made from good beef, new fruits, spices and peels; a really good article; good thick substantial stock, not loaded with water.

Give it a Trial.

# EPPS'S

GRATEFUL.  
COMFORTING.

IN  $\frac{1}{2}$ -LB. LABELLED TINS.

14-LB. BOXES.

Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal.

In Nova Scotia, E. D. ADAMS, Halifax.

In Manitoba, BUCHANAN & GORDON, Winnipeg

THE MOST  
NUTRITIOUS.

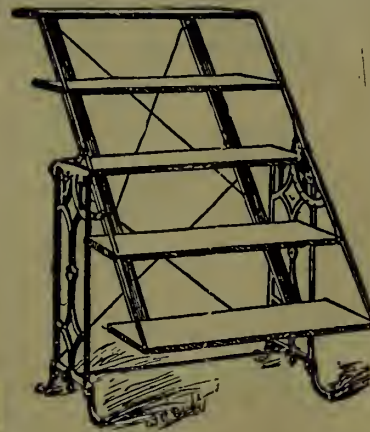
# COCOA

## HOLIDAY DISPLAYS.

Now is the time to plan.

You will soon be too busy to think.

Show the people what you have and sales will follow.



For window or store decorating they are unequalled.

Easily and instantly adjusted to any angle.

Useful for many purposes, and always ready for use.

## BOECKH'S ADJUSTABLE DISPLAY TABLES

are what every up-to-date storekeeper requires to keep his goods prominently before the public. A card will bring full particulars.

**BOECKH BROS. & COMPANY,**  
TORONTO, ONT.

5½ to 6c.; chickens at 6½c. and ducks at 8c.

**BEANS** — In carlots primes are worth only \$1.30 to \$1.35. Handpicked are quoted at \$1.10.

**ASHES** — Under a fairly good demand and light receipts the market remains steady. First pots are worth \$1.45 and seconds, \$1.10 to \$1.15 per 100 lb.

### LIQUORS.

#### SCOTCH WHISKIES.

|                                                   | Per case | of quarts.          |  |
|---------------------------------------------------|----------|---------------------|--|
| Roderick Dhu                                      | \$9 50   | less 3 p.c. 30 days |  |
| Usher's O.V.G. Special Reserve                    | 10 50    | " " "               |  |
| Usher's G.O.H.                                    | 13 00    | " " "               |  |
| Gaelic, Old Smuggler                              | 9 75     | " " "               |  |
| Greer's O.V.H.                                    | 9 50     | " " "               |  |
| Old Mull                                          | 9 75     | " " "               |  |
| Sheriff's One Star                                | 10 25    | " " "               |  |
| " V.O.                                            | 10 50    | " " "               |  |
| Kilmarnock                                        | 9 75     | " " "               |  |
| Doctor's Special                                  | 10 00    | " " "               |  |
| House of Lords                                    | 10 75    | " " "               |  |
| Bullock, Lade & Co.—                              |          |                     |  |
| Special blend                                     | 9 25     |                     |  |
| Extra special                                     | 11 00    |                     |  |
| John Dewar & Sons—                                |          |                     |  |
| Extra special                                     | 9 50     |                     |  |
| Special liqueur                                   | 12 25    |                     |  |
| Extra                                             | 16 50    |                     |  |
| James Ainslie & Co.—                              |          |                     |  |
| Highland Dew                                      | 6 75     |                     |  |
| Glen Lion, extra special                          | 12 50    |                     |  |
| J. Brown & Co.—                                   |          |                     |  |
| Duke of Cambridge                                 | 12 00    |                     |  |
| Mitchell's—                                       |          |                     |  |
| Heather Dew                                       | 7 00     |                     |  |
| Special Reserve                                   | 9 00     |                     |  |
| Mullmore                                          | 6 50     |                     |  |
| W. Teacbes & Sons—                                |          |                     |  |
| Highland Cream, qts., \$9.50 less 3 p.c. 30 days. |          |                     |  |

#### CANADIAN WHISKIES.

|                              | In barrels.        | per gal. |
|------------------------------|--------------------|----------|
| Gooderham & Worts, 65 O. P.  | \$4 50             |          |
| Hiram Walker & Sons          | 4 50               |          |
| J. P. Wiser & Son            | 4 49               |          |
| J. E. Seagram                | 4 49               |          |
| H. Corby                     | 4 49               |          |
| Gooderham & Worts, 50 O. P.  | 4 10               |          |
| Hiram Walker & Sons          | 4 10               |          |
| J. P. Wiser & Son            | 4 09               |          |
| J. E. Seagram                | 4 09               |          |
| H. Corby                     | 4 09               |          |
| Rye, Gooderham & Worts       | 2 20               |          |
| " Hiram Walker & Sons        | 2 20               |          |
| " J. P. Wiser & Son          | 2 19               |          |
| " J. E. Seagram              | 2 19               |          |
| " H. Corby                   | 2 19               |          |
| Imperial, Walker & Sons      | 2 90               |          |
| Canadian Club, Walker & Sons | 3 60               |          |
|                              | Less than one bbl. |          |
|                              | per gallon.        |          |
| 65 O. P.                     | \$4 55             |          |
| 50 O. P.                     | 4 15               |          |
| Rye                          | 2 25               |          |

#### CHAMPAGNE.

The prices below are subject to the trade discount of 5 and 3 per cent.:

|                                | Per Case. |
|--------------------------------|-----------|
| Comte de Castellane—           |           |
| Cuvee Reservee— { Quarts. .... | \$12 50   |
| { Pints. ....                  | 13 50     |
| Carte d'Or.....                | 15 00     |
| Champagne Ve Amiot—            |           |
| Carte d'Or.....                | 16 00     |
| " Blanche.....                 | 13 00     |
| " d'Argent.....                | 10 50     |
| Pommery—                       |           |
| Sec and Extra Sec.....         | \$28 00   |
| Mumm's—                        |           |
| Extra Sec.....                 | 28 00     |
| Moet & Chandon—                |           |
| White Seal.....                | 28 00     |
| Brut Imperial.....             | 31 00     |
| Perrier-Jouet—                 |           |
| Brut.....                      | 28 00     |
| Reserve Dry.....               | 28 00     |

#### GIN.

|                               | Per Case. |
|-------------------------------|-----------|
| Pollen Zoon—                  |           |
| Red, cases of 15 bottles..... | \$9 75    |
| Green, " 12 " .....           | 4 75      |
| Violette, " 12 " .....        | 2 45      |
| P. Hoppe "Night Cap" Brand—   |           |
| Red, cases of 15 bottles..... | 10 50     |
| Green, " 12 " .....           | 5 25      |
| Yellow, " 15 " .....          | 10 75     |
| Blue, " 12 " .....            | 5 40      |
| Poney " 12 " .....            | 2 50      |
| raught—                       |           |
| Hogsheads.....                | \$2 95    |
| Quarter casks.....            | 3 00      |
| Octaves.....                  | 3 05      |
| De Kuyper—                    |           |
| Violet, 2 doz. cases.....     | 5 30      |
| Green, " " .....              | 6 00      |
| Red, " " .....                | 11 50     |
| White, " " .....              | 4 00      |

Terms, net 30 days, 1 per cent. off 10 days.  
In five-case lots, freight may be prepaid.

### Key Brand—

|                         |       |
|-------------------------|-------|
| Red cases.....          | 10 25 |
| Green " .....           | 4 85  |
| Poney " .....           | 2 60  |
| Melcher's—              |       |
| Infantes (4 doz).....   | 4 75  |
| Picnic.....             | 7 75  |
| Poney.....              | 2 60  |
| Blue cases.....         | 4 75  |
| Green " .....           | 5 50  |
| Red " .....             | 10 25 |
| Honeysuckle, small..... | 7 90  |
| " large.....            | 15 25 |

### BUTTER AND CHEESE.

**BUTTER** — The market is steady and it is thought prices have reached their lowest level. Choice creamery, as it comes to the market, brings 20 to 20½c. Western creamery is worth 19 to 20c. Western dairy is worth 15 to 17½c. There is a good demand for rolls but very few are coming in; they bring 16 to 17c.

**CHEESE** — The market is still quiet although there seems to be a little more willingness to do business over the cable. The idea is growing that the worst has passed and the prediction "The Grocer" made some weeks ago, seems likely to come true. We quote: Finest western, 9 to 9½c.; finest eastern, 8½ to 8¾c., and undergrades, 8 to 8½c.

### MONTREAL NOTES.

Comadre figs are 5c. per tapnet higher.  
Tarragona almonds are slightly higher.  
New Grenoble walnuts are again in stock.

All Canadian starches are ¼c. lower as also is corn syrup.

Equalized freight rates are now out for Quebec and Ontario.

Hallowee dates are slightly lower on account of cheaper arrivals.

Pot barley has been quite scarce but is again in supply at \$2.50 per bag.

There is quite a scarcity of small cheese and wholesalers are asking 10½ to 11c. for them.

### NEW BRUNSWICK MARKETS.

St. John, N.B., December 2, 1901.

**B**USINESS has been particularly active, principally the shipping-out of orders for Christmas. The holiday during the past week has rather increased the rush. Some of the wholesale grocers found it necessary to have their staff back for the full day. The winter-port business is in full swing. Shipments will exceed any previous season. The shipments of hay to Africa have been very large, and a full load of horses will be shipped from here within a week. In markets, the feature of most interest is the high price of oatmeal and oats. In spices, ginger continues high and pepper is much stronger. Cream of tartar is rather higher. In teas, there has been considerable buying in Ceylons and Indians, for direct shipment. The London market is quite high and the local market is firmer.

**OILS**—In burning oils there is active shipment and prices remain unchanged. Business this season has been very large. In paint oils the firm market continues and stocks held are light. There is a limited sale. Lubricating oils are in light demand, though some sales for future are being made; prices are unchanged. Seal and cod oil are very firm and small lots of the latter continue to be received.

**SALT** — In Liverpool coarse salt the weekly Liverpool steamers bring regularly, for here, about 2,000 bags; also a

small quantity of Liverpool factory-filled. Canadian fine is quite largely taking the place of the latter. In coarse salt full prices are obtained and, owing to high freights, the market is very firm. We quote as follows: Liverpool coarse, 56 to 58c.; English factory-filled, 95c. to \$1. Canadian fine, \$1 per bag; cheese and butter salt bulk, \$2.40 per bbl.; 5-lb. bags, \$2.85 to \$2.90 per bbl.; 10-lb. bags, \$2.70 to \$2.75 per bbl.; 20-lb. wood boxes, 22c. each; 10-lb. wood boxes, 14c. each; earlons, \$2 per case of 2 doz.; English bottled salt, \$1.25 to \$1.30 per doz.; mineral rock salt, 60c. per 100 lb. (Selected lumps.)

**CANNED GOODS** — There is a fair, general demand, but dried fruits rather draw attention from these. Vegetables are unchanged. In fruits, there is a fair sale, particularly in peaches, pears and strawberries. The few Californian apricots imported did not sell. There is an outside demand for blueberries, but stocks are short. A fair stock of gallon apples is held; prices are firm. In salmon, the market is now well supplied; prices are easy. Lobsters are more generally offered this season. Domestic sardines are held firm at the lower prices quoted. There is a good sale; imported sell freely. In kippered herring and finnan haddies the demand exceeds the supply.

**GREEN FRUITS** — Valencia oranges have been received. The quality for the season is very good; they are seldom shipped here so early. Jamaica oranges are still large sellers. Jamaicans and Floridas are shortly expected. The latter will be lower and more freely offered than for some years. Apples are very firm for best grade. The high price is affecting the sale. Some cheap goods are still offered. Cape Cod cranberries are much higher and very firm. In lemons, the market is easy; there is a good sale. Malaga grapes are very plentiful. The American market seems to be very freely supplied and low prices are quoted. Ample stocks are here via Liverpool.

**DRIED FRUITS** — Business is very active. Californian raisins were to hand last week. Arrivals were lighter than usual, and dealers had stocks largely sold to arrive. Seeded are particularly in demand. Small boxes of both Malagas and Valencias are short; in fact, the Christmas trade will quite well clean up the raisin market. Stocks imported this year were not as large as usual. Business has been much more satisfactory than last season. Californian prunes have a fair sale; stocks are light. Apricots and peaches move slowly. Peels are free sellers. In figs, there is a steady sale. Dates have been freely received and prices are low. Evaporated apples keep high and the sale is not large. In onions, full prices are asked. Nuts were received earlier this year than usual, and sales have been large, except Brazils, which are very high. Walnuts, filberts and almonds are low.

**DAIRY PRODUCE** — In eggs, prices are unchanged, though the market is very firm; there is a steady sale. Butter is rather easier, supplies being more free for some weeks. It takes very good stock to sell freely, and to bring best price. Cheese is somewhat dull and holders rather anxious to sell.

**SUGAR** — There has been no change in price during the week; sales are large, particularly granulated. One or two dealers have not come into the agreement. They are compelled to use foreign sugar and they cut under the regulated price.



Scientifically Prepared.

Being assured of the absolute purity of . . .

# ST. CHARLES Evaporated Unsweetened CREAM

Physicians and Nurses endorse and recommend its use in infancy and old age, and in all cases where delicate nourishment is required.

A valuable health food, rich in strengthening properties and easily digested.

ST. CHARLES CREAM is always to be found in the stocks of progressive grocers and druggists.

All orders promptly filled by your jobber. Write for full particulars to the FOREIGN DEPARTMENT,

## St. Charles Condensing Co.,

ST. CHARLES, ILLS., U.S.A.

Factories—  
Ingersoll, Ont., and St. Charles, Ills.



WE WANT TO REMIND YOU LEST YOU FORGET THAT

## The Delhi Canning Co.

STILL LEADS IN QUALITY, AND MEETS THE PRICE.

YOU SHOULD SEE SAMPLE OF OUR 1901 PACK.

Our **CORN** is a trade-winner. **PEAS**—the best we ever packed.

Competitors admit that our **TOMATOES** are superior.

"**EPIGURE**" **CATSUP** has no rival.

**PEACHES**—Choice yellow, XX syrup, tell their own story.

All other lines the best that can be produced.

Packed under the "**MAPLE LEAF**"—our Trade Mark and consumers' guarantee.

Always in stock with Leading Wholesale Grocers.

Factories: **DELHI** and **NIAGARA**.

Head Office: **DELHI**.



TRADE MARK



## The THISTLE Brand

ARE

**HIGH-GRADE**

**TOMATOES - CORN - PEAS - Etc.**

GUARANTEED  
SECOND TO NONE.

**BRIGHTON CANNING CO.**

## Ready-to-Use, Hot or Cold.

The fact that Kent Baked Beans are as palatable cold as hot makes them an especially desirable article for quick lunches. They are so perfectly cooked, and are of so delicious a flavor that they make a most satisfying lunch just as they come out of the can. We mail a "sample" can on application.



**THE KENT CANNING CO.,**

**CHATHAM, ONT.**



**MOLASSES** — Prices are quite firm. There is a steady sale, though in a small way. While principal sale is in Porto Rico, some Barbados is sold. Very little American is here. Both maple and sugar syrup in tins are offered.

**FISH** — In dried cod there continues to be fair receipts. The sale is quite active and prices are unchanged. In pollock, prices are higher and stocks light. At this season slack salted pollock are largely shipped to Portland, Maine, where they bring high prices. Smoked herring keeps low; supplies are quite large. Pickled herring are held firm. Kipperd herring is scarce and but few bloaters are offered. There are a few large herring, and these are largely pickled. Finnan haddies are unchanged and sale active. We quote as follows: Haddies,  $4\frac{1}{2}$  to 5c.; smoked herring, 7 to 8c.; fresh haddock and cod, 2 $\frac{1}{2}$ c.; boneless fish, 4 to 5c.; pollock, \$1.60 to \$1.70 per 100 lb.; pickled herring, \$2.15 to \$2.25 per  $\frac{1}{4}$  bbl.; Canso herring, \$5.50 per bbl.; kippered herring, \$1 per box; Shelburne, \$2.50 per  $\frac{1}{4}$  bbl.; dry cod, \$3.50 to \$3.60.

**FLOUR, FEED AND MEAL** — In flour, a fair business is doing. Prices, particularly in Manitobas, are very firmly held. Oatmeal and oats are very high, and sales are affected. Cornmeal has been advanced during the week. Feed is very scarce and high. Beans are unchanged from the lower prices of the last few weeks. Dealers in all the above complain of great difficulty to get stocks from the west. We quote as follows: Manitoba flour, \$4.40 to \$4.70; best Ontario, \$3.90 to \$4; medium, \$3.60 to \$3.70; oatmeal, \$5.70 to \$5.90; cornmeal, \$3.10 to \$3.20; middlings, \$2 to \$2.3; oats, 58 to 60c.; handpicked beans, \$1.65 to \$1.70; prime, \$1.55 to \$1.60; yellow eye beans, \$2.80 to \$3.00; split peas, \$4.50 to \$4.55; barley, \$4.20 to \$4.25; hay, \$12 to \$14.

#### ST. JOHN NOTES.

A. S. Bowman, representing Rice's salt, reports an exceedingly good demand for the season.

Leonard Bros. are busy shipping finnan haddies west. The demand for these fish is a growing one.

Barton Gandy is receiving upward of 2,000 bags of Liverpool salt by the regular weekly mail boats.

Dates were freely received by the trade during the week. Shipments are much earlier than usual this season.

Baird & Peters have received a large shipment of maple syrup and "Tea Rose" drips from The Imperial Syrup Co.

J. Hunter White, representing The J. K. Armsby Co., and E. Tippet & Co., representing Messrs. Griffen & Skelley, each distributed a can of Californian dried fruit to the trade last week.

#### MANITOBA MARKETS.

Winnipeg, December 2, 1901.

It would be difficult to imagine more glorious weather than Manitoba has enjoyed during the past week. This has greatly facilitated the movement of grain wherever there have been cars to move it in, but the shortage is still most keenly felt, and this has very considerably reduced the purchasing of grain. The fact that grain cannot be got out fast enough is retarding collections, and business is not quite as active as a week ago. Still the volume of business is very

large, and all indications point to a splendid holiday trade. There are few changes of price to report.

**SUGARS.**—The market has advanced 10 per cent. on all grades, quotations now being: Extra standard granulated, \$4.95; extra ground, \$6.40; powdered, \$6.65; lumps, \$6.40 to \$6.65; bright yellows, \$4.30.

**SYRUP.**—The market shows no change and the demand is only nominal in all lines—Molasses, New Orleans, 35 to 38c. per gal.; Porto Rico, 45 to 46c. per gal.; Barbados, 55 to 57 $\frac{1}{2}$ c. per gal. Extra bright, 3 $\frac{1}{2}$ c. per lb.; medium, 2 $\frac{3}{4}$  to 3c.

**COFFEE.**—The market remains firm and there is a good demand at 10 $\frac{1}{2}$  to 10 $\frac{3}{4}$ c.

**TEAS.**—There has been a general advance in the cost of teas of about 2c. per lb., and jobbers here complain of difficulty in getting the lower grade of Japans at prices to meet the demands of their trade.

**CEREALS.**—The rolled-oat market is very firm and the eastern demand is heavy. Prices are unchanged for the week. Rolled oats, 80-lb. sacks, \$2.50; granulated and standard, \$2.90 per 98-lb.; split peas, \$2.60; pot barley, \$2.25 to \$2.30; pearl barley, \$3.50 to \$3.75; cornmeal, \$2; beans, \$1.90.

**DRIED FRUITS.**—Another shipment of currants has arrived and show exceptional quality. It was expected that with later shipments prices would drop, but up to the present writing no change has been made and quotations are still 7 $\frac{1}{2}$  to 7 $\frac{3}{4}$ c. for best Filiatras in barrels and boxes. New York advices to this market indicate an advance. Raisins are in good demand at the old figures of \$1.90 to \$2 for fine off-stalk, and \$2.15 to \$2.25 for layers. Evaporated fruits are in nominal demand and without change of price in any line.

**STARCH.**—All grades of starch have been advanced  $\frac{1}{4}$ c. per lb.

**WOODENWARE.**—The advance of last week is sustained and new lists are in the hands of the trade.

**CANNED GOODS.**—As fresh vegetables grow scarcer there is an increased demand for tomatoes, peas and corn. While all classes of canned fruits are selling well no change of quotation has as yet been given out. Fruits—Strawberries, heavy syrup, \$3.25; preserved, \$3.60; raspberries, preserved, \$3.25; syrup, \$2.95; blackberries, \$2.75; gooseberries, 2's, \$2.90; 2's, preserved, \$3.60; peaches, yellow, 2-lb. tins, \$4; 3-lb. tins, \$6; pears, 2-lb. tins, \$3.50; 3-lb. tins, \$4.50; apples, 3-lb. tins, canned, \$2.50; 3-lb. tins, preserved, \$3.65; galled, canned, \$1.60. Californian canned fruit in 2 $\frac{1}{2}$ -lb. tins—Plums, green gage, \$4.25; Lombard, \$4.20; damson, \$4.20; egg, \$4.20; peaches, \$4.75; pears, \$4.95; apricots, \$4.75; cherries, white, \$5.50. Canned vegetables—Tomatoes, Boulter's, this season's pack, \$2.20; other brands, \$1.90; corn, 2-lb. tins, \$1.90; peas, 2-lb. tins, \$1.95; beans, 2-lb. tins, \$1.85; pumpkin, in 3-lb. tins, \$2.10.

**FISH.**—This market has now a full supply of finnan haddies in carlots, which is selling regularly at 10c. The expected car of British Columbian salmon also arrived this week and is meeting with ready sale. Oysters, standards, \$2; extra selected, \$2.25 per gallon.

**HONEY.**—There is a fair supply on the market, probably sufficient for the winter requirements, but the Ontario crop being short, prices will remain firm all winter. A good supply of Manitoba honey, made

from golden rod, has been secured, and the quality and flavor is equal to the best white-clover honey of Ontario. Cases of 2 dozen, small glass jars, sell at \$4.50.

**GREEN FRUITS.**—All wholesale houses are preparing actively for the Christmas trade, and with the present excellent heated-car service, the demand from the country will be very heavy. Oranges—Californian, Washington navels, 176-250's, \$5.25; 650's, \$4.75, and 126's, \$1.25; Mexican oranges, \$4.50 to \$5, according to size; Japanese oranges, \$1 per box; Californian lemons, \$5.25; apples, Washington, \$2 per box; Eastern Canada winter apples, \$5.50 to \$6, according to variety; Malaga grapes, \$8 per keg; pears, Californian, \$3.50; Washingtons, \$3; B. C. Beurre D'Anjou, \$2.75; cranberries, of fine quality, very firm at \$9.50 with prospects of an advance to \$10 before Christmas. Bananas arrive regularly in small lots by express, but are so tender from the heated cars they do not stand reshipment well. The price is \$3.50 to \$3.75.

**BUTTER.**—The market is not at all well supplied and prices are firm and advancing. Creamery bricks, 25c. per lb.; packages, 22 to 23c.; dairy butter, sweet and fresh, 18 to 20c.

**CHEESE.**—The supply of Manitoba is growing limited and one car of Ontario has been received and disposed of, and 500 boxes more are due to arrive next week. The price is firm at 11c.

**EGGS.**—There are no fresh gathered Manitoba eggs and all supplies of this class are coming in from Ontario. Lined eggs sell at 22c. and fresh-gathered at 25c.

#### MARKET NOTES.

Among the visitors to the city this week was Mr. Crowl, of Colombo, Ceylon, representing the tea houses of Crossfield, Lambert & Co., of Colombo, and Lambert, Clark & Co., of Calcutta. Mr. Crowl intimated there was likely to be some difficulty in filling orders for the lower grades of tea owing to the advance in prices.

#### NORTHWEST BUTTER.

The total output of creamery butter from the Government creameries in the Northwest Territories last season was 672,432 lb., an increase of 44,248 lb. as compared with the year previous, when the quantity was 628,184 lb. This increase is very satisfactory, and it is all the more gratifying when it is borne in mind that a prolonged spell of wet weather greatly handicapped operations in some districts. About one-third of the total output was shipped to the British market, where it is reported to have arrived in first-class condition. The largest output appears to have been from the Church Bridge Creamery, where the quantity of butter manufactured rose from 31,674 lb. in 1899 to 65,325 lb. in 1900, and 121,419 lb. this year.

The premises of J. W. Courtage, grocer, Hagersville, Ont., are so far advanced that the grocery department is being occupied. In addition to the shop and storerooms there is a comfortable dwelling attached. The grocery is well lighted by plate glass windows and has an ornamental metallic ceiling. Shelves are placed along the walls and a counter runs along one side and across the back.



(Continued from page 19.)

lieve they are bound to broaden our minds. Quebec is generally considered behind the times, but I am sure if some of our members would come to these meetings they would be able to dispel that idea and would not be sorry for it. I thank you very heartily for your reception to the toast, 'Sister Associations.' I wish you would come to Quebec and get our members interested."

Mr. Hebert—"All right; we'll go shortly."

## A VOICE FROM HALIFAX.

Mr. Bauld, of Halifax—"It has occurred to me how strange it is that there are few speakers amongst us."

Voice—"All workers."

Mr. Bauld: "This gathering has given me great pleasure and when I tell my fellow grocers in Halifax how well we have been received, I am sure they will be glad to be associated with this Guild. I thank you heartily for your kind reception."

## APPRECIATION OF MR. WILLS.

Mr. Laporte proposed a toast to Mr. Wills, the retiring Secretary of The Dominion Guild, a position he has filled acceptably since the organization was born, 32 years ago. He eulogized him very highly.

Mr. Wills replied very feelingly, spoke of the many kindnesses shown him, and described, how, on his previous visit to Montreal, he had his health proposed by the father of Messrs. Albert and Zeph. Hebert. "Good-bye. God bless you and give you every opportunity. Some of you are millionaires now, some of you are."

Chorus—"Not."

Mr. Scott gave greetings from the Western Ontario Guild and returned thanks for the very kind reception, "of which," he said, "the half had never been told."

This led Mr. Carter to say that all the credit was due to Mr. Albert Hebert, and so Mr. Hebert was called on for a speech and sung right roundly "He's a jolly good fellow."

## MR. HEBERT IS FELICITOUS.

Mr. Hebert—"Now, I'm stuck. I need not tell you how your Montreal confreres have enjoyed entertaining you. We are only sorry we have not the opportunity oftener. I, for one, wish this annual gathering were held monthly. Something struck me a moment ago. I fancy our western friends may be in sad circumstances in the near future. All of you in the Provinces other than Quebec have my sympathy in advance. You may be compelled to visit Montreal for a change from water and plain soda. (Laughter.) Then you will feel disposed to come to Montreal frequently and, to save travelling expenses, you will decide to settle here. You will be welcome in the Province and particularly in Montreal. This Province, you know, is past redemption, but you will always find us hospitable. We admire virtue and try to practice it, but not the extra dry. We have rather a liking for the fruitier virtue."

Mr. Miller then proposed Mr. Carter's health and it was drunk right lustily.

Messrs. Geoffrion and Lockerby were kind enough to say some nice things about "The Canadian Grocer," and though carried away by the enthusiasm your correspondent remembers that he tried to reply.

Mr. Laporte eulogized Mr. Cook and

appointed him secretary, as successor to Mr. Wills.

## ABSENT FRIENDS.

Mr. Ince proposed a toast to the health of "Absent Friends," and Mr. Geoffrion also spoke on the same toast, expressing regret at the absence of western delegates. They got "He's a jolly good fellow" and Mr. Balfour replied in what Mr. Carter termed the best speech of the evening. He traced the history of the Guild and spoke feelingly of the ex-presidents, including Mr. Ince. Mr. Hebert, sr., whom he said he would come all the way to Montreal to shake hands with, and Mr. Gillard, who, "the longer he lived, the better man he was." I congratulate you on having selected the finest-looking Frenchman in Canada as your next president."

Voice—"Have you a kodak?"

He then proceeded to condemn the papers that bred the race cry, eulogized Sir Wilfrid Laurier (Mr. Balfour is a staunch Conservative), and asked them all not to be Englishmen or Frenchmen, but Canadians.

Mr. Carter called upon the meeting for "God Save the King," and the affair broke up at 11.30. It was generally conceded to have been one of the most successful banquets, small as it was, ever given in Montreal.

## PLUM PUDDING FOR GROCERS.

No seasonable line which is a profitable one should be neglected by the grocer, and he is a wise man who is always on the outlook for such. During Christmas everyone eats plum pudding, and thanks to Christie, Brown & Co., Limited, of Toronto and Montreal, it is possible for every grocery to cater to the demand for this delicious article of food. The plum pudding made by this firm is put up in 1 and 2-lb. tins with key attachment, and is not only an attractive line but a profitable one as well.

## TO MEET THE WHOLESALEERS.

F. Higgins presided over a meeting of the grocers' section of the Toronto branch of the Retail Grocers' Association last Monday night, December 2, when a long-felt grievance was discussed. This was the habit some wholesale men had of selling direct to the consumers in small quantities. To stop this practice, a committee was appointed to meet the wholesale dealers. A. Snuggs and J. W. Nettleton were elected as representatives on the Credit Collecting and Reporting Board.

## HAMILTON TRAVELLERS MEET.

At Hamilton, last Saturday night, November 30, the Hamilton branch of the Commercial Travellers' Association of Canada held a meeting at the New Royal for the purpose of nominating officers and directors for 1902. The result of the nominations are as follows: first vice president, James Hooper (acclamation); second vice-president, Fred. T. Smye (acclamation); directors, J. Cauley, W. G. Reid, H. G.

Wright, J. H. Herring, E. J. Fenwick, H. J. Hickey, T. M. Davis, George McGregor, R. Moncur, George Muttonson (six to be elected).

Of this institution, 500 out of a total membership of 6,000 live in that city and they have paid out to deceased members a large amount of insurance claims during the year. The reserve fund is now over \$350,000. They decided, after some discussion, not to hold any public entertainment this year.

## T. EARLE, VICTORIA, ASSIGNS.

**T** EARLE, wholesale grocer, Victoria, and one of the members of Parliament for that city, assigned on November 26.

In 1869 he formed a partnership with J. Rueffe, with whom he had formerly been employed, and together they started in the wholesale grocery business. In 1873, Mr. Earle's partner died, and from that time forward until the present time the concern has been conducted by Mr. Earle himself. Steadily, by dint of attention to his business, he built up one of the finest establishments of its kind on the Coast, and less than two years ago it had assumed such proportions that he was obliged to erect new and splendidly-equipped warehouses and offices on lower Yates street.

Mr. Earle has not confined his attention to the wholesale grocery trade, and therein his friends find the explanation for the present condition of affairs.

The liabilities of Mr. Earle are variously estimated at from \$300,000 to \$500,000. It is understood that the heaviest creditor is the Bank of British North America, whose claim, it is stated, will amount to \$240,000, while the Bank of Commerce and Molsons Bank are also said to be heavy creditors, the latter's claim being placed at \$40,000. The liabilities, however, will be practically confined to the banks, there being few, if any, individual creditors.

The assets of Mr. Earle include mining properties, canneries, the wholesale grocery business he operates as a going concern, and his interest in the various companies heretofore mentioned, besides real estate in the city. In fact, his holdings are so extensive that it is not unlikely that they will be sufficient to adjust the difficulty. A number of years ago his assets were valued at \$300,000, and these have enhanced since that time. Some of them would be difficult to realize on promptly, however, hence his business embarrassment. The greatest sympathy is felt for him among the business men.

## DEMERARA SUGAR FOR HALIFAX.

The s.s. Benedict, of the Pickford & Black line, due to arrive at Halifax on or about December 17, has on board 3,000 tons of Demerara crystals.



## TRADE CHAT.

UNDER the firm name of "La Societe de Fabrication de Fromage de la Paroisse de St. Louis de Lotbiniere, Comte of Lotbiniere," a number of farmers of St. Louis de Lotbiniere, Que., have formed themselves into a partnership to manufacture cheese and butter.

John Hogan, grocer, Halifax, N.S., is confined to his residence through illness.

The floor of the large make room of the Elma cheese and butter factory, Elma, Ont., is being cemented.

Hatt, Morrison & Co., who purchased the grocery stock of V. L. Matthews, Fredericton, N.B., are disposing of the same by public auction.

Under the firm name of Simeon Sevigney, Marchand, Simon Sevigney, of St. Flavieu de Lotbiniere, Que., purposes to carry on a business at St. Flavien, Que.

Ross & Scott, grain buyers and commission merchants, Tilsonburg, Ont., have dissolved partnership after an existence of 19 years. R. C. Scott continues the business.

After carrying on a business as general merchant at Mountain Station, Ont., for three years, W. A. Diamond has made an assignment to G. H. Ferguson, of Kempville, Ont.

On account of continued ill health, P. McCauly, after 30 years in business as general merchant at Glace Bay, N.S., is compelled to retire. He is advertising his business for sale.

J. A. Rice, grocer, Rossland, B.C., has disposed of his business to Vaughan & Cook, who were connected with the Empey firm there up till last summer. Mr. Rice will return to Spokane, Wash.

Francis Bachaud's grist mill, grocery store and dwelling house at Roxton Pond, Que., were recently destroyed by fire, entailing a loss of about \$6,000, half of which is covered by insurance.

A fire on November 28, which broke out in A. Friedman's cigar manufactory, on the upper flat of 5 Jordan street, Toronto, did damage to the extent of \$1,000 on the stock, which consisted mostly of raw leaf.

## PICKLEMEN TO CONVENE.

The annual convention of the travelling salesmen of The H. J. Heinz Co., Pittsburg, will open in that city on January 2. Four hundred salesmen will be present, and the convention will last for 10 days. It is expected to be the largest and most important gathering of the kind which has been held under the auspices of the firm. The Canadian representatives who will be

present will be Messrs. P. A. Thompson, from the Maritime Provinces; S. D. Stewart, Montreal; A. E. Adams, Western Ontario, and R. Muat, Toronto.

Mr. John C. Black, of Pittsburg, one of the representatives of the firm, was in Toronto last week.

## INDUSTRIAL GOSSIP.

Those having any items of news suitable for this column will confer a favor by forwarding them to this office addressed to the Editor.

THE Imperial Syrup Co., Vancouver, whose factory has been idle for some time, has been absorbed by the firm of Ramsay Bros., confectioners, also of Vancouver. The latter firm will move their plant to the premises of the syrup company as soon as the rush of the fall trade is over, and before very long it is likely that the output of the syrup works and confectionery factory will be largely increased. All four flats of this newly-acquired property are being occupied, and already the erection of a new addition to the west side is contemplated. W. H. Shain, who has been manager of The Imperial Syrup Co. ever since it started, will continue to manage the new concern.

The Enterprise Cigar Factory, at Revelstoke, B.C., is starting a branch at Nelson, B.C.

The new grist mill of Price Bros., Battleford, N.W.T., which is just completed, will have a daily capacity of 50 barrels of flour, which will be of a good strong grade, like unto bakers'. To produce the flour, seven sets of rollers, with a perfect system of screens and bolts, besides many other machines, including a powerful grain crusher with a capacity of two bushels of grain per minute have been placed in position. William & J. G. Greey, millers and manufacturers of mill machinery, Toronto, built this machinery. The mill will have steam for its motive power.

## A RECIPE FOR PLUM PUDDING.

Mr. Henri Jonas, of Henri Jonas & Co., Montreal, several years ago compiled a recipe for plum pudding which has become quite popular with housekeepers and cooks. Each year at this season Mr. Jonas is the recipient of many requests for a copy of this famous recipe. During a conversation our representative had with Mr. Jonas, it was suggested that he send out a copy of the recipe to any grocer who would like to have one. He consented to carry out our proposal, and now offers to mail to any reader of THE GROCER gratuitously this recipe. This is a good opportunity, which, no doubt, many of our merchant readers will avail themselves of.

Include with first order from wholesale grocer a trial lot of



the unequalled cleaner. Steady growth. **seasonable**, well advertised, and have letters daily from consumers. 34 Yonge Street, Toronto.

## POULTRY

In big demand. Choice dry picked bring good prices.

## APPLES

BUTTER, EGGS and CHEESE WANTED.

A. A. SIMONSKI, 250 Spadina Ave., Toronto. Wholesale Produce and Commission Merchant.

## "Imperial" Brand PEARS

are as good as any, and a good deal better than some other brands. Why? Because we use good fruit and preserve it the right way. That's why.

IMPERIAL CANNING CO., KINGSVILLE.

## XMAS FRUITS

We want your orders for VALENCIA and NAVEL ORANGES, LEMONS, MALAGA GRAPES, FIGS, DATES, NUTS, DRIED FRUITS, Etc. We guarantee you perfect satisfaction with the best goods obtainable at reasonable prices. SEND FOR PRICE LIST.

## WHITE &amp; CO.

Wholesale Fruit

TORONTO

Toronto Fruit Merchants.

## Florida Oranges

We have them and the stock is elegant.

New Messina Lemons, New Nuts,  
New Figs, New Dates,

All at lowest price.

Get your Xmas order in early.

## HUSBAND Bros. &amp; Co.

82 Colborne St., TORONTO.

## ORANGES

EX. FANCY "LION" BRAND NAVELS  
FLORIDA ORANGES  
JAMAICA ORANGES  
MEXICAN ORANGES  
VALENCIA ORANGES

## MESSINA AND CALIFORNIA } LEMONS

Get our prices before placing Holiday Order.

## CLEMES BROS., TORONTO



CANADIAN ADVERTISING is best done by THE  
E. DESBARATS ADVERTISING AGENCY  
MONTREAL

## Oysters and Fish M. DOYLE FISH COMPANY

Limited

TORONTO ONT.

We are the only house who offer you oysters in Canadian measure (Imperial), 4 gal. Imp. is equal to 5 gal. wine. Agents for Booth's "Oval" Brand. 53 years on the market Extra Standard, \$3.00 per pail. All kinds of Fresh Fish always on hand. Carload Manitoba Whitefish just arrived.

## OYSTERS.

FOR YOUR SUPPLY, SEND TO

STANDARD OYSTER CO.,

89 and 91 Broadway, - BUFFALO, N.Y.

Oldest and most reliable firm in the business.  
Wholesalers and jobbers

Established 1879. Branch, 63 Colborne St., TORONTO

POULTRY, POTATOES, APPLES, EGGS,  
BUTTER, ONIONS,  
Etc., bought and sold on commission.

Get your Poultry in market early for Thanksgiving Trade. INSTRUCTIONS—Don't scald; don't draw; pick body clean; store well and cool before packing. I also want Potatoes in car lots at once.

Manufacturers' and Grocers' Broker,

GEO. A. BOOTH, Fruit and Produce Exchange Bldg.,  
OTTAWA.

ESTABLISHED 1869

## Geo. Stanway & Co.

Brokers and  
General Commission Merchants

Teas, Sugars, Molasses, | 46 Front St. East,  
Canned Goods | TORONTO

Correspondence Solicited.

## ROCK SALT FOR HORSES and CATTLE.



TORONTO SALT WORKS, Toronto, Ont.

"VICTOR" BRAND

## Maraschino Cherries

in glass pints and quarts. High  
grade goods for the best trade.

WARREN BROS. & CO.

TORONTO.

Established 1862.

## E. THOMPSON & CO.

LIVERPOOL,

Offices—11 Victoria St. . . . ENG.

Warehouses—48-52 Thomas St.

We solicit correspondence and offers of all kinds of **CANNED GOODS** and **DRIED FRUITS**, etc., suitable for the English and Continental markets. Consignments will receive best attention and advances made when required.

REFERENCE—Canadian Bank of Commerce.

American Agent—

G. H. THOMPSON,

107 Hudson St., NEW YORK.

## DOMINION BUSINESS COLLEGE

TORONTO,  
ONT.

The best equipped business and shorthand college in Canada.

International Gold Medal at New York for penmanship.

Situations secured for all worthy graduates. Seventy-five new typewriters for the use of students. Greatly reduced tuition rates. Call or write for information.

Confederation Life Building,

Catalogue Free.

TORONTO, ONT.

# Something in Prunes!

300 boxes 90/100 California Prunes at **5 CENTS**, just to bring along trade. Can now sell you every size ranging from 110/120 to 30/40 beautiful jet black prunes.

## Cleaning Currants

orders. Everything now can be shipped like lightning and remember our **LONG DISTANCE 'PHONE**, which is **FREE**, when wanting goods quickly. Don't hesitate to use it. We like to talk to you.

has kept us a little behind and actually a night shift has been working at this part of our business with the result that we have finally come out on top of our

JOHN SLOAN & CO., - TORONTO

### SHOULD CANNERS COMBINE?

[From The Canner and Dried Fruit Packer.]

"TO be or not to be," is just as much if not more a question of modern business life than in the time when Shakespeare lived. Competition is keen and fierce in all lines of business; that is expected and even anticipated as shown by the many remarkable improvements which are brought out from year to year by the "to be or not to be" efforts of a vigorous and enterprising competition.

This constant struggle of "to be or not to be," we believe, has its most fierce and persistent effort illustrated in the canning business—in no other line of commercial affairs or manufacture is there so much anxiety exhibited as in the canning industry. This is caused by the fact that the business is altogether dependent on the whims of nature. It is not an exact science, nor a fixed manufacturing proposition. To further add to the anxieties of those engaged in the canning business, the methods of selling in vogue go to the other extreme and give an exact and binding contract to deliver absolutely a given amount of product for a given price. In other lines of manufacture the propositions of raw material and selling price are at all times usually easy of determining, and if not wholly satisfactory the manufacturer may limit his product, or close down his factory altogether until, in his judgment, the two elements are in a position for him to jump into the market, purchase his raw material and go ahead again and manufacture at the desired profit. Then again, the manufacturer is not retarded or limited by the seasons. The question of profit alone guides him in his decision as to when and how he shall run his plant. He can, if he so desires, close down, or limit production this week or month and go ahead full blast the next week or month. In all these things the canner stands alone and has no option in the matter; he must operate according to the terms and dictates of nature. His judgment is of no value, because he is denied an actual basis to work on. He only knows he can pack his goods at a certain price providing certain conditions prevail at the time of packing, and yet he boldly goes ahead and sells a product which neither he nor nature has at the time of making such sales. He simply risks his all against the variable and irresponsible future acts of nature. He gives a binding contract against an unknown and unknowable proposition. To make the results even more doubtful, in his efforts to secure business, he adds another risk by "meeting the market" or "making the market" at the very outset. When this results disastrously, he gets together with his "brother" (?) packers and forms a gentlemen's agreement; a perfectly secure proposition until the first man can get out through the door. \* \* \* Finally the packing season opens—there are cars of cans in trenches from Maine to California to demonstrate the opening process—and the canner is up against the act of processing, which again has not been reduced to an actual science. In order to secure certain desirable conditions in quality of pack he takes another chance, and possibly loses his entire pack, or if more skilled in the art the loss may be limited to a day or week run.

Such is the business life of the canner, a source of anxiety and worryment from

start to finish. There are exceptions, but there are mighty few who haven't gone through such an experience. In other lines of business where there is tangible basis to work on the manufacturers are realizing the wisdom of getting together and yet their business now and ultimately does not nor cannot offer the reasons for associated effort or combination as evidenced by the fickle canning business. Canners have no fault to find with their vocation when everything works smoothly and nearly as planned: it is a satisfactory and profitable business when all conditions are right, and yet, no matter how favorably situated now, the future of the individual factory is far from presenting a favorable outlook.

Taking the natural inconsistency of the business from a business standpoint, and adding to it the increased competition of those already in the industry, and the prospects of vigorous work on the part of the promoter, no one packer can stand aloof and proclaim that his business cannot be affected by such conditions.

The Canner and Dried Fruit Packer in advocating a combination among canners fully realizes that such action would not prove a financial gain for itself but rather the contrary, and yet we advocate it believing that there is no industry whose future is more vitally in need of associated effort. Experience has taught that the salvation of the business lies along the lines of combined effort which can take into consideration the safeguards of the business and for which competition has little regard. As to the manner of getting together The Canner is in favor of a plan which shall include the canners who will reap all the benefit of a wise management and the profits of a business handled on business lines.

### VICTORIA BISCUIT COMPANY.

In another column will be found the advertisement of the Victoria Biscuit Company, of Guelph. This firm started business but six months ago, and in that time has gained an enviable reputation for good goods. In Toronto, where competition is so keen, this firm has over 150 customers, and at its distributing agency, 45 Wellington street east, their shipments average about one carload in two weeks.

J. Hoover, who recently had his cheese and butter factory burned down at Springfield, Ont., including a new butter plant only just put in at a cost of \$1,200, is going to rebuild an up-to-date factory as soon as possible.

## A ROYAL RECEPTION

has been accorded our Biscuits since their introduction six months ago. Over 150 leading grocers in Toronto are handling our goods. Are you interested?

**The Victoria Biscuit Co., - Guelph**

Any Shape, all Processes, for any purpose, from 1 to 17 Colors.

## LABELS

STOCK LABELS for Maple Syrup, Preserves, Liquor, etc.

LEVY & CO., 19 Leader Lane. TORONTO.

### Special Announcement.



We have adopted a new and stronger pull, either bronzed or nickel plated (at your choice) for

### BENNETT'S SPICE AND GROCERY CABINET

and also improved it in other ways, but we sell them at the old prices. Don't forget this cabinet saves room and preserves stock from dust, dirt, mice and insects. In addition to our regular sizes, we make cabinets any size, to fit anywhere.

For prices and particulars send to

### J. S. BENNETT

Patentee and Manufacturer. 15 Marion St., Toronto

### Jelly That "Jells."

A lady in a grocery store was once heard to ask for some jelly powder "that would jell." She meant a powder that would make a good firm jelly, not the kind that falls to pieces, or in other words, that won't jell.

### N. & B. Jelly Powder.

Is warranted to "jell" and is delicious and wholesome into the bargain. You may depend on it, your customers will be more than satisfied.

### Nicholson & Brock TORONTO.

(A Sample Free)

The bakery shop of Thos. F. Hook, Markham, Ont., was damaged by fire on November 30, and the contents were destroyed. Insurance to the amount of \$1,400 will not cover the loss.



**THE**

Goods in large lots and for prompt pay are generally obtainable at lower prices. All quotations for staple products are under the direct control of the Editors, who call daily upon all the leading houses in the principal centres.

|         |         |
|---------|---------|
| \$..... | \$..... |
| 21      | 21      |
| 18      | 20      |
| 16      | 17      |
| 22      | 23      |
| 23      | 24      |
| 10 1/2  | 11      |
| 19      | 20      |

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| 1 00  | 1 10  |
| 2 25  | 2 50  |
| ..... | ...   |
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| 1 50  | 1 80  |
| 95    | 1 00  |
| 90    | 95    |
| 80    | 90    |
| 2 30  | 2 40  |
| ..... | ..... |

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| ..... | 3 2   |
| ..... | 2 8   |
| 3 50  | 3 7   |
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| ..... | 6 8   |
| 81    | 8     |
| 84    | 8     |
| 61    | 6     |
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| 25    | 3     |
| 24    | 2     |
| 30    | 3     |

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| 1 60  | \$1 7 |
| 2 70  | 2 8   |
| 8 75  | 9 2   |
| 0 00  | 21 0  |
| 2 50  | 2 8   |
| 3 00  | 3 2   |
| 5 80  | 6 0   |
| 2 75  | 2 8   |
| 2 50  | ..... |
| 4 00  | ..... |
| 1 40  |       |
| 2 25  |       |
| 1 75  |       |
| 4 25  | 4 5   |
| ..... | 2 0   |
| ..... | 3 2   |

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| 8               | 1     |
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| .....           | ..... |
| 10              | 1     |
| 9               |       |
| 8 $\frac{1}{2}$ |       |
| 7 $\frac{1}{2}$ |       |
| 7               |       |
| 6 $\frac{1}{2}$ |       |
| 6               |       |
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| 5 1/4 |       |
| 6     |       |
| 10    | 1     |
| 6 1/2 |       |
| 7     |       |
| 7 3/4 |       |
| 8 3/4 |       |
|       | 2 0   |
| 2 00  | 2 2   |
| ..... | 2 5   |
| 3 00  | 3 5   |
|       | ..... |
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|        |        |
|--------|--------|
| .....  | .....  |
| 11     | 11     |
| 14     | 14     |
| .....  | .....  |
| 8      | 8      |
| .....  | .....  |
| 0 50   | 21 50  |
| 1 00   | 22 00  |
| 3 00   | 14 50  |
| 11 3/4 | 12 1/4 |
| 12 1/4 | 12 1/4 |
| 12 1/4 | 12 1/4 |

|    |    |
|----|----|
| 12 | 13 |
| 12 | 13 |
| 15 | 17 |

|       |       |
|-------|-------|
| 3 50  | 4 00  |
| 5 50  | 6 00  |
| 4 10  | 5 00  |
| 1 50  | 2 00  |
| 2 50  | 3 50  |
| 3 25  | 3 50  |
| 5 00  | 5 50  |
| ..... | 10 00 |
| 3 50  | 3 75  |

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|-------|-------|
| ..... | 4 15  |
| ..... | 4 00  |
| ..... | 0 05  |
| ..... | ..... |
| ..... | ..... |
| 5 55  | 5 80  |
| ..... | ..... |
| ..... | ..... |
| ..... | ..... |
| ..... | ..... |
| ..... | 3 50  |
| ..... | 3 55  |
| ..... | ..... |

**LOOK**—5-inch HIGH-PRESSURE GASOLINE MANTLES, manufactured under the supervision of men who have had years of experience.

In quality and price we defy competition.

Our highest-grade 5-inch High-pressure Gasoline Mantle, 35c. each, \$4.00 per doz.

The people's favorite, our "Gloria" Triple-weave Mantle, 25c. each, \$2.50 per doz.

Our popular United Single-weave Mantle, 15c. each, \$1.50 per doz.

\*Phone us and we will send our agent.

**The United Incandescent Light Co.,**  
7 Yonge St. Arcade, TORONTO.  
Phone 969.

# PERTH ROLLER MILLS

PERTH, ONT

Write us for prices of the best grades of Flour, Bran, Shorts, etc. Mixed cars a specialty.

**JOHN HAGGART,**  
GEO. B. JONES, Proprietor.  
Manager.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

## Thanksgiving

will be brighter this week in many a happy home because they use

### "Superior" Gluten Flour

in sacks or cases containing thirty-six (three doz.) 2½-lb. packages.

The latest breakfast food isn't out yet, but we are expecting to tell you about it also—next week.

**NORTH WESTERN CEREAL CO.,**

**E. A. SHOEBOTHAM,**

CANADIAN AGENT,

St. James' Park, LONDON, Canada.

On Monday, Dec. 23, we expect to have the pleasure in paying out \$500 (five hundred dollars) in gold to the most successful sellers of

## Social Teas, Social Coffees, Social Cocoas and Social Baking Powders.

Are you in it? If not, enter now and encourage us to start two more competitions in the year 1902. This will make \$1,000.00 in gold for 1901. You might as well have \$2,000.00 in 1902. It remains with the trade whether this be continued or not

## LUMSDEN BROS., - Toronto and Hamilton.

We may also give away \$100.00 (one hundred dollars) in gold to the grocer who sells the most of Jersey Cream Yeast Cakes at the end of every three months in 1902. This will be deducted from our advertising account, and will be in the interest of the grocers outside of cities, as city grocers have the best chance in Social Goods. Get your trade started now.

| COFFEE                              |       | Montreal. | Toronto. | St. John,<br>Halifax. |
|-------------------------------------|-------|-----------|----------|-----------------------|
| Green—                              |       |           |          |                       |
| Mocha.....                          | 24    | 28        | 25       | 30                    |
| Old Government Java.....            | 27    | 22        | 30       | 30                    |
| Rio.....                            | 10    | 7½        | 9½       | 12                    |
| Santos.....                         | 9½    | 10½       | .....    | .....                 |
| Plantation Ceylon.....              | 29    | 26        | 30       | 29                    |
| Porto Rico.....                     | 22    | 25        | 24       | 28                    |
| Gautemala.....                      | 22    | 25        | 24       | 26                    |
| Jamaica.....                        | 18    | 15        | 20       | 18                    |
| Maracaibo.....                      | 18    | 13        | 18       | 12                    |
| NUTS                                |       |           |          |                       |
| Brazil.....                         | 15    | 16        | 15       | 15                    |
| Valencia shelled almonds.....       | 22    | 28        | 35       | 80                    |
| Tarragona almonds.....              | 10    | 11½       | 12       | 13                    |
| Formegetta almonds.....             | 10½   | 10½       | .....    | .....                 |
| Jordan shelled almonds.....         | 30    | 40        | 43       | .....                 |
| Peanuts (roasted).....              | 7½    | 8         | 10       | 9                     |
| " (green).....                      | 6½    | 7         | 9        | .....                 |
| Cocoanuts, per sack.....            | 3 00  | 8 75      | 3 50     | 4 00                  |
| " per doz.....                      | 10    | 10½       | 60       | 70                    |
| Grenoble walnuts.....               | 10    | 10½       | 11       | 12                    |
| Marbot walnuts.....                 | 10    | 10½       | 11       | 12                    |
| Bordeaux walnuts.....               | 8     | 8½        | 9        | 9                     |
| Sicily filberts.....                | 8     | 8½        | 9        | 9                     |
| Naples filberts.....                | 13½   | 14        | 13       | 15                    |
| Pecans.....                         | 13½   | 14        | 13       | 15                    |
| Shelled Walnuts.....                | 18    | 17        | 20       | 25                    |
| SODA                                |       |           |          |                       |
| Bl-carb, standard, 112-lb. ke.....  | 1 65  | 1 80      | 2 00     | 2 25                  |
| Sal soda, per bbl.....              | 70    | 75        | 80       | 85                    |
| Sal Soda, per keg.....              | 95    | 1 00      | 1 00     | 95                    |
| Granulated Sal Soda, per lb..       | ..... | .....     | 1        | .....                 |
| SPICES                              |       |           |          |                       |
| Pepper, black, ground, in kegs..... | 16    | 18        | 18       | 14                    |
| " half, in 5-lb. cans.....          | 14    | 17        | 19       | 15                    |
| " whole.....                        | 15    | 17        | 19       | 12                    |
| Pepper, white, ground, in kegs..... | 28    | 27        | 26       | 24                    |
| " half, in 5-lb. cans.....          | 25    | 26        | 25       | 20                    |
| " whole.....                        | 23    | 25        | 28       | 20                    |
| Ginger, Jamaica.....                | 19    | 25        | 22       | 20                    |
| Cloves, whole.....                  | 12    | 30        | 14       | 35                    |
| Pure mixed spice.....               | 25    | 80        | 25       | 30                    |
| Cassia.....                         | 18    | 18        | 20       | 16                    |
| Cream tartar, French.....           | 25    | 24        | 25       | 20                    |
| " best.....                         | 28    | 25        | 30       | 25                    |
| Allspice.....                       | 10    | 15        | 13       | 18                    |
| WOODENWARE                          |       |           |          |                       |
| Pails, No. 1, 2-hoop.....           | 1 90  | 1 72      | 1 90     | 1 90                  |
| " " 3-hoop.....                     | 2 25  | 1 83      | 2 05     | 1 75                  |
| " half, and covers.....             | 1 15  | 1 80      | 1 75     | 1 45                  |
| " quarter, jam and covers.....      | 1 45  | 1 83      | 2 90     | 8 20                  |
| " candy, and covers.....            | 2 70  | 1 83      | 2 90     | 8 20                  |
| Tubs No. 0.....                     | 9 00  | 7 50      | 9 00     | 8 00                  |
| " " 1.....                          | 8 00  | 8 70      | 8 00     | 8 00                  |
| " " 2.....                          | 7 00  | 5 90      | 7 00     | 7 00                  |
| PETROLEUM                           |       |           |          |                       |
| Canadian water white.....           | 14½   | 15½       | 16       | 18½                   |
| Sarnia water white.....             | 16    | 17        | 16       | 18½                   |
| Sarnia prime white.....             | 18    | 18        | 15       | 15½                   |
| American water white.....           | 19    | 17½       | 17       | 17½                   |
| Pratt's Astral (barrels extra)      | 18½   | 19        | 17       | 18½                   |
| Black— TEAS                         |       |           |          |                       |
| Congou—Half-chests Kalsow.....      | 18    | 80        | 12       | 60                    |
| Moning, Paking.....                 | 17    | 40        | 18       | 50                    |
| Caddies Paking, Kalsow.....         | 35    | 55        | 35       | 55                    |
| Indian—Darjeelings.....             | 20    | 40        | 20       | 40                    |
| Assam Pekoes.....                   | 18    | 25        | 18       | 25                    |
| Pekoe Souchong.....                 | 35    | 42        | 35       | 42                    |
| Ceylon—Broken Pekoes.....           | 20    | 30        | 20       | 30                    |
| Pekoe Souchong.....                 | 17½   | 40        | 17       | 35                    |
| China Greens—                       | 42    | 50        | 42       | 50                    |
| Gunpowder—Cases, extra first.....   | 22    | 28        | 22       | 28                    |
| Half-chests, ordinary firsts.....   | 42    | 50        | 42       | 50                    |
| Young Hyson—Cases, sifted.....      | 35    | 40        | 35       | 40                    |
| extra firsts.....                   | 22    | 38        | 22       | 38                    |
| Cases, small leaf, firsts.....      | 17    | 19        | 17       | 19                    |
| Half-chests, ordinary firsts.....   | 15    | 17        | 15       | 17                    |
| Half-chests, seconds.....           | 18    | 14        | 13       | 14                    |
| " thirds.....                       | 28    | 32        | 28       | 32                    |
| Pingsueys—                          | 16    | 19        | 18       | 19                    |
| Young Hyson, ½-chests, firsts.....  | 28    | 32        | 28       | 32                    |
| " " " seconds.....                  | 16    | 19        | 18       | 19                    |
| " Half-boxes, firsts.....           | 16    | 19        | 18       | 19                    |
| " " " seconds.....                  | 38    | 40        | 38       | 40                    |
| Japans—                             | 32    | 38        | 33       | 37                    |
| ½-chests, finest May pickings.....  | 28    | 30        | 30       | 32                    |
| Choice.....                         | 25    | 27        | 27       | 30                    |
| Finest.....                         | 22    | 24        | 25       | 28                    |
| Good medium.....                    | 19    | 20        | 21       | 23                    |
| Medium.....                         | 18    | 18        | 18       | 20                    |
| Good common.....                    | 13    | 15        | 16       | 17                    |
| Common.....                         | 18    | 22        | .....    | .....                 |
| Nagasaki, ½-chests, Pekoe.....      | 14    | 15        | .....    | .....                 |
| " " " Oolong.....                   | 18    | 19        | .....    | .....                 |
| " " " Gunpowder.....                | 7½    | 11        | .....    | .....                 |
| " " " Siftings.....                 | ..... | .....     | .....    | .....                 |
| RICE, MACARONI,<br>SAGO, TAPIOCA.   |       |           |          |                       |
| Rice—Standard B.....                | 8 00  | 3 10      | 3½       | 3 25                  |
| Patna, per lb.....                  | 4 25  | 4 50      | 4½       | 5                     |
| Japan.....                          | 4 40  | 4 90      | 5½       | 5                     |
| Imperial Seeta.....                 | 4 60  | 4 90      | 4½       | 5                     |
| Extra Burma.....                    | ..... | .....     | 4½       | 4                     |
| Java, extra.....                    | ..... | 5½        | 8        | 6½                    |
| Macaroni, dom'lc, per lb, bulk..... | 5     | 8         | 7½       | .....                 |
| " Imp'd, 1-lb. pkg., French.....    | 8     | 12        | 9        | 10                    |
| " " " Italian.....                  | 8     | 10        | 11       | 12½                   |
| Sago.....                           | 8½    | 4         | 4½       | 5                     |
| Tapioca.....                        | 8½    | 4         | 4        | 4½                    |



## GOULD BROS. MODEL GROCERY.

**G**OULD BROS., of Uxbridge, have recently completed the remodelling of their store. One of the local newspapers, in referring to the fact, says:

"If there is one thing a man or woman is particularly scrupulous about it is the groceries they buy—what they have to eat. We have all heard about the proverbial 'peck of dirt' which everyone is supposed to eat, but none of us would care to do so if we knew we were doing it, and there is no need for any person in this neighborhood to do so, with the 'Model' grocery right to hand.

"When Messrs. Gould Bros. commenced a remodelling of their store a couple of months ago, not one of their many customers ever expected that the improvements would extend so far or be so complete. To-day they may walk into a store where cleanliness, convenience and comfort are combined for the benefit of both buyer and seller. Light? Plenty of it. The old-fashioned windows have been cut away, and a fine plate-glass front now gives plenty of daylight. At night, the splendid arrangement of electric lights makes everything as bright as day. The electrical fixtures are particularly fine, being of solid brass. The metal ceiling is

a pretty pattern in stone grey, while the wainscottings, shelvings, bins, drawers, showcases, counters, etc., are of solid ash, hand polished. The roll-bottom, dust-proof tip bins are the first of the kind ever used in Uxbridge and guarantee to the customers who use rice, tapioca, sugar, fruits, meal and other breakfast foods a cleanly article.

"The whole store, in fact, presents such a wholesome appearance that one feels upon looking around that it would be a pleasure to know that your groceries were purchased here. From the handsome windows in the front to the storeroom in the rear, where the bulk flour, etc., is kept, everything is complete. On the right, as you enter, will be found the canned goods, pickles, spices, and such like. The spice drawers are arranged in perfect order and labelled, each drawer containing whole and ground spice. Then, in order, comes the tasteful arrangement of confectionery; then the firm's famous blends of Indian and Ceylon teas in their black-Japanned air-tight tins. The coffees are right next the teas, and a large new coffee mill, with a capacity of two pounds per minute, has been put in. To go from end to end and tell you all about the good things would be impossible—you must go and see for yourself. At intervals, in the long range of shelving, are air-tight cupboards, surmounted by framed mirrors. At the rear of the store

and to the left are two large refrigerators—one for butter, the other for smoked meats. Passing the refrigerators, you enter the office, where the firm's genial bookkeeper, Mr. C. A. Conway, is found behind a pile of ledgers, day books, journals, etc., for here, besides the store business, is handled the extensive milling business of the Messrs. Gould Bros. Behind Mr. Conway sits the managing member of the firm, Mr. H. J. Gould. The office is complete with every up-to-date fixture, including a typewriter and copying press. Mr. Chas. Gould, the other member of the firm, does the grain buying and attends to the outside business.

"The name of Gould has long been a leader in the business circles of Uxbridge and to-day, in Messrs. Gould Bros., the town has two progressive merchants, two keen business men and two good citizens. The present remodelling of their store is only one example of the fact that whatever they do they do well. And any readers who have seen the store will bear us out in our statement that it is a model grocery. In conclusion, we might add that the work of remodelling and decorating was done by Uxbridge mechanics, the woodwork and finishing inside being done by Messrs. Small & McArthur, of The Piano and Organ Company; the painting is the handiwork of T. Tunstill, and the metallic ceiling was put on by T. McGrattan & Company."

## A LITTLE ADVERTISEMENT ....



Sometimes does as good work as a larger one. We can give you any size you want in this paper, from 1 inch to a full page. Prices gladly submitted.

The MacLean Publishing Co., Limited; Montreal and Toronto

## TO LIVE GROCERS ONLY

We are putting up and are having a  
LARGE SALE on our  
famous . . . . .

# "VICTORIA CROSS" CEYLON TEA

BLACK and MIXED.

Every package guaranteed finest grade grown.  
25 40-50 cents per lb., in Handsome Lead Packages.

Write us for Samples and Prices.

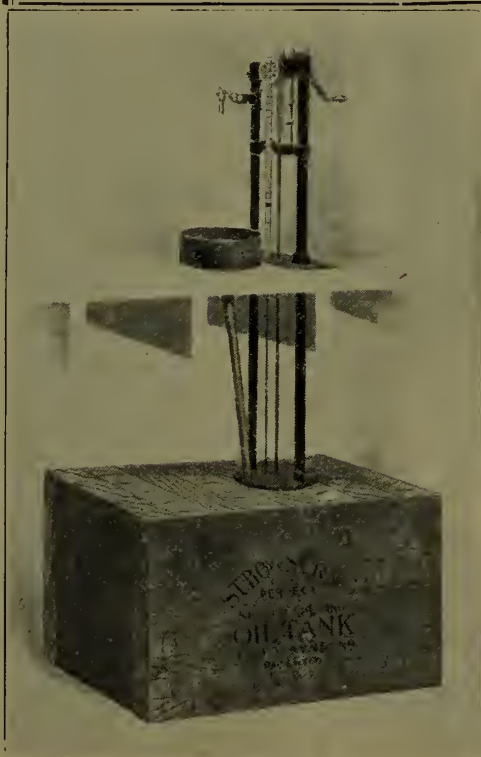
**J. F. SMYTH & CO.**

Tea Packers.

WINDSOR, ONT.



## Winter is Coming



## BASEMENT OUTFIT BOWSER OIL TANKS

Are equipped with Full Brass Cone Valves, Dial Discharge Registers, and Anti-Drip Nozzles, and Measure Accurate, Gallons, Half-Gallons and Quarts at a Stroke. Fifty Different Styles.

CATALOGUE FREE UPON REQUEST.

S. F. BOWSER & CO.,

65 Front St. East, TORONTO.  
Factory, FORT WAYNE, Ind.

AND YOU MAY  
REASONABLY  
EXPECT YOUR  
OIL TRADE TO  
LARGELY IN-  
CREASE.

Are you tired of going down cellar for your oil and toiling up stairs with heavy unwieldy cans and jugs? If you have been doing this don't you think it about time to give your back a rest, and stay where you can see that the "light-fingered" customer does not get away with goods valued at many times the profit on the oil sale? You can do this if you like by installing in your store a

**BOWSER**

Basement  
Self-Measuring  
Oil Outfit

As shown above.



## THE PROVISION TRADE.

The Markets—The World's Stock of Lard—Miscellaneous Notes.

### THE WORLD'S STOCK OF LARD.

CABLE advices to The N. K. Fairbank Co., Chicago, give the following estimates of the stocks of lard held in Europe and afloat on December 1, to which is added estimates of former years, and stocks in cities named:

on account of the great demand from the packing-houses, which have commenced to do their season's business, as is also the rise in dressed hogs on the local market, the latter now selling at \$8 to \$8.25 per 100 lb., which is 50c. more than was paid last week. The venison season is over. In

|                                          | 1901.<br>Dec. 1. | 1901.<br>Nov. 1. | 1900.<br>Dec. 1. | 1899.<br>Dec. 1. | 1898.<br>Dec. 1. | 1897.<br>Dec. 1. |
|------------------------------------------|------------------|------------------|------------------|------------------|------------------|------------------|
| Liverpool and Manchester .....           | 3,500            | 8,000            | 6,000            | 37,000           | 42,000           | 53,000           |
| Other British ports .....                | 5,000            | 5,000            | 6,000            | 7,000            | 10,000           | 12,000           |
| Hamburg .....                            | 3,000            | 12,000           | 3,500            | 4,000            | 16,000           | 16,000           |
| Bremen .....                             | 1,000            | 1,500            | 1,000            | 3,000            | 5,000            | 3,000            |
| Berlin .....                             | 500              | 2,000            | 2,500            | 5,000            | 2,000            | 3,000            |
| Baltic ports .....                       | 6,000            | 8,500            | 5,000            | 6,000            | 6,000            | 5,000            |
| Amsterdam }<br>Rotterdam }<br>Mannheim } | 1,000            | 1,000            | 500              | 1,500            | 3,000            | 1,000            |
| Antwerp .....                            | 1,000            | 4,000            | 1,500            | 4,000            | 7,000            | 22,000           |
| French ports .....                       | 3,000            | 3,000            | 4,000            | 4,500            | 7,000            | 7,500            |
| Italian and Spanish ports .....          | 1,000            | 1,000            | 1,000            | 1,000            | 1,000            | 1,000            |
| Total in Europe .....                    | 25,000           | 46,000           | 31,000           | 73,000           | 99,000           | 123,500          |
| Afloat for Europe .....                  | 57,000           | 45,000           | 60,000           | 60,000           | 96,000           | 55,000           |
| Total in Europe and afloat .....         | 82,000           | 91,000           | 91,000           | 133,000          | 195,000          | 178,500          |
| Chicago prime steam .....                | 21,438           | 26,193           | 17,092           | 90,268           | 55,172           | 153,323          |
| Chicago other kinds .....                | 4,981            | 5,091            | 6,173            | 11,261           | 8,034            | 7,675            |
| East St. Louis .....                     | 310              | 1,027            | 568              | 7,500            | 4,000            | 380              |
| Kansas City .....                        | 13,445           | 4,705            | 3,406            | 2,958            | 3,185            | 3,307            |
| Omaha .....                              | 3,911            | 1,968            | 2,960            | 3,433            | 3,505            | 2,130            |
| New York .....                           | 5,551            | 3,345            | 7,240            | 12,616           | 12,530           | 12,075           |
| Milwaukee .....                          | 1,564            | 1,023            | 1,566            | 3,588            | 757              | 1,192            |
| Cedar Rapids .....                       | 2,644            | 1,098            | 1,790            | 444              | 1,134            | 905              |
| South St. Joseph .....                   | 3,450            | 1,986            | 1,859            | 1,109            | 1,193            | no record        |
| Total tierces .....                      | 139,294          | 137,436          | 133,754          | 266,279          | 284,510          | 359,487          |

### OTTAWA PRODUCE COMPANY.

A large number of shareholders from both town and country attended the second annual meeting of the Ottawa Produce Co. held in the company's building on Nicholas street, Ottawa, where the reports were presented and the following board of directors elected: President, William Meldrum, Montreal; vice-president, E. W. Clark, Ottawa; secretary-treasurer, F. O'Reilly, Ottawa; directors, Dr. A. T. Shillington, B. Slattery, O. Leclair, E. Kidd, M.P.P., North Gower; Ald. R. Hastey, T. Burgess, Carleton Place, and John Bingham.

President William Meldrum, in his address, stated his satisfaction with the egg business this year and recommended the farmers to breed a hen that would lay a large brown egg, as that was the kind of egg wanted on the British market. He was also satisfied with the exports of Canadian butter, and looked forward to increased shipments of cheese after this year.

### THE PROVISION MARKETS. TORONTO.

During the past week, Western hogs have been arriving in limited quantities and are 35c. higher. The price for them now is \$7.75 per 100 lb. This advance is partly

beef, front quarters are 50c. lower, and veal is worth 1 to 1½c. per lb. less. There is no other change in prices. We quote as follows: Beef carcasses, \$5.50 to \$6.50 per 100 lb.; hind quarters, \$6 to \$7 per 100 lb.; front quarters, \$4.50 to \$5 per 100 lb. Veal, 6 to 7½c. per lb.; lambs are unchanged at 5 to 5½c. Live hogs: Selects, \$6, and lights \$5.75 per 100 lb.; choice export cattle bring \$4.75 to \$5 per 100 lb.; lights sell at \$4 to \$4.50.

Dealers are doing a good business in cured meats just now, and the prices have a tendency to advance, on account of the high prices of Western and local-dressed hogs, but as yet no change has occurred. Dealers in provisions and the packing-houses are busy cutting pork for curing, but are hampered on account of the limited supply. We quote as follows: Long clear bacon, 11c.; smoked breakfast bacon, 14 to 15c.; rolls, 11½c.; medium hams, 13½c.; large hams, 12½ to 13c.; shoulder hams, 11c., and backs, 13½ to 14c.; Canadian heavy mess pork, \$19 50; short cut, \$20 to \$21; lard, in tierces, 10¾c. per lb., tubs, 11c., and pails, 11¼c.

### MONTREAL.

The hog product market has shown more

strength this week on account of an advance in the price of hogs. The cheap grades of Chicago pork are somewhat higher in price, but the better qualities are unobtainable at the moment. The chief difficulty in all lines is to secure the requisite supplies. We now quote: Heavy Canadian short cut mess pork, \$22 00; Chicago clear pork, \$23.25 for heavy and \$22.75 for medium; selected heavy short cut mess pork, boneless, \$22 00 to \$22.50; hams, 12 to 13c.; bacon, 15c.; lard, pure Canadian, \$2.25 per pail; refined lard compound (Fairbank's), \$2.00 for 1 to 24 pails; \$1.98 for 25 to 49 pails; \$1 97 for 50 pails and over; Snow White and Globe compound, \$1.72½ per pail; Cottolene, 11½c. for 20 lb. pails, and 10¾c. for 60 lb. tubs, for Quebec and Ontario.

ST. JOHN, N. B.

Pork is higher and very firm. There is some improvement. Beef shows little change. With cold weather fresh beef is more largely used. For some few seasons it has largely taken the place of pickled beef for the woods. Lard is unchanged from the easier prices of last week.

### PROVISION NOTES.

Darling & Payne, butchers, Treherne, Man., have dissolved.

The assets of H. Reid, butcher, Winnipeg, have been sold by bailiff.

Schonland & Barr, sausage makers, Montreal, have commenced business.

The assets of Aquilla Landry, butcher, Montreal, were to be sold on December 3.

L. Morrow & Co., meats, etc., Port Essington, B.C., have dissolved partnership.

Established 1873.

Pork Packers, Commission Merchants,  
Buyers and Exporters of

Eggs, Butter,  
Cheese, Poultry.

D. GUNN, BROTHERS & CO.

76-78-80 Front St. E. - TORONTO.

## CONSIGNMENTS

of EGGS, BUTTER, CHEESE, etc.,  
will receive our careful attention.

Write us when you have Eggs and  
Butter to offer. Cases supplied.

The J. A. McLean Produce Co., Limited,  
77 Colborne St., TORONTO.



The demand for

REGISTERED  
*Bow Park*  
BRAND  
**HAMS**

is growing every day, and we think it will pay you to handle them.

Your customers will enjoy them and you will be pleased to sell them, as they are the best in any line of goods.

**The Brantford Packing Co.**  
LIMITED  
**BRANTFORD, ONT.**

REGISTERED  
*Bow Park*  
BRANDS

# White Onions

IN BOTTLES AND KEGS

Are quick sellers. Have you tried them?

At all wholesalers, or write direct.

**Shuttleworth & Harris,**  
**BRANTFORD, CAN.**



There are  
no finer

# HAMS

made than the

**“STAR” Brand**

Put up by

**F. W. FEARMAN CO.,**  
Limited  
**Hamilton, Canada.**

# FRESH PORK SAUSAGE

We make a superior article in this line.

Will satisfy your customers and increase your sales.

Try a Sample Basket.

Expressed to all points.

**The Park, Blackwell Co.,**  
LIMITED.

**PORK PACKERS AND EXPORTERS,**

**TORONTO, CANADA.**

Liverpool Agents:

Messrs. Miller Bros.  
16 Tooley St.

London Agents:

Messrs. W. P. Sinclair & Co.  
12 North John St.

## COLD-STORAGE PROPOSALS.

**T**HE Medicine Hat News is leading in an agitation for such measures as will improve the condition of the ranching industry in the Territories. The ranchers are shut out of the Chicago market, while the embargo on Canadian cattle in Britain prevents the sale of store cattle at advantageous prices. The result is that buyers during the past season have been offering unsatisfactory prices for the best cattle of the herds, and have practically refused to buy beef cattle weighing less than 1,200 lb. Every herd must have a proportion of more or less inferior stock, and the absence of a market for it is a serious loss. The opening of the British market to Canadian store cattle or the admission of our cattle to the American market would prove a remedy. So far as the British market is concerned, we have proved beyond a doubt that there is no pleuro pneumonia in Canada, and have also given a preference to British goods in our markets. This is all we can do in the direction of securing the removal of the embargo. We have also made all the overtures that can possibly be of use toward securing access to the American market on reasonable terms.

The proposal of The News that a cold-storage system be perfected for the shipment of dressed beef from the ranges to the British market is within our own jurisdiction, and does not depend on the uncertain compliance of other Governments. Such a service would provide a continuous market for stock now virtually unsalable, and would at the same time improve the price of choice export cattle. The News gives parallel market quotations, showing that when export steers sold at 3¼ and 3½c. per lb., and butchers' cattle from \$2.35 to \$2.75 per cwt., in Winnipeg, the poorer grade was selling in Chicago at \$5.10 and \$5.15 per cwt. There is no reasonable justification for such a wide difference in the price of export cattle, as both must reach the British market in free competition. The difference must be due to the charges of transportation companies and the profits of shippers. In the present state of the transportation problem it is as difficult for the Canadian rancher to get his cattle out of Canada as to get them into foreign markets. If the perfection of a cold-storage system will effect relief, the ranching interests have a reasonable claim for consideration.—Globe.

By some means or other John Dennis, of the firm of Dennis & Tom, proprietors of the flour and electric light mill at Auburn, Ont., came in contact with a dynamo. He was instantly killed. His remains were interred at his home at Norwood, Ont.

## Every Grocer

who desires to have the finest goods for his customers, will see that he is never without a full stock of:

COWAN'S

Hygienic and Perfection Cocoa.

Queen's Dessert, Royal Navy and Perfection Chocolate.

Cake Icings—Chocolate, Pink, Lemon Color and White.

Chocolate Cream Bars, Chocolate Ginger, Chocolate Wafers, etc.

ALL ABSOLUTELY PURE GOODS.

THE COWAN CO., Limited, - TORONTO.

IRISH PROCESS  
CANADIAN BACON

"There is nothing too good for the Irish" has heretofore literally applied to the product of their packing houses, but with the firm conviction that what is good enough for the Irish is not too good for Canadians, we have succeeded in producing a line of

Hams and Bacon Unexcelled in the World.

The fine flavor is preserved, and the nutritive qualities enhanced.

Do you handle it? If not, write

**The Farmers' Co-Operative Packing Co.**  
of BRANTFORD, Limited.

## The Purity

of the Vinegar used  
has made a world's  
standard of

Rowat's Pickles.

SELLING AGENTS IN CANADA:

Snowdon & Paterson,  
449 St. Paul St., Montreal.

F. H. Tippet & Co.,  
10 Water St., St. John, N.B.

C. E. Jarvis,  
Holland Block, Vancouver, B.C.



# LARD



Orders can be filled by any of the leading jobbers in Canada or direct.

Because a merchant has been selling one thing for a long time is no reason that he should not get out of the rut. There are illicit distillers in Tennessee who think that the Government is wrong and they are right simply because their fathers and grandfathers made "Moonshine" whiskey for a long time before them. The fact that you have been doing something for a long time does not make it right. If you follow that principle you would want your goods delivered in an ox-cart and would be satisfied with a tallow-dip candle. Get in line. Because you have never sold **FAIRBANK'S BOAR'S HEAD** brand of **REFINED LARD COMPOUND** does not argue that it will not give your trade better satisfaction than any other lard. About 2c. per lb. less at present than hog lard.

|             |   |          |            |   |         |
|-------------|---|----------|------------|---|---------|
| Tierces     | - | 400 lbs. | Pails, tin | - | 10 lbs. |
| Boxes       | - | 50 lbs.  | " "        | - | 5 lbs.  |
| Pails, wood | - | 20 lbs.  | " "        | - | 3 lbs.  |
| " tin       | - | 20 lbs.  |            |   |         |

## THE N. K. FAIRBANK COMPANY

Wellington and Ann Sts., MONTREAL, QUE.

Annual Sales  
Exceed  
33,000,000 lbs.



Grand Prix  
Highest Award,  
Paris 1900.

The extraordinary success of **CHOCOLAT-MENIER** all over the world, is rivaled by "**MENIER'S BREAKFAST COCOA.**" This Cocoa is absolutely pure. Sold this year for the first time in Canada and the United States, its sale is already enormous.

Ask your wholesaler for it. If he will not supply you, write to **HERDT & CO., 180 St. James Street, Montreal, Canada.**

**A GOOD MARGIN OF PROFIT FOR THE RETAILERS.**

## HOW TO GET AND KEEP A POSITION.

James J. Hill in Success.

It is one thing to get a position; it is another thing to keep it. Getting a position requires tact, forcefulness, and perspicuity; keeping a position is an art. Getting position is accomplished by a large number of men and women, but the number of those who can keep positions is but a small percentage of the whole.

When one starts forth to look for a position, he must possess the qualities of cleanliness, clearness and perspicuity. One reason for this is that so much depends upon the first impression. Lax methods, unkempt hair, soiled fingers, a necktie awry, and confused speech, are some of the faults that destroy the chances of an applicant. When a man who is conducting a successful business advertises for a janitor or a private secretary, he goes to his office and finds several dozen applicants awaiting him. He hears them, one by one, and notices that this young man has failed to polish his shoes, that that young woman talks with a discordant slang, that so-and-so is carrying the end of a cigarette in his yellow, nicotine-fingers, or that Miss This-and-That is over-adorned with cheap jewellery. He finds that one young man is utterly incapable of expressing himself clearly, and that another has a newspaper with the chart of the horse races sticking from his pocket. Each applicant is denied a chance because his outward appearance arouses suspicion; and the merchant, sick, disheartened and disgusted with humanity, goes home, or to his club, to forget his unpleasant half-day. These statements may seem exaggerated, but they are the plain, unvarnished experiences that business men encounter every day. Frequently employers are obliged to engage slovenly, untidy men and women whom they dislike, because the advances of their business demand more workers and the right kind is not to be had; but you may be assured that when business slackens, such employees are the first to go.

### SPEAK PLAINLY

In all matters it is best to speak plainly. Clear, concise, transparent expressions are the ones that carry the most weight. Speech is a wonderful indicator of character. The art of speaking plainly and clearly is as necessary a part of one's education as are the rudiments of arithmetic, and, if I were a school-teacher, I should institute regular lessons in conversation and expression. A man who can talk without making his listener wonder if he were reared in the domain of incomprehensibility is the man who will have the first chance. An employer wants a man who can explain himself, and whose conversation shows that its fountain is a clear, clean mind. We like a touch of vigor in one's speech, but we loathe a hint of egotism or a molecule of self-praise. We like a man who can say, "I will try," with the firm conviction that he will try, but we dislike the man who says, "Why, that's easy!" and

arrives at a conclusion of his worth before he knows what he is going to do.

The steady-growing business concerns, the great mercantile houses and the commercial consolidations of the United States have discovered that the men who will conduct the affairs of the future are the men who have been trained for that purpose. The man who will have worked his way from the lowest rung will be the man who will ultimately determine the destiny of the business concern. Our vast business enterprises are becoming larger every year. No man can be trusted with the management of one who does not know every fractional part of the working of that concern with which he is connected, and who has not been a part of that working. Hence the importance of giving work to men and women who will keep the best interests of their employers at heart, and blend them with their own.

### BE NATURAL.

If you seek employment as an stenographer, let your appearance tell that you are a stenographer: if you seek employment as a coal heaver, let your appearance show that you are a coal heaver. I do not mean that the stenographer shall be gay with cheap jewellery or redolent with the lingo of the typewriter, nor do I mean that the coal heaver shall be black, grimy and unwashed. But I do mean that you must aim straight at your point: that you must show, first of all, by clear expression, by ready answers, by a polite, gentle, yet vigorous manner, that you are ready to fill the place to the best of your ability. Our country is full of old men who are still looking for positions, because they have failed to master this important factor of application. Be positive that you can do the work that you seek. Never take a place simply to have something to do, for you will only waste your time, and, in a few years, you will be forced out of your position on the charge of incompetency. Be sure that you are willing to do what your employer wants you to do. When you approach a business man to apply for a position, do so in a manner that will make a pleasant impression on him: and, whether you apply for a position as an office boy or cashier, let him know that you are going to work for his interests. Show him clean hands and clear eyes, and that you are ambitious and can prove your character. Do not make promises which you know you may not be able to carry out. Argue the point of salary as little as possible, unless you are asked to accept a starvation figure, and I do not believe that the American lives who does not consider the laborer worthy of his hire. Be firm in your convictions. Never whine or complain. Never tell why you did not succeed in your last place, unless your new employer demands such an explanation: then make it, briefly, and tell the truth. Above all things else, show that you want to take an interest in your employer's business, and that you are a clear-headed, clean-minded, careful, observing person, with excellent habits and a determination that is not bounded by a desire to do nothing more

## APPLES POULTRY POTATOES

and all other produce bought and sold on commission.  
References: THE CANADIAN BANK OF COMMERCE, Market Branch.

**McBRIDE & STRONACH,**  
23 Church St., TORONTO.

## BASKETS

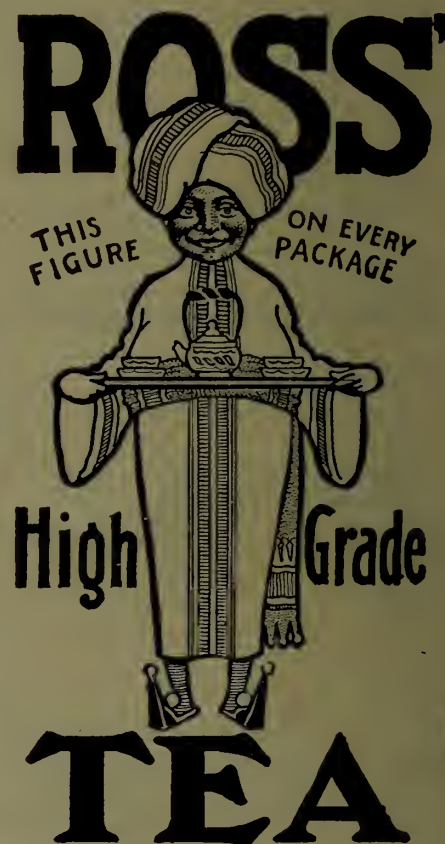
We make them in all shapes and sizes. We have

*Grain and Root Baskets,  
Satchel Lunch Baskets,  
Clothes Baskets,  
Butcher Baskets,*

In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

THE . . .

**Oakville Basket Co.**  
Oakville, Ont.



There is no question about Ceylon Teas being the **BEST**, but grocers should be careful not to sell teas marked Ceylon and adulterated with inferior teas.

**ROSS' HIGH-GRADE** is, without exception, the only pure Ceylon tea on the Canadian market. For your own edification inquire into this.

**THE ROSS TEA CO., - - TORONTO.**



# CEYLON AND INDIA TEA

## BLACK

The merit of the **Black Teas** has established them high in popular estimation. They are drunk wherever the English language is spoken. They follow the flag and drive out less meritorious growths.

## OR

But some consumers are wedded to light drawing kinds, with pale liquor and without the full body and richness of the black kinds.

## GREEN

The **Green Teas** of Ceylon and India are made expressly for this trade. In Make, Quality and Price they challenge comparison with other growths.

They are grown, prepared and packed with the same skill by the British Planters who have revolutionized the black tea trade.

They have caught on in Canada and are no longer in the experimental stage. Try them.

than a day's work simply because you are obliged to work. It is needless for me to waste space in telling how to apply for a position; I take it for granted that all know the importance of neat, correctly-spelled, grammatical letters.

#### WORK WITH ENERGY.

Having secured your position, how shall you keep it? First, and always, by being absolutely honest, for honor and character are man's greatest promoters. They stimulate energy and promote confidence. Who can deny the great power of energy and confidence? After an employer finds out he has an energetic clerk, in whom he can place absolute confidence, that clerk's future is a very promising one.

Go to work with slow, steady, determined effort. Do not grab your pen or shovel as if you knew just what you are expected to do without explanation. Do not give your employer the impression that he has secured a man who is using his brains simply to figure out how far his weekly wage will go—if it will pay only the rent and buy the food, or if it will go so far as to permit of two theatre tickets and a new collar for the dog. Perhaps you think your employer cannot detect such thoughts. He is, perhaps, a keen man, has probably employed scores before you, and has had much practice in reading the expressions of men.

When luncheon or closing time is approaching, do not begin to prepare for leaving 20 minutes beforehand. I know a young man who stopped work regularly at 11.40 a.m. and 5.40 p.m., in order to have plenty of time to "wash up," arrange his cuffs and tie, and brush his hair, so that he could leave promptly at 12 o'clock, for luncheon, and 5.30 p.m., when the store closed. It was some years ago. That man is still looking for a "good job." He has had more than a dozen. He knew how to get them, but he never acquired the art of keeping them. Do not be afraid of trying to do more than is expected of you. This has been the cause of many a man's failure. The bookkeeper who gives up a theatre party or an evening social, in order to try and complete a balance sheet, does not escape his employer's notice. He has shown willingness and has shown the "boss" good evidence that he regards his interest before his own pleasure. You may make mistakes; but, if you do, say so, and make your amends by trying to correct them. Never lie about a mistake, for such a course adds cowardice to an already unpleasant condition.

#### KEEP YOUR TEMPER.

Determined effort, with an inclination to learn and improve—to master the details of the work you are assigned to do—will greatly modify the hard, unpleasant tasks that fall to one's lot in every position.

Always remember that next to honor, the quality that counts the most is personality. While many will tell you that personality is a gift just as surely as is the art of composing music, let me assure you that nothing else can be acquired as easily as personality, if one has the mind and inclination to acquire it. A bad temper, a sour disposition—becoming cross and petulant when denied your way, speaking with sharpness when a kind word can just as easily be uttered, and letting anger have its sway—are faults that may be overcome if one earnestly and persistently tries to do so. They

hinder the acquirement of a desirable personality, and so lessen one's advancement, and, more than all besides, they shorten life. Personality is nothing if it is not the companion of politeness. No man wants to keep a person in his employ who is not polite. Never let a harsh or impolite personality be the weak link in the chain of your qualities. If it is, you can rest assured that it is the easiest link to strengthen. I do not mean to infer that one should be maudlin and putty-like in order to produce personality, or that he should assume politeness. Such a condition or attempt never exalts a man; it simply makes him appear false in the eyes of his employer. Nature made all of us to act naturally. A bad temper can be expurgated the same as any other vice. Don't confound anger and firmness. We admire a man who can assert his rights and stand by them, and we more than respect a man who can say "No," with vigor and purpose, when "No," should be said; but we rightly despise a person who scolds and vociferates.

You can hold your position if you fit yourself to its mould so as to fill every crevice. Be like a cake. At first it is a soft, spongy dough, and is poured into a mould which it but half fills. As it bakes, it rises, and crowds every dent in the mould. Not contented, it bulges over the top; it makes a cake larger than the mould will hold. So, young man and young woman, be larger than your mould. After you have filled every crease and crevice of your position to advantage, work out at the top. It is the largest cake that brings the most money.

#### ALWAYS KEEP YOUR PROMISES.

Your employer will never ask you to do more than is possible. Remember that an unfulfilled promise is as bad as a downright untruth. Live within your means. Never let a month pass that you do not put something in the bank. Dress neatly and plainly, for an employer marks a man as a fool who apparels himself with extravagance and glaring colors. Never try to win the favor of your employer by slandering your fellow workers. Slander always sticks. Show kindness to

your fellow employees, but do not let it be forced kindness, for that deserves no thanks. Resolve slowly, and act quickly. Remember, it is better to be alone than in bad company; that you cannot give your employer full value, if you try to work after a night of dissipation; that silence, like cleanliness, is akin to godliness, and that a clear conscience gives sound sleep and good digestion, and clothes one in an impregnable coat of mail.

Last, but not least, remember that out of business hours your home deserves most of your attention. The employer feels an immediate confidence in a man or woman whose home is free from extravagance, enmity, contempt, wrath, strife, envy, and opposition. Keep happiness in your home, and you will create strength and efficiency for your work.

#### THE WOOL MARKET IS WEAK.

The wool situation is causing anxiety among holders of last season's clip in this country. There is no improvement in the market, nor are there any inquiries for its export, and there seem to be no prospects for any in the near future. What increases the alarm is that in Great Britain the prices for the coarser grades are at present very weak. The latest advices from there state that Lincoln hogs, a wool a little coarser than Ontario long staple, is selling at a price equivalent to 11½c. laid down here. And in the United States, which country affords a market for almost the whole of our Canadian wool exports, the price of this article is only 25c. per lb. for grades similar to ours. As there is a duty of 12½c. imposed by the United States Government on wool, all the Dominion wool dealers can realize is 11½ or 12c. per lb., which is 3c. lower than they received last year. It was only three or four years ago when 20c. was received for wool here.

## POPULARITY

is the proof of merit, and no brand has ever achieved popularity so quickly as

# "BOBS"

## CHEWING TOBACCO

In 5 and 10c. Plugs.

**BOBS costs you only 36 cents, and pays a good profit.**

Made by

**BOBS is well advertised.**

**BOBS is selling well in almost every store from the Atlantic to the Pacific.**

**BOBS is A BIG PLUG FOR LITTLE MONEY**

**THE EMPIRE TOBACCO CO., LIMITED**

**MONTREAL, QUE.**



Mediterranean Fruits  
Granulated and Raw Sugars  
Molasses and Syrups, Glucose, Etc.

Excelsior Macaroni  
White Castile Soap

**C. A. CHOUILLOU & CIE.**

14 Place Royale  
(Customs House Sq.) MONTREAL.

### Wrapping Papers for Christmas Parcelling.

Parcels multiply at the Christmas season. Use good quality of paper and lessen the trouble of quick parcelling. Use our papers—brown or manillas—that are always full weight and count 480 sheets to the ream always.

- Our waterproof wrapping
- papers are fine for larger parcels
- in the wet and snowy weather.

**CANADA PAPER CO., Limited**  
TORONTO and MONTREAL

### CLOTHES PINS...

Selected and full count, in  
packages of 4 doz.—6 doz.  
—12 each to a case.

This makes a very attractive  
shelf display line. Also in  
cases of 5 gross, large and  
small sizes. Ask for quotations.

**BOECKH BROS. & COMPANY,**  
TORONTO.

Manufactured by  
**WM. CANE & SONS MFG. CO.,**  
NEWMARKET. Limited,

**Hugh Walker & Son,** Wholesale Fruit Importers, **Guelph, Ont.**

- DIRECT IMPORTERS OF -

## Fancy and Domestic Fruits.

OUR SPECIALTIES—

Fancy Oranges, Lemons, Malaga Grapes, Cape Cod Cranberries.

Special Attention to Mail and Telephone Orders.

**GRIMBLE'S** English Malt  
Six GOLD Medals **VINEGAR**

**GRIMBLE & CO., Limited, London, N.W., Eng.**



Capstan Brand

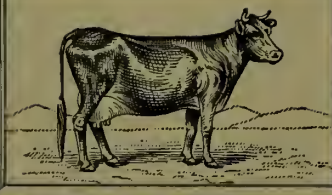
## BAKING POWDER

1/4-lb., 1/2-lb., 14-oz., 1-lb. and 5-lb. sizes.

No purer line of Baking Powder on the market. Quality guaranteed.  
Write us for prices.

**The Capstan Mfg. Co., - Toronto.**

**DWIGHT'S**



**SODA**

### THE MOUTH WATERS

when reading our cook book, but to taste bun  
and pastry made with

**Dwight's Cow Brand Soda**

—that's the test!

Ask your customers about it.

**JOHN DWIGHT & CO., TORONTO**



## LICORICE..

We manufacture everything in the Licorice line carried by the Grocery, Drug and Confectionery trades. We might mention—Y. & S. Stick Licorice, plain and corrugated; Acme Licorice Pellets; Y. & S. Licorice Lozenges, in cans or glass jars; A B C Blocks; Purity & Dulce Brand one cent sticks; Bundled Licorice Root; Small Cigars, 300 to box, etc. In PLIABLE LICORICE, Triple Tunnel Tubes, Mint Puff-Straps, Navy Plugs and Golf-Sticks 100 to box; Blow Pipes 200 and 300 to box; Manhattan Wafers, 2 1/2 lb. boxes; Curved Stem Pipes, 200 to box. Write for illustrated catalogue.

**YOUNG & SMYLIE**

Established 1845.

BROOKLYN, N.Y.



# Curious!! Why?

It certainly is curious that your customers should be willing to buy an unknown brand of Mustard, when at practically the same price they can buy

## KEEN'S

KEEN'S MUSTARD in the dining-room, brings out the flavor of the meat.

KEEN'S MUSTARD in the sick room, brings healing and comfort to the afflicted.

PEOPLE WHO WANT THE BEST  
CANNOT AFFORD TO USE ANYTHING BUT THE BEST.

## Current Market Quotations for Proprietary Articles

December 5, 1901.

Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy. The editors do not supervise them. If a change is made, either an advance or decline, it is referred to in the market reports, as a matter of news, whether manufacturers request it or not.

### BAKING POWDER.

| Cook's Friend—                     | Per doz.            |
|------------------------------------|---------------------|
| Size 1, in 2 and 4 doz. boxes..... | \$ 2 40             |
| " 10, in 4 doz. boxes.....         | 2 10                |
| " 2, in 6 ".....                   | 80                  |
| " 12, in 6 ".....                  | 70                  |
| " 3, in 4 ".....                   | 45                  |
| Pound tins, 3 doz. in case.....    | 3 00                |
| 12 oz. tins, 3 ".....              | 2 40                |
| 5 lb. tins, 1/2 ".....             | 14 00               |
| Diamond—                           | W. H. OILLARD & CO. |
| 1 lb. tins, 2 doz. in case.....    | per doz. 2 00       |
| 1/2 lb. tins, 3 ".....             | 1 25                |
| 1/4 lb. tins, 4 ".....             | 0 75                |

### IMPERIAL BAKING POWDER.

| Cases Contain. | Sizes of Cans. | Per Doz. |
|----------------|----------------|----------|
| 4 doz.         | 10c.           | \$0 85   |
| 3 "            | 6-oz.          | 1 75     |
| 2 and 3 doz.   | 12-oz.         | 3 40     |
| 2 and 3 doz.   | 16-oz.         | 4 35     |
| 1 doz.         | 2 1/2-lb.      | 10 40    |
| 1/2 and 1 doz. | 5-lb.          | 19 50    |

### MAOIC BAKING POWDER.

| Cases Contain. | Sizes of Cans. | Per Doz. |
|----------------|----------------|----------|
| 4 doz.         | 4-oz.          | \$0 65   |
| 4 "            | 6-oz.          | 0 80     |
| 4 "            | 8-oz.          | 1 00     |
| 4 "            | 12-oz.         | 1 50     |
| 4 "            | 16-oz.         | 1 80     |
| 1 "            | 2 1/2-lb.      | 4 50     |
| 1 "            | 5-lb.          | 7 75     |

### JERSEY CREAM BAKING POWDER.

|                               |      |
|-------------------------------|------|
| 1/8 size, 5 doz. in case..... | 40   |
| 1/4 size, 4 doz. in case..... | 75   |
| 1/2 " 3 ".....                | 1 25 |
| 1 " 2 ".....                  | 2 25 |

### BLACKING.

#### SHOE POLISH.

| HENRI JONAS & Co.      | Per gross |
|------------------------|-----------|
| Jonas'.....            | \$9 00    |
| Froments.....          | 7 50      |
| Military dressing..... | 24 00     |

#### BLUE.

|                                        |        |
|----------------------------------------|--------|
| Keen's Oxford, per lb.....             | \$0 17 |
| In 10 box lots or case.....            | 0 16   |
| Reckitt's Square Blue 12-lb. box.....  | 0 17   |
| Reckitt's Square Blue, 5 box lots..... | 0 16   |

#### BLACK LEAD.

|                                         |      |
|-----------------------------------------|------|
| Reckitt's per box.....                  | 1 15 |
| Box contains either 1 gro., 1 oz.       |      |
| size; 1/2 gro., 2 oz. or 1/4 gro. 4 oz. |      |

#### CORN BROOMS

| BORCKH BROS & COMPANY             | doz. net |
|-----------------------------------|----------|
| Bamboo Handles, A, 4 strings..... | 4 35     |
| " " B, 4 strings.....             | 4 10     |
| " " C, 3 strings.....             | 3 85     |
| " " D, 3 strings.....             | 3 60     |
| " " E, 3 strings.....             | 3 35     |
| " " G, 3 strings.....             | 3 10     |
| " " I, 3 strings.....             | 2 85     |

#### BISCUITS.

#### CARR & CO. LIMITED.

| Frank Magor & Co., Agents.                |          |
|-------------------------------------------|----------|
| Cafe Noir.....                            | 0 15     |
| Ensign.....                               | 0 12 1/2 |
| Metropolitan mixed.....                   | 0 09     |
| Special price list of Fancy Tins for Xmas |          |
| trade and other lines on application.     |          |

#### CANNED GOODS.

#### MUSHROOMS.

| HENRI JONAS & Co.         |         |
|---------------------------|---------|
| Mushrooms, Rionel.....    | \$15 50 |
| " 1st choice Duthell..... | 18 50   |
| " 1st choice Lenolr.....  | 19 50   |
| extra Lenolr.....         | 22 00   |
| Per case, 100 tins.       |         |

#### FRENCH PEAS—DELOREY'S

| HENRI JONAS & Co.   |        |
|---------------------|--------|
| Moyen's No. 2.....  | \$9 00 |
| No. 1.....          | 10 50  |
| 1/2 Fins.....       | 12 50  |
| Fins.....           | 14 00  |
| Tres fins.....      | 15 00  |
| Extra fins.....     | 16 50  |
| Sur extra fins..... | 18 00  |

#### FRENCH SARDINES.

#### HENRI JONAS & Co.

|                      |        |
|----------------------|--------|
| 1/4 Trefavennes..... | \$9 50 |
| 1/4 Rolland.....     | 9 50   |
| 1/4 Delory.....      | 10 50  |
| 1/4 Club Alpins..... | 12 50  |

#### CHOCOLATES & COCOAS.

|                                            |          |
|--------------------------------------------|----------|
| Eppe's cocoa, case of 14 lbs., per lb..... | 0 35     |
| Smaller quantities.....                    | 0 37 1/2 |

#### CADBURY'S.

| Frank Magor & Co., Agents                    | per doz. |
|----------------------------------------------|----------|
| Cocoa essence, 3 oz. packages.....           | \$1 65   |
| Mexican chocolate, 1/4 and 1/2 lb. pkgs..... | 0 40     |
| Rock Chocolate, loose.....                   | 0 40     |
| " 1-lb. tins.....                            | 0 42     |
| Nibs, 11-lb. tins.....                       | 0 35 1/2 |

#### JOHN P. MOTT & CO.'S.

| R. S. McIndoe, Agent, Toronto.        |             |
|---------------------------------------|-------------|
| Mott's Broms.....                     | per lb 0 30 |
| Mott's Prepared Cocos.....            | 0 28        |
| Mott's Homeopathic Cocoa (1/4's)..... | 0 32        |
| Mott's Breakfast Cocoa (1/4 lbs)..... | 0 40        |
| Mott's No. 1 Chocolate.....           | 0 30        |
| Mott's Breakfast Chocolate.....       | 0 28        |
| Mott's Caracacas Chocolate.....       | 0 40        |
| Mott's Diamond Chocolate.....         | 0 28        |
| Mott's French-Can. Chocolate.....     | 0 18        |
| Mott's Navy or Cooking Chocolate..... | 0 18        |
| Mott's Cocoa Nibs.....                | 0 35        |
| Mott's Cocoa Shells.....              | 0 05        |
| Vanilla Sticks, per gross.....        | 0 90        |
| Mott's Confectionery Chocolate.....   | 0 31        |
| Mott's Sweet Chocolate Liquors.....   | 0 19        |

| Chocolate—                                | FRY'S. | per lb |
|-------------------------------------------|--------|--------|
| Caracacas, 1/4's, 6-lb. boxes.....        |        | 0 42   |
| Vanilla, 1/4's.....                       |        | 0 42   |
| "Gold Medal" Sweet, 1/4's, 6 lb. bxs..... |        | 0 29   |
| Pure, unsweetened, 1/4's, 6 lb. bxs.....  |        | 0 42   |
| Fry's "Diamond," 1/4's, 14 lb. bxs.....   |        | 0 24   |
| Fry's "Monogram," 1/4's 14 lb. bxs.....   |        | 0 24   |

| Cocoa—                                 | per doz. |
|----------------------------------------|----------|
| Concentrated, 1/4's 1 doz. in box..... | 2 40     |
| " 1/4's.....                           | 4 50     |
| " 1 lbs.....                           | 8 25     |
| Homeopathic, 1/4's 14 lb. boxes.....   |          |
| " 1/4 lbs. 12 lb. boxes.....           |          |

#### THE COWAN CO. LIMITED.

| Cocoa—                             |        |
|------------------------------------|--------|
| Hygienic, 1-lb. tins, per doz..... | \$7 25 |
| " 1/2-lb. tins.....                | 3 75   |
| " 1/4-lb. tins.....                | 2 25   |
| " fancy tins.....                  | 0 90   |

|                                        |      |
|----------------------------------------|------|
| Hygienic, 5-lb. tins, for soda water   |      |
| fountains, restaurants, etc. per       |      |
| lb.....                                | 0 55 |
| Perfection, 1/2-lb. tins, per doz..... | 3 00 |
| Cocoa Essence, sweet, 1/2-lb. tins,    |      |
| per doz.....                           | 2 25 |

| Chocolate—                            | per lb. |
|---------------------------------------|---------|
| Queen's Desert, 1/4's and 1/2's.....  | \$0 40  |
| " 6's.....                            | 0 42    |
| Mexican Vanilla, 1/4's and 1/2's..... | 0 35    |
| Royal Navy Rock.....                  | 0 30    |
| Diamond.....                          | 0 25    |
| " 8's.....                            | 0 28    |

#### WALTER BAKER & CO., LIMITED.

| Premium No. 1 chocolate, 12-lb. boxes.   | per lb. |
|------------------------------------------|---------|
| Vanilla chocolate 6-lb boxes.....        | \$ 38   |
| German sweet, 6-lb. boxes.....           | 47      |
| B'kfst cocoa, 1/2-lb. tins, plain; 6-lb. |         |
| boxes.....                               | 51      |
| Cracked cocoa, 1/2-lb. pkgs. 12-lb. bxs. |         |
| Caracas sweet chocolate, 6-lb. boxes     |         |
| Soluble chocolate (but or cold soda)     |         |
| 1-lb. cans.....                          | 45      |
| Vanilla chocolate wafers, 48 to box,     |         |
| per box.....                             | 1 56    |

#### CHOCOLATE-MENIER.



Menier 1/4 and 1/2 36c. per lb.  
Cocoa tins and Pashies 20c. or per case  
of 108, \$20.  
Menier Breakfast Cocoa 1/4-lb. tins 13c.  
1/2-lb. " 25c.  
1-lb. " etc.



# "THE EDWARDSBURG BRANDS"

## Starch

... and

## Syrup

Are well known all over the Dominion as a **STANDARD OF QUALITY.**  
**ASSORTED STOCKS** of all styles of packages now on hand, and **PROMPT SHIPMENT** guaranteed.

**EDWARDSBURG STARCH CO'Y, Limited,**  
**Established 1858.**

164 St. James St.,  
**MONTREAL.**

Works:  
**CARDINAL, ONT.**

53 Front St. East  
**TORONTO.**

# DUNN'S PURE MUSTARDS

**GIVE UNBOUNDED SATISFACTION.**

The reason is—They are profitable to dealers and satisfying to consumers.

### CHEESE.

|                                    |        |
|------------------------------------|--------|
| Imperial—Large size jars, per doz. | \$8 25 |
| Medium size jars                   | 4 50   |
| Small size jars                    | 2 40   |
| Individual size jars               | 1 00   |
| Imperial Holder—Large size         | 18 00  |
| Medium size                        | 15 00  |
| Small size                         | 12 00  |
| Roquefort—Large size, per doz.     | 2 40   |
| Small size                         | 1 40   |

### COFFEE.

|                            |       |
|----------------------------|-------|
| JAMES TURNER & CO. per lb. |       |
| Mocha                      | 0 32  |
| Damasous                   | 0 28  |
| Calro                      | 0 20  |
| Sirdar                     | 0 17  |
| Old Dutch Rio              | 0 12½ |

### CLOTHES PINS.

#### BOOKER BROS. & CO.

|                                                      |      |
|------------------------------------------------------|------|
| Clothes Pins (full count), 5 gross in case, per case | 0 55 |
| 4 doz. packages (12 to a case)                       | 0 70 |
| 5 doz. packages (12 to a case)                       | 0 90 |

### COUPON BOOKS—ALLISON'S.

For sale in Canada by—The Eby, Blain Co., Limited, Toronto. O. O. Beauchem & Fils, Montreal

|                                                  |          |
|--------------------------------------------------|----------|
| \$1, \$2, \$3, \$5, \$10 and \$20 books.         |          |
| Un- Covers and num- Coupons                      |          |
| tered. numbered.                                 |          |
| In lots of less than 100 books, 1 kind assorted. | 4c. 4½c. |
| 100 to 500 books.                                | 3½c. 4c. |
| 500 to 1,000 books.                              | 3c. 3½c. |

|                             |               |
|-----------------------------|---------------|
| Allison's Coupon Pass Book. |               |
| \$ 1 00 books.              | 3 cents each  |
| 2 00 books.                 | 3 cents each  |
| 3 00 books.                 | 3 cents each  |
| 5 00 books.                 | 4 cents each  |
| 10 00 books.                | 5½ cents each |
| 15 00 books.                | 6½ cents each |
| 20 00 books.                | 7½ cents each |
| 25 00 books.                | 8 cents each  |
| 50 00 books.                | 12 cents each |

### EXTRACTS.

|                                    |        |
|------------------------------------|--------|
| HENRI JONAS & Co. Per gross.       |        |
| 8 oz. London Extracts              | \$5 00 |
| 2 oz. " (no corkscrews)            | 5 50   |
| 2 oz. " "                          | 9 00   |
| 2 oz. Spruce essence               | 8 00   |
| 2 oz. " "                          | 9 00   |
| 4 oz. Anchorextracts               | 12 00  |
| 1 oz. " "                          | 21 00  |
| 1 lb. " "                          | 36 00  |
| 1 oz. Flat                         | 9 00   |
| 2 oz. Flat, bottle extracts        | 18 00  |
| 2 oz. Square                       | 21 00  |
| 4 oz. " (corked)                   | 36 00  |
| 8 oz. " "                          | 72 00  |
| 8 oz. " glass stop extracts        | 3 50   |
| 8 oz. " "                          | 7 00   |
| 2½ oz. Round quintessence extracts | 2 00   |
| 4 oz. Jockey decanters             | 3 50   |

### FOOD.

|                                     |        |
|-------------------------------------|--------|
| Robinson's Patent Barley ½ lb. tins | 1 25   |
| " 1 lb. tins                        | 2 25   |
| " Groats, ½ lb. tins                | 1 25   |
| " 1 lb. tins                        | 2 25   |
| GILLETT'S POWDERED LYE.             |        |
| 4 doz. in case                      | \$3 60 |

### JAMS AND JELLIES.

|                                           |        |
|-------------------------------------------|--------|
| SOUTHWELL'S GOODS. par doz.               |        |
| Frank Magor & Co., Agents.                |        |
| Orange Marmalade                          | 1 50   |
| Clear Jelly Marmalade                     | 1 80   |
| Strawberry W. F. Jam                      | 2 00   |
| Raspberry " "                             | 2 00   |
| Apricot " "                               | 1 75   |
| Black Currant " "                         | 1 85   |
| Other Jams, W. F.                         | 1 55   |
| Red Currant Jelly                         | 1 90   |
| Jams— T. UPTON & CO.                      |        |
| 1-lb. glass jars 3 doz. in case, per doz  | \$1 00 |
| 5-lb. tin pails, 3 pails in crate, per lb | 0 07   |
| 7-lb. wood pails, 6 " "                   | 0 07   |
| 14-lb. wood pails, per lb                 | 0 07   |
| 30-lb. " "                                | 0 06½  |
| Jellies—                                  |        |
| 1-lb. glass jars, per doz.                | \$1 00 |
| 7-lb. wood pails, per lb.                 | 0 06½  |
| 14-lb. " "                                | 0 06½  |
| 30-lb. " "                                | 0 06½  |

### LICORICE.

|                                                    |         |
|----------------------------------------------------|---------|
| YOUNG & SMYLYE'S LIST.                             |         |
| 5-lb. boxes, wood or paper, per lb.                | \$0 40  |
| Fancy boxes (36 or 50 sticks) per box              | 1 25    |
| " Ringed " 5 lb. boxes, per lb.                    | 0 40    |
| " Acme " Pellets, 5 lb. cans, per can.             | 2 00    |
| " Acme " Pellets, fancy boxes (40) per box         | 1 50    |
| Tar, Licorice and Tolu Wafers, 5 lb. cans, per can | 2 00    |
| Licorice Lozenges, 5 lb. glass jars.               | 1 75    |
| " " 20 5 lb. cans                                  | 1 50    |
| " Purly " Licorice 10 sticks                       | 1 45    |
| " " " 100 sticks                                   | 0 73    |
| Dulce, large cent sticks, 100 in box.              |         |
| MINCE MEAT.                                        |         |
| Wetley's Condensed, per gross, net                 | \$12 00 |
| " per case of doz., net.                           | 3 00    |

### MUSTARD.

|                                |        |
|--------------------------------|--------|
| COLMAN'S OR KEEN'S             |        |
| D. S. F., ¼ lb. tins, per doz. | \$1 40 |
| " ½ lb. tins, " "              | 2 50   |
| " 1 lb. tins, " "              | 5 00   |
| Durham, 4 lb. jars, per jar    | 0 75   |
| " 1 lb. " "                    | 0 25   |
| F. D., ¼ lb. tins, per doz.    | 0 85   |
| " ½ lb. tins                   | 1 45   |
| JONAS' FRENCH MUSTARDS         |        |
| HENRI JONAS & Co. Per gross    |        |
| Pony size                      | \$7 50 |
| Imperial, medium               | 9 00   |
| Imperial, large                | 12 00  |
| Tumblers                       | 12 00  |
| Mugs                           | 13 20  |
| Pint jars                      | 18 00  |
| Quart jars                     | 24 00  |

### MATCHES.

|                                 |        |
|---------------------------------|--------|
| Eddy's Telegraph, 5-case lots   | \$4 00 |
| " single cases                  | 4 20   |
| Telephone, 5-case lots          | 3 90   |
| " single cases                  | 4 10   |
| Eagle Parlor, 200s, 5-case lots | 1 60   |
| " single cases                  | 1 70   |
| " 100s, 5-case lots             | 1 80   |
| " single cases                  | 1 90   |
| Victoria Parlor, 5-case lots    | 2 90   |
| " single cases                  | 3 10   |

### ORANGE MARMALADE.

|                                   |        |
|-----------------------------------|--------|
| T. UPTON & CO.                    |        |
| 1-lb. glass 2 doz. case, per doz. | \$1 00 |
| 7-lb. pails and 5 and 7 lb. tins  | 0 07   |
| PICKLES.                          |        |
| STEPHENS.                         |        |
| A. P. Tippet & Co., Agents.       |        |
| Patent stoppers (pints), per doz. | 2 30   |
| Corked (joints), " "              | 1 90   |

**RECKITT'S**

**Blue and Black Lead**

**{ ALWAYS GIVE YOUR  
 CUSTOMERS SATISFACTION**

## SODA.—COW BRAND.



Case of 1 lbs. con-  
taining 60 pkgs.  
per box, \$3.00.  
Case of ½ lbs. (con-  
taining 120 pkgs.)  
per box, \$3.00.  
Case of 1 lb. and ½  
lbs. (containing 30  
1 lbs. and 60 ½ lb.  
packages) per box, \$3.00.  
Case of 50. pkgs (containing 96 pkgs) per  
box \$3.00.

EMPIRE BRAND SODA.  
Case 120 ½-lb. pkts. (60 lb.) per case \$3.00.  
Case 96 10-oz. pkts. (50 lb.) per case \$3.00

## SOAP



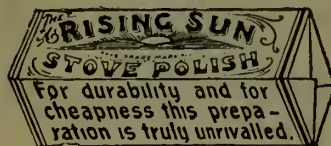
A. P. TIGER & CO.,  
Maypole Soap, colors  
per gross, \$10.20. black  
Maypole Soap, per gross  
\$10.20  
Olive Soap, per gross  
\$10.20

Gloriola Soap, per gross..... 12 00  
Straw Hat Polish, per gross..... 10 20

## STOVE POLISH.



No 4—3 dozen in case, per gross... 4 81  
" 6—3 dozen in case " " " " 8 40



Per gross  
Rising Sun 5-oz. cakes, ½-gross boxes \$3 50  
Rising Sun 3-oz. cakes, gross boxes... 4 50  
Sun Paste 1½-oz. size, ½ gross boxes... 10 00  
Sun Paste, 50. size, ½ gross boxes... 5 01



## STARCH.

EDWARDSBURG STARCH CO., LTD.

Laundry Starches—  
No. 1 White or Blue, 4-lb. cartons 0 06½  
" " " 3-lb. " 0 08½  
Canada Laundry " " " 0 08½  
Silver Gloss, 6-lb. draw-lid boxes 0 08  
Silver Gloss, 6-lb. tin canisters... 0 08  
Edwards'g Silver Gloss, 1-lb. pkg. 0 08  
Kegs Silver Gloss, large crystal 0 07  
Benson's Satin, 1-lb. cartons... 0 08½  
No. 1 White, bbls. and kegs... 0 05½  
Benson's Enamel, per box... 3 00  
Culinary Starch—  
Benson & Co.'s Prep. Corn..... 0 07  
Canada Pure Corn..... 0 05½  
Rice Starch—  
Edwardsburg No. 1 White, 1-lb. cart 0 11  
Blue, 4-lb. lumps..... 0 08½

KINGSFORD'S OSWEGO STARCH



SILVER { 40-lb. boxes, 1-lb. pkgs. 0 08½  
GLOSS { 6-lb. boxes, sliding cover  
(12-lb. boxes each crates) 0 08  
PURE { 40-lb. boxes 1-lb. pack... 0 07  
48-lb. " 16 3-lb. boxes 0 07  
For puddings, oustards, etc.

OSWEGO { 40-lb. boxes, 1-lb.  
CORN STARCH { packages..... 0 07½  
STARCH { 6 bundles..... 0 06

STARCH IN { Silver Gloss..... 0 07½  
BARRELS { Pure "..... 0 03½

BEE STARCH.  
Cases, 64 pkgs. 48's..... \$5.00  
½ Cases, 32 pkgs. 24's..... 2.50  
Packages 10c. each.

BRANTFORD STARCH WORKS, LIMITED.

Ontario and Quebec.

Laundry Starches—  
Canada Laundry, boxes of 40 lbs. \$0 05¼  
Acme Gloss Starch—  
1-lb. cartons, boxes of 40 lbs.... 0 05¼  
Finest Quality White Laundry—  
3-lb. Canisters, cases of 48 lbs... 0 06¼  
4-lb. " " " " " 0 06¼  
Barrels, 175 lbs..... 0 05½  
Kegs, 100 lbs..... 0 05¼  
Lily White Gloss—  
1-lb. fancy cartons, cases 30 lbs. 0 08  
6-lb. toy trunks, 8 in case 0 07  
6-lb. enameled tin canisters,  
8 in case... 0 08  
Kegs, ex. large crystals, 100 lbs. 0 07  
Brantford Gloss—  
1-lb. fancy boxes, cases 36 lbs... 0 08½  
Canadian Electric Starch—  
Boxes of 40 fancy pkgs, per case 3 25  
Celluloid Starch—  
Boxes of 45 cartons, per case... 3 75  
Culinary Starches—  
Challenge Prepared Corn—  
1-lb. packages, boxes 40 lbs.... 0 05½  
No. 1 Brantford Prepared Corn—  
1-lb. packages, boxes 40 lbs.... 0 07  
Crystal Maize Corn—  
1-lb. packages, boxes 40 lbs.... 0 07



## TEAS.

SALADA CEYLON.  
Wholesale. Retail

Brown Label, 1's..... 0 20 0 25  
" " ½'s..... 0 21 0 26  
Green Label, 1's and ½'s..... 0 22 0 30  
Blue Label, 1's, ½'s and ¼'s. 0 30 0 40  
Red Label, 1's and ½'s..... 0 36 0 50  
Gold Label ½'s..... 0 44 0 60

Qty. on Tea, in  
1 and ½ lb. lead  
packages. black  
or mixed.

Black Label, 1-lb., retail at 25c.... 0 19  
" ½-lb., " " " " 0 20  
Blue Label, retail at 30c.... 0 22  
Green Label " 40c.... 0 28  
Red Label " 50c.... 0 35  
Orange Label, retail at 60c.... 0 42  
Gold Label, " 80c.... 0 55

CROWN BRAND

Wholesale Retail

Red Label, 1-lb. and ½'s..... 0 35 0 50  
Blue Label, 1-lb. and ½'s..... 0 28 0 40  
Green Label, 1-lb..... 0 19 0 25  
Green Label, ½'s..... 0 20 0 25  
Japan, 1's..... 0 19 0 25

"SNELLINGS PATENT"

English Break-  
fast Hopped Tea,  
29c.; retail, 40c.  
A. Waddell & Co.  
Agents, Toronto.  
Samples on appli-  
cation.

Cases each 60 1-lb. .... 0 35  
" " 60 ½-lb. .... 0 35  
" " 30 1-lb. .... 0 36  
" " 120 ¼-lb. .... 0 36

LUDELLA CEYLON, 1  
AND ½'S PKGS.

Blue Label, "..... 0 18½ 0 25  
Blue Label, ½'s..... 0 19 0 25  
Orange Label, 1's and ½'s..... 0 21 0 30  
Brown Label, 1's and ½'s..... 0 28 0 40  
Brown Label, ½'s..... 0 30 0 40  
Green Label, 1's and ½'s..... 0 35 0 50  
Red Label, ½'s..... 0 40 0 60

## TOBACCO.

THE EMPIRE TOBACCO CO. LIMITED.

Smoking—Empire, ¾'s, 5s and 10s... 0 39  
Royal Oak, 2 x 3, Solace, 8s ..... 0 52  
Something Good, 7s..... 0 48  
Chewlug—Bobs, 5s and 10s..... 0 39  
Currency, 13½oz. bars, spaced 9s... 0 39  
Currency, 6s and 10s..... 0 39  
Old Fox, Narrow 10s..... 0 39  
Snowshoe, pound bars, spaced 6s... 0 43  
Pay roll, 6s..... 0 44

## WOODENWARE

BOCKHE BROS. &amp; COMPANY.

Washboards Leader Globe..... 1 40  
" Improved Globe..... 1 50  
" Standard Globe..... 1 70  
" Solid Back Globe..... 1 80  
" Jubilee (perforated)... 1 85  
" Crown..... 1 25  
F.o.b. Toronto.

## YEAST.

Royal yeast, 3 doz. 5c. pkgs. in case... 1 00  
Jersey cream yeast cake, 3 doz. 5c... 1 00  
Victoria " " 3 doz. 5c... 1 00  
" " " 3 doz. 10c... 1 80

## We are always glad

to receive orders for the insertion of ad-  
vertisements. But will those who send us "Con-  
densed" or "Want" advertisements please  
bear in mind that they can only be inserted  
when cash or stamps accompany the order.  
The rate is 2c. per word each insertion, num-  
bers and contractions counting as words.

MACLEAN PUB. Co., Limited

Montreal.

Toronto.

## WE STOCK

NO. 197

SYRUP PUMP  
AND MEASURE.Highly commended by those who  
KNOW. (Ask for circular).WALTER WOODS & CO.  
HAMILTON.

## Soap

"IMPERIAL" and  
"SNOW"

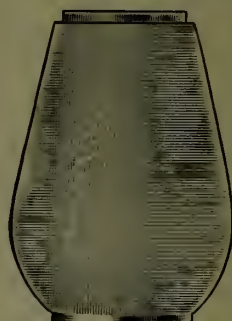
Twin Cakes.

NOW IN STORE.

Perkins, Ince &amp; Co., - Toronto.

ASK FOR  
MOTT'S

## ARE YOU USING OUR

Cold Blast  
or Jubilee  
GlobesAetna or  
Quaker Flint  
Chimneys?

Give them a Trial.

THE SYDENHAM GLASS CO.,  
of WALLACEBURG, Limited

## BRITISH BUSINESS CHANCES.

Firms desirous of getting into communicati-  
on with British manufacturers or merc' ants, or  
wish to buy British goods on the best possi-  
ble terms, or who are willing to become agents for  
British manufacturers, are invited to send particu-  
lars of their requirements for

## FREE INSERTION

in "Commercial Intelligence," to the Editor  
'SELL'S COMMERCIAL INTELLIGENCE',  
168 Fleet Street, London, England.

"Commercial Intelligence" circulates all over  
the United Kingdom amongst the best firms. Firms  
communicating should give reference as to bona  
fides.

N.B.—A free specimen copy will be sent on re-  
ceipt of a post card.



# The Auer Gas Lamp

Money-Back Style.

Makes its own Gas.

OUR No. 8 is the best all around lamp on the market for either the store or home.

IT IS FITTED with an up and down adjuster so that the burner can be lowered two feet. You can hang it on a hook or screw it up—we supply a hook and a screw plate with it.

IT GIVES a light of a 100 candle power and is a fine lamp to show goods with.

THE COST of running it is less than an oil lamp and there is no smell or smoke from it.

No. 8



YOUR MONEY REFUND-ED IF YOU ARE NOT PERFECT-  
LY SATISFIED.

WRITE FOR OUR  
CATALOG.

AUER LIGHT CO., 1682 Notre Dame St., MONTREAL.

When you get right  
down to the fine  
point you'll  
find that



## "EMPIRE" SODA

BEST FOR BAKING

is the most profitable for you to handle, and the best, purest and surest Super Carb. Soda you can give your customers. Made and put up in handsome packets by

BRUNNER, MOND & CO., Limited,  
Norwich, England.

WINN & HOLLAND, MONTREAL

SOLE AGENTS FOR CANADA

### ADVERTISING in WESTERN CANADA

will be Carefully, Efficiently, and Promptly  
attended to by

The Roberts Advertising Agency,  
WINNIPEG, CANADA

## THE "GLEANER"

KINGSTON, JAMAICA, B.W.I.

The Newspaper with the Largest Circulation  
in Jamaica and the West Indies.

Canadian manufacturers, merchants, etc., desir-  
ing to do business with this country and introduce  
their goods in this market, should put an advertise-  
ment in "THE GLEANER."

Write for scale of charges, etc., to

THE GLEANER CO.,  
Limited

"Gleaner" Office, . . . KINGSTON, JA.

Subscribers wanting goods or special  
quotations on anything anywhere in Canada  
at any time, can get them by mail or wire  
by corresponding with THE CANADIAN  
GROCER, Toronto or Montreal.

## Refrigerators

BUY

## EUREKA

it is the best.

### WHY ?

1st. Because it is  
built on scientific princi-  
ples, having insulated  
walls it is easy on Ice.

2nd. Because the sys-  
tem of circulation of air  
is perfect.

3rd. Because it is well  
built.

Further information  
can be obtained in cata-  
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The pure, rich, strong Cocoa that is most economical because it goes farthest. "The Household Cocoa" in England, where it is made. Without a peer, and so acknowledged everywhere. The pure and healthful Chocolate Confections that come packed in quarter, half and pound wooden boxes. The "Christmas sweets" so famous. "*Twelve days to Christmas.*"

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Annex.

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As to price, I will guarantee you a better profit than you have yet made selling Cigars. Let me send you a trial order of a thousand or more at my own expense, giving you three months in which to pay for them. A box of fine Cigars makes a splendid Christmas gift.

**J. Bruce Payne, Mfr.,**  
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## Keep Well Stocked With Lytle's Mince Meats

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—stocked at this  
—season of the year  
—with Lytle's  
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These December days bring the thought of Buckwheat Cakes to the front again, and when you think of them you call to mind the kind you used to enjoy so much. They had a **Buckwheat** flavor which you have failed to discover in the many so called Buckwheat Cakes offered to-day. So you have just about con-

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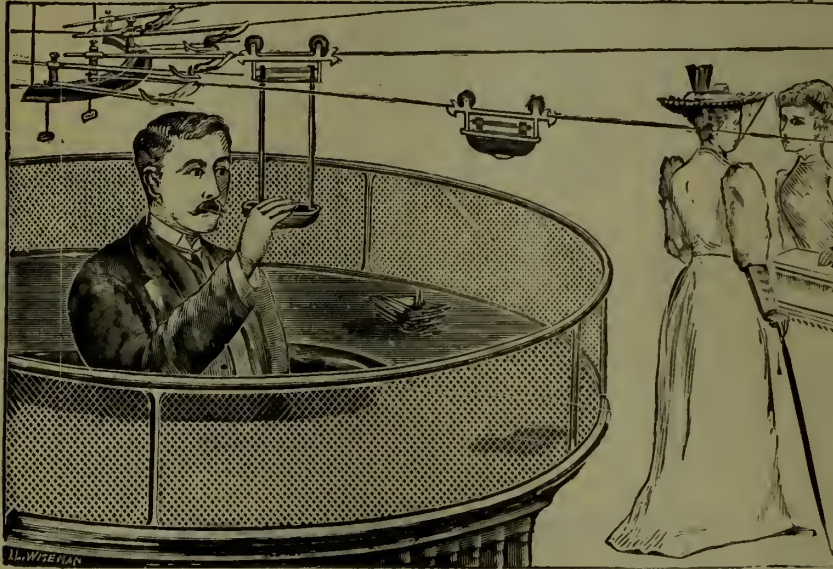
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Wholesale  
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## BE READY!

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## IVORY GLOSS STARCH

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It can be depended upon to give good results.

It contains no injurious ingredients.

It sells at a price that pleases the consumer and yet nets a good profit to the retailer.

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# FORMING A RETAIL MERCHANTS' ASSOCIATION.

## A Few Hints.

**I**N all ages men have been accustomed to associate themselves together for purposes of mutual defence, or the attainment of some common object, and for social intercourse. This idea has always manifested itself in the same way. In the days of the Romans the citizens had their *collegia*, a combination of all the craftsmen and those engaged in commerce, and it is maintained by some that the guilds of the Middle Ages, which Bacon called "fraternities in evil," were the descendants of these older *collegia*, especially in those Latin countries which have derived many of their laws and customs from old Rome. It is generally conceded that the modern trades unions, corporations, and mercantile associations are lineal descendants of these guilds of mediæval times. They have so many institutions in common, they both assembled at stated days for business in the regulation of labor and of things concerning themselves as a body, and they both are characterized by the holding of periodical feasts. It is with the mercantile associations that we deal with in this matter.

### ORGANIZATION ALWAYS FOUND ADVANTAGEOUS.

Those engaged in the buying and selling of goods have always found it to their advantage in multitudinous ways to organize into societies, consisting of all those engaged in commerce, or in their peculiar branch of commerce. As an example of this, take the retail grocers' associations, or retail bakers, of any of our cities where they are organized. As a body they invariably have more weight in any affair touching their business as a whole, and they are enabled to take up lines of action that will safeguard and further their common interests in various ways. They, with a greater chance of success, could enlist the cooperation of all manufacturers and wholesale jobbers in securing more just and equitable prices in all classes of staple and standard merchandise, could prevent misrepresentation in advertisements claiming to sell at less than cost price, and could promote legislation in the direction of simplifying the collection of debts. A large and effective dead-beat list could be made, and they would be able to promote proper equalization of taxation and insurance rates. These are only a few things which they could undertake as a corporate body.

### SOCIAL FEATURES.

Then, such an association has also its valuable social features. By stimulating an active and thorough discussion of matters directly affecting their business interests, there would be wider and more extensive reading, and the members would find this to be a source of culture. Their debating and oratorical abilities would be cultivated, so that they would thus be better qualified for any office of the State which they might be called upon to fill by their country. The periodical banquets, balls, parties, lectures, etc., connected with such a society are also a feature not to be passed over, as they are valuable factors in promoting fellowship and good-will and giving the members an *esprit de corps* which would be to their own good.

### BASIS OF ORGANIZATION.

In a small town or village, in the forming of such an association, the best results are obtained by organizing on as broad a basis as possible. Include all the retail merchants, regardless of what particular branch of trade they follow. This makes such an organization stronger numerically, and best results are obtained, as matters such as we have enumerated above as requiring consideration affect all lines alike. Whenever the butchers, bakers, grocers or hardwaremen feel strong enough they are always able to organize themselves into a separate or distinct body or as a branch of some parent association. Another danger of, say, the retail grocers organizing themselves into a distinct association with a distinct and definite policy is that those engaged in the same branch of commerce who are opposed to something in their platform may form themselves into a rival association.

### NECESSITY FOR TACT AND KNOWLEDGE.

For the successful formation of a retail association a great deal of tact and skill is required. Its advocates must be well informed as to its objects and aims and its advantages. They should make a careful study of the subject, and if a number, however small, are found willing to hold a meeting and form an association. It may require the services of a canvasser to secure the support of all parties so that the institution may be thoroughly representative and be successfully put on its feet. It then depends on the energy and undaunted

resolution of the members to continue what has been commenced. They could by using a great deal of tact induce others to enter with them as they gradually perceived the objects and aims of such a body. The support of the local press is also an invaluable aid.

### BEGIN IF ONLY WITH HALF A DOZEN.

If there should be only five or six willing to enter, let them go to work and organize. Such a commencement will form a valuable nucleus for a larger body. As we have said before, it will depend on the members whether their efforts are to be crowned with success or doomed to failure.

### PERSONNEL OF ASSOCIATIONS.


An association of retail merchants, of course, confines its members to only those engaged in the retail trade. Its constitution is always thoroughly democratic. Any qualified person is made a member of the association by motion at a regular meeting followed by a ballot the following month. All the officers are usually elected by nomination and ballot at a stated meeting. In cases when they are disqualified an election to fill the vacancy can be held at any regular or special meeting, providing a quorum be present. Of how many the quorum should consist depends on the size of the association.

The necessary officers are: President, vice-president and secretary-treasurer. The president's duty is to call the meeting, to preside thereat, to maintain order and decorum, and sign all orders and minutes. The vice-president performs all the duties of a president in his absence. The secretary-treasurer's duties are most onerous of all. He keeps a record of all the previous meetings, reads the minutes, attends to all correspondence, notifies members of the meetings, keeps a correct account between the association and its members, and charges and collects all fees. If convenient, all the monies collected by him are deposited in some chartered bank approved of by the members. He is also called upon to perform any other duty which the society may demand of him.

The above is the usual constitution of a merchants' association.

Meetings are conducted according to a definite plan. The hour is fixed at a time most convenient for the members to assemble; the president takes the chair and the meeting is declared open, providing



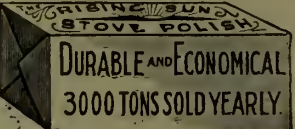


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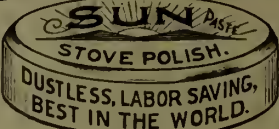
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3000 TONS SOLD YEARLY

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GUARANTEED TO THE TRADE



DUSTLESS, LABOR SAVING,  
BEST IN THE WORLD.

Our packages are larger and more attractive in style than any others.

The quality of our goods is superior to anything else on the market.

**MORSE BROS., Proprietors, Canton, Mass.**

For sale by all Wholesale Grocers; also the McClary Mfg. Co., London, Montreal, Winnipeg, Vancouver and Toronto.

there is a sufficient quorum to transact business. The following will be found useful in conducting such a meeting. The order of business being as follows :

#### ORDER OF BUSINESS.

1. Roll-call of officers.
2. Reading minutes of previous meeting.
3. Reading correspondence.
4. Report of officers and committees.
5. Unfinished business.
6. Payment of dues.
7. New business and remarks in the interest of the association.
8. Closing.

By the adoption of a plan similar to this much confusion may be avoided and the transaction of business greatly facilitated.

Fees are levied on each member as settled by the by-laws and the requirements of the association. By-laws are adopted regulating the conduct of the members and other items. The constitution may be changed or amended at any time, but usually due notice and a two-third's vote of all the members is required.

In all matters not laid down in the constitution Parliamentary rules of order and procedure usually are adopted in the government of all meetings.

The above is an outline of how an association may be formed and governed and may set those desirous of forming one on the right track so that they themselves may institute and successfully carry out similar organizations.

Anyone, pausing a moment in consideration, can perceive the benefits and the utility of an association like unto that outlined above. And the dream of the idealist is that all over our fair country such organizations should exist, united to each other through a parent stem that, in anything demanding their united and non-political, cooperative support, it may be forthcoming from every part of the Dominion.

S.

#### MANITOBA GRAIN INSPECTED.

THE returns for the month of November of grain inspected both at Winnipeg and Emerson were issued recently by Grain Inspector Horn, and, as expected, proved a record-breaker, there being no less than 10,272 cars of grain inspected, making a grand total of 23,078 cars inspected from September 1, the beginning of the present crop year, to November 30.

This amount was made up as follows : Wheat, 22,153 cars ; oats, 732 cars ; barley, 106 cars ; flax seed, 87 cars. Taking the average number of bushels per car, the total amount of grain inspected between the above dates is 19,458,390 bushels, made up follows :

| Grain.          | Ca s.  | Bushels.   |
|-----------------|--------|------------|
| Wheat .....     | 22,153 | 18,386,990 |
| Oats .....      | 732    | 878,400    |
| Barley .....    | 106    | 106,000    |
| Flax seed ..... | 87     | 87,000     |

Total grain inspected ... 19,458,390

The following table shows in detail the total number of cars of grain inspected during the months of September, October and November :

| Grain—               | Sept. | Oct.  | Nov.   |
|----------------------|-------|-------|--------|
| No. 1 hard .....     | 2,204 | 1,758 | 1,265  |
| No. 1 Northern ..... | 1,819 | 2,139 | 3,205  |
| No. 2 Northern ..... | 543   | 2,397 | 4,667  |
| No. 3 Northern ..... | 15    | 276   | 183    |
| No. 1 rejected ..... | 37    | 61    | 37     |
| No. 2 rejected ..... | 7     | 19    | 15     |
| Rejected .....       | 1     | 2     | 1      |
| Condemned .....      | 9     | 2     | 2      |
| Feed .....           | 2     | 5     | 23     |
| No grade .....       | 156   | 977   | 336    |
| Oats—                |       |       |        |
| No. 1 white .....    | 3     | 4     | 9      |
| No. 2 white .....    | 83    | 79    | 236    |
| No. 2 mixed .....    | 16    | 29    | 57     |
| Feed .....           | 15    | 52    | 112    |
| No grade .....       | 2     | 5     | 8      |
| Rejected .....       | 0     | 6     | 16     |
| Barley—              |       |       |        |
| No. 3 extra .....    | 5     | 6     | 1      |
| No. 3 .....          | 1     | 26    | 41     |
| Feed .....           | 0     | 7     | 4      |
| Rejected .....       | 1     | 1     | 2      |
| No grade .....       | 0     | 1     | 3      |
| Flax seed—           |       |       |        |
| No. 1 .....          | 0     | 2     | 3      |
| No. 2 .....          | 1     | 12    | 32     |
| Rejected .....       | 0     | 22    | 14     |
| No grade .....       | 0     | 1     | 0      |
| Total .....          | 4,927 | 7,379 | 10,272 |

During the grain year extending from September 1, 1899, to August 31, 1900, the total amount of grain inspected was 33,663 cars, or 28,252,300 bushels. For the period extending from September 1, 1900, to August 31, 1901, the total amount inspected was only 12,956,670 bushels. It will be seen from the above figures that for the first three months of the present grain year the amount inspected, 19,458,390 bushels, is nearly half as much again as during the whole of the previous grain year, and nearly two thirds as great as for the whole year from September, 1899, to August 1, 1900.

#### THE MERCHANT FLEETS OF THE WORLD.

In a recent issue of Engineering an interesting comparison is made between the growth of the merchant fleets of the leading maritime nations of the world. The most remarkable increase in tonnage has occurred in the German fleet, which has nearly doubled during the last 10 years. The French fleet has not materially increased, notwithstanding heavy subsidies. The United States fleet has increased by only about 200,000 tons, and Norway, Russia and Sweden all show small gains. The following table gives the details :

|                        | 1890.      | 1900.      |
|------------------------|------------|------------|
| United Kingdom .....   | 10,241,856 | 13,241,446 |
| United States .....    | 1,823,822  | 2,035,062  |
| Danish .....           | 280,065    | 519,011    |
| Dutch .....            | 378,784    | 530,277    |
| French .....           | 1,045,102  | 1,350,562  |
| German .....           | 1,369,311  | 2,650,033  |
| Italian .....          | 816,567    | 983,655    |
| Norwegian .....        | 1,584,355  | 1,640,812  |
| Russian .....          | 427,335    | 720,901    |
| Spanish .....          | 534,811    | 694,780    |
| Swedish .....          | 475,964    | 637,272    |
| Austro-Hungarian ..... | 269,648    | 416,084    |

In a computation of the exports of all the principal countries of the world it is found that the value of all the exports from the various countries in 1898 increased by over \$1,140,000,000 by the time they became imports at their destination ; and, while some part of this increase may be due to profits, insurance, etc., a large proportion of it was due to transport charges.



Ask our travelers for **BARGAINS** we are offering.

*There are four of them.  
You want them.*

If they do not see you this week 'phone us. They are interesting.

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**LUCAS, STEELE & BRISTOL, Hamilton, Ontario**

**Be Sure to Secure a Stock of**

# **CHRISTIE'S PLUM PUDDING**

**for your Christmas Trade.**

Put up in one and two pound tins with key attachment.

**CHRISTIE, BROWN & CO., Limited**  
**TORONTO AND MONTREAL.**

Goods that  
are scarce

We have them

At right prices



Whittings' Imperial Selects, in quarter-boxes  
Five-Crown Imperial Clusters  
Four-Crown Imperial Clusters  
Bevan's Connoisseur Clusters  
Rein's Black Baskets  
Bevan's "Bull" Brand Shelled Almonds  
Schisas' Vostizzas, beautifully cleaned  
Schisas' Casalina Patras, cleaned  
Messinese Fine Filiatra, cleaned

**ALL ORDERS PUSHED  
OUT DAY RECEIVED**

**JAMES TURNER & CO., Wholesale Grocers, Hamilton, Ont.**

IN  
STORE  
NOW

NEW SEASON'S  
**FRUIT  
NUTS  
PEELS**

CANNED SALMON.

**THOS. KINNEAR & CO., Wholesale Grocers,**  
49 Front Street East, TORONTO.

**COFFEE PRODUCTION OF INDIA.**

THERE were 215,405 acres of land under coffee in India in 1900, all situated in Southern India with the exception of 387 acres. Its cultivation is restricted for the most part to a limited area in the elevated region above the south-western coast, the coffee lands of Mysore, Coorg, and the Madras districts of Malabar and the Nilgiris, comprising 88 per cent. of the whole area under the plant in India. About 52 per cent. of this area is in Mysore, where there were 128,087 acres in 1900, and the plant is grown on 99,088 acres, being 40 per cent. of the whole, in the British districts of Coorg (68,596 acres), the Nilgiris and Malabar (30,492). In Madras there is no extensive cultivation except in these two districts and in Salem and Madura. Coffee is also grown, but on a very restricted scale, in Burma, Assam, Bengal, and Bombay. The fall in prices since 1897 has removed the stimulus which had been given for a few years to the further expansion of the coffee-growing area, while disease has combined with adverse climatic conditions to reduce the yield. The quantity produced last year was but little more than half the quantity produced ten years ago. Altogether 113,813 persons were employed on coffee estates (22,128 permanently and 91,685 temporarily), which is equal to one person to about 2.16 acres. The Indian producer is entirely dependant upon the external markets, which in order of importance are the United Kingdom, France, Ceylon, Asiatic Turkey and Persia, Aus-

tralia, Arabia, Germany, and Austria-Hungary. France is therefore India's second largest customer for coffee, and takes on an average about one-third of the whole quantity. It is consequently obvious that the Indian coffee producer has an intimate interest in the question of the application to Indian coffee entering France of a higher rate of duty than that imposed upon Brazilian coffee—a question with which the readers of this journal will be familiar. Coffee is not sold, as tea is sold, before shipment for export, and there is therefore no Indian quotation of price. The average price per cwt. in London for East-Indian plantation coffee in 1890 was 106s. 2½d., since when it has steadily declined, until last year, in consequence of the great expansion of the Brazilian production, it reached the lowest known level, viz., 47s. —Tea.

**VITALITY OF THE TEA PLANT.**

The following remarkable illustration of the vitality of the tea plant is given by a correspondent in *The Tropical Agriculturist*:—"In 1860 the agent of my firm at Chittagong sent a large quantity of tea-seed to Ceylon. This was planted in a nursery amidst coffee plants; the field of coffee was abandoned in 1862 and with it the nursery of tea. Twenty years afterwards the Chena—20 feet high—was felled, and burnt off, and apparently all vegetation was destroyed. With the first rains, wonderful to say, the tea shot up most luxuriantly, as if it had only been cut down, whilst all the other plants burned off were killed."

**NEW GRAIN GRADES.**

At a meeting of The Western Grain Standard's board held at Winnipeg on December 3, at which were representatives from Montreal, Winnipeg and other western points, it was decided a new commercial grade for this season's grain crop should be established. So it was resolved that any wheat not fit to go into No. 3 Northern, and so graded by the inspectors shall be graded as a commercial grade. No. 1 wheat, at the discretion of the inspector. Alberta oats were also graded as follows:

No. 1, white Alberta oats shall be plump, clean, and free from other grain and weigh not less than 37 lb. per bushel.

No. 2, Alberta oats shall be reasonably clean and reasonably free from other grains, and weigh not less than 34 lb. per bushel.

**A NEW KIND OF RANCH.**

The Ontario Fishermen's Bait and Hatching Co., Limited, a new concern, has been formed, which has secured control of Coleman's Flats, Belleville, Ont. It will use them as a grasshopper ranch and will thus supply bait in abundance to the fishermen. Last year Captain Crawford had all the boys in the district catching hoppers for a cent a dozen, which he sold, and made a good deal of money. So this new concern also expects to make a good thing out of its ranch, as the grasshoppers breed fast, and will be well fed. This ranch is said to be the only one of its kind in the world.



**For Christmas Trade**

HAVE YOU IN STOCK

**MacLaren's Imperial  
AND  
MacLaren's Roquefort Cheese**

in white opal jars? If not, you had better order, for it's sure to be asked for.

The A. F. MacLaren Imperial Cheese Co., Limited, 51 Colborne St., Toronto.





Place your order now for

# PRUNES

Prospects are, prices will be considerably higher in the near future.

## THE DAVIDSON & HAY, LIMITED

36 Yonge St.

Toronto.

### ST. MARYS CREAMERY'S SUCCESS.

At the fourth annual meeting of The St. Marys Cooperative Creamery Co., held at St. Marys, the auditors' report was the most satisfactory yet submitted. It stated that during the past 12 months the total milk received was 10,121,405 lb., an increase of nearly 3,000,000 lb. over last year. The total output of butter was 422,933 lb., as compared with 311,546 lb. for last year, showing an increase of 111,385 lb. The total amount received for this butter was \$72,986.64.

Since 1898, when the creamery was first inaugurated, there has been a steady growth in the price paid to their patrons for their butter. During the first year they obtained 14.05 cents per lb., while all last season the average amount received was 17.25 cents. Also in 1898, it took 24.58 lb. of milk to produce a pound of butter, while this year it only took 23.93 lb. for the same purpose.

During the four years that this concern has been in operation they have handled a total amount of 39,088,062 lb. of milk, from which there has been made 1,619,993 lb. of butter. For this they have paid out \$259,378.63. A dividend of 5 per cent. was declared for this season.

### HEIGHTH OF THE TEA PLANT.

The tea plant will grow a height of 20 feet, if left to itself, with a circumference of about the same, but it is kept down to 3 feet by constant pruning. After a year or two of plucking, the plant naturally loses vitality, to send forth abundance of new shoots; it then receives the unmerciful treatment of dismemberment; its branches are lopped off to such an extent that it looks utterly ruined. But

as though its vital parts had appreciated the rest, it bursts forth with renewed vigor, and in a few weeks is prepared for the ordeal of another year's constant plucking. It is the practice in some places to prune somewhat lightly every year, and in others to treat the plants with heavier pruning biennially.—Tea, London.

### THE FISH TRADE.

A city business man informs us that the fish trade just now is looking black, especially in Brazil. Several cargoes recently shipped there did not realize nearly the sum anticipated. The price keeps good but by some juggling amongst the purchasers abatements on every cargo have been made. One load that was considered exceptionally good leaving here was, on discharging, found undesirable from the buyer's standpoint, who demanded and received £600 abatement. This is outrageous and very few firms can stand a loss such as this. In fact, they prefer to give up the Brazil trade entirely unless such steps are taken to prevent such downright robbery. The European market just now is not in a flourishing state, prices being very weak; and there is no prospect of advance for some time to come. Norwegian and French "lave" have been poured in making it impossible to dispose of our product. The prospects just now are not bright, although the quantity of fish held here is far from being up to the average.—Herald, St. John's, Nfld.

Thomas Pollock, late of Ruthven, Ont., has opened up a grocery store in Brookdale, Ont.

### THE OLIVE HARVEST.

Californian olive growers are preparing to harvest their crop. In every orchard in the State the trees are loaded with the fruit, and the acreage devoted to the cultivation of olives is much larger this year than ever before. In recent years the yearly crop of olives seldom ran over 2,000 barrels, or, taking seven barrels to the ton, about 286 tons. The growers who sell their olives as they come from the trees have formerly received \$60 per ton for their product, or about three cents a pound. It costs one cent a pound to pick the fruit, thus allowing the growers \$40 a ton for their olives. This year the total crop of the State will reach 800 tons, or 5,600 barrels, an increase of 3,600 barrels over last year. The price this year has dropped 33 1/3 per cent. Olives now bring only \$40 a ton as they come from the tree, half of which goes to the pickers, thus allowing the growers only \$20 a ton.—Scientific American.

### EARLY CLOSING AT BRANTFORD.

In Brantford, Ont., there is being gotten up a petition asking that all the stores be closed at 6 o'clock each evening excepting Saturday, when they are to be closed at 10 o'clock. To secure the desired legislation each trade has to get up a separate petition, signed by three-quarters of the persons engaged in each business. As soon as they have secured as many signatures as they can, these petitions will be presented to the city council, asking that a by-law may be passed enforcing early closing.



## UPTON'S Jams, Jellies and Marmalade

are the best value obtainable and it will not take your customers long to discover it.

Do not lose a customer because you have not these goods in stock.

The A. F. MacLaren Imperial Cheese Co., Limited,  
SELLING AGENTS.

Toronto

## TORONTO RETAIL GROCERS' ASSOCIATION.

SIXTEEN or eighteen grocers were all that braved the wind and the cold rain on the evening of December 9 to attend this year's last meeting of the Toronto Retail Grocer's Association in St. George's Hall, Elm street. But the deficiency in numbers was more than made up by the great enthusiasm of those present. The president of the association, B. Panter, occupied the chair and called the meeting to order as soon as Secretary Edward Hawes was ready to read the minutes of the previous meeting, which, it will be remembered, was held to make arrangements for the association's waiting on the city council in support of the early-closing movement.

A report of the above-mentioned deputation was presented by T. Holmes, who stated that the aldermen seemed afraid to touch the amended by-law on account of the proximity of the local elections, and, as a result, no action had been taken by the Toronto City Council. This report was adopted.

F. W. Johnston then moved that \$50 should be taken from the general fund and devoted to an At-Home and oyster supper which he proposed should be held at the beginning of the coming year. R. B. Snow was the able seconder of this motion. But, after an interesting discussion, it was amended so that, instead of having a big oyster supper or banquet, the money so taken should be devoted to the serving of refreshments at each meeting as long as it would last.

The amended resolution was unanimously carried with great applause.

F. W. Johnston is to select two others, who will form a committee and dispose of this aforesaid amount for refreshment purposes.

A rather humorous report of the meeting in which some retail grocers organized themselves into a section of the Retail Merchants' Association of Canada was given by R. Davis, who had attended that gathering. In his opinion the whole affair was managed by two or three men who formed a sort of family compact and kept all the offices amongst themselves. He said that there was no retail grocers of any great influence, excepting, perhaps, one or two, attached to this new organization.

A committee consisting of David Bell, R. Robertson and W. J. Sykes was appointed by the president to look into the details and report to the executive regarding an annual ball and supper which they propose to have again next year, about

February, in the Temple Building, the place used on former occasions.

Edward Hawes was asked to continue in the secretaryship which he at present holds till someone else can be found who is capable and willing and has sufficient time at his disposal to fill the office.

As the picnic business of last summer had not yet been wound up, some of the prizes donated not yet being handed over, it was left to the executive committee to be attended to and the secretary was instructed to write to the donators of the prizes not yet received, asking them to send them in.

Some accounts were ordered to be paid, after which the nomination and election of officers for the ensuing year was proceeded with. The results of the elections were as follows:

President—W. J. Sykes (acclamation).  
Vice-President—David Bell.  
Treasurer—J. S. Schoales (acclamation).  
Secretary—Edward Hawes (acclamation).  
Executive—R. B. Snow, F. W. Johnston, J. Nolan, Robert Robertson.  
Trustees—J. D. Bond (acclamation), A. White, T. S. Roberts.  
Auditors—B. Panter, J. Kendall.

It was requested that each member should bring as many friends as he could with him to the next meeting, which will be in January 1902. At this meeting the reports of the various committees, secretary, treasurer, auditors, etc., will be submitted, and the retiring officers and others will make their addresses. The newly-elected officers will also have something to say.

The meeting then adjourned at 10 30 p.m.

## NOW THE E. W. GILLETT CO., LIMITED.

The E. W. Gillett Co., Limited, Toronto, Ont., has made an application to the Ontario Government for a charter. This company has been conducting business in Toronto for nearly 20 years, and are well known as the manufacturers of "Royal" Yeast, Gillett's Lye, "Magic" Baking Powder, etc. During this time this company was working in connection with an United States concern, but now as the company is organized, the business will be an all-Canadian one. The capitalization of the concern is \$300,000, and the provisional directors are: E. W. Gillett, Wm. Dobie, and George Hepburn.

## THE CANADA BEET SUGAR CO.

In the County of Waterloo canvassers are hard at work amongst the farmers endeavoring to secure contracts for the required acreage of beets as a guarantee to The Canada Beet Sugar Co. that when the

sugar factory is completed there, the supply of beets necessary to keep it running will be forthcoming. Three thousand acres have already been secured, and as soon as 2,000 acres more are assured the company will commence building operations on their sugar factory, which will cost about \$700,000. This plant will for the first year require 500 tons and for the second 1,000 tons every 24 hours to keep it running. The necessary seed will be furnished to the farmers, which can be paid for with beets at the rate of \$4 per ton. For the second and third years 33⅓c. per ton for every 1 per cent. of sugar in the beets will be given.

The trip made recently from Waterloo county, by a number of business men and others interested, to Michigan proved the possibilities of the industry, and no difficulty ought to be experienced in securing the necessary contracts, as Waterloo is the wealthiest county in the Province, and it will not be necessary to seek for outside capital to carry out their project.

## SUNDAY CLOSING IN MONTREAL.

The Montreal Retail Grocers' Association held a very enthusiastic and well-attended meeting last Thursday night at the Monument Nationale, when, besides discussing important matters, 25 grocers were admitted to membership.

Ald. Turner presided. The first matter that was brought up had been mooted at the previous meeting and had created considerable discussion in other trade bodies. This was the matter of Sunday trading. It is felt that there are a large number of shops that keep open on Sunday under one pretext or another, and deprive law-abiding grocers of a considerable amount of business. It was decided to petition the city council to enforce the by-law. Ald. Turner promised to bring the matter up before the council, and it is likely the grievance will be ameliorated.

A campaign will be commenced to have the licence law amended at the next session of Parliament, and Secretary Dixon was instructed to send a letter to all the principal grocers in the Province of Quebec, asking them to assist the Grocers' Association to accomplish this object.

## THE ST. JOHN, N.B., ICE CO.

The St. John Ice Co., St. John, N.B., held a meeting last week and elected their officers as follows:

President—Walter O. Prudy.  
Vice-president—J. Fraser Gregory.  
Secretary-treasurer—James Dart.  
Directors—James U. Ru-sel, James D. Seely, L. T. Crosby, D. J. Purdy, M.P.P.

A dividend of 6 per cent. was declared, which will be paid on December 15.



It is not good policy to offer substitutes for Royal Baking Powder, nor to sell the cheap alum powders under any circumstances.

The consumer whose trade is most valuable wants the best and purest goods, and in baking powder this is the "Royal." If he does not find the Royal at your store he will go elsewhere for it, and in so doing there is a liability that he will carry all his orders with him.

## THE TEAPOT IN INDIA.

By SIR EDWIN ARNOLD.

**I**N a recent speech upon the Assam labor question Lord Curzon made a suggestion which may prove to be the beginning of a new era in India. Full of ideas as is the accomplished Viceroy, I am inclined to think that the most brilliant and fruitful of them all was set on foot when his Excellency asked why India could not be induced to drink her own tea. Why not, indeed? we may well inquire. It is known that she grows the best tea in the world, and Assam, indeed, is the original mother-country of the little bush which has become so famous and necessary. Yet, as a matter of fact,

### HARDLY AN OUNCE

of tea, black or green, is consumed by Indian natives; it is still as strange and foreign to them as it was to Mr. Pepys when, on September 28, 1660, he wrote in his diary: "I did send for a cup of tea, a China drink, of which I had never drank before." That was the beginning of the "cup that cheers" in England, and it was about the same time when the chairman of The East-Indian Company, writing to Calcutta, added the famous postscript to his letter, "Tell our agent to buy and send hither six pounds of the best tay he can gette." And now what a business it is! Indian and Ceylon between them do an enormous trade, which has quite outpaced the teagardens of China and could and will be greatly extended. Japan and the Celestial Empire are their principal rivals, but

### JAPAN DRINKS A GREAT DEAL

of her own and sends all the surplus to the United States, the world in general, which in this case really means Russia, America and England being supplied, the first-named entirely from China, and the others from the general market. Now it would be an excellent thing if India would take to the drinking of tea. That it may become a universal and popular beverage is proved by Japan, where, taken without milk or sugar, its use is constant and pervading. Many other nations have

### SPECIAL DRINKS.

The South-American takes his "mate"; the African his "pombe"; the Polynesian "kava," and so on. But the Hindoo has always been contented with simple water. I hardly know of any other potable among them except the liquid in which rice has been boiled, which they call "conjee," and sometimes, perhaps, milk and water, with a little spice in it. The Hindoo housewife does not make stews nor soups—forbidden these things by her creed—and very rarely does she provide anything like a vegetable broth.

### MOST OF THE HOUSEHOLD FOOD,

such as chupattis, grain, etc., is cooked on sheets of iron, the saucepan coming very little into the domestic cuisine. The Hindoo housewife knows nothing of cocoa or chocolate, and has never even tasted that coffee of which her Mohammedan sister partakes. But what an excellent thing it would be if Lord Curzon's idea should make her a tea-drinker. Taken as the Japanese take it, pure and simple, without cumbrous paraphernalia, tea-

drinking would well suit the population. First of all it would, as in Japan and China, lead to the general habit of boiling all the drinking water. That one custom

### WOULD SAVE LIVES

by hundreds of thousands, for the peasants, once habituated, would take cold tea with them to the fields, and avoid for themselves and their children the terrible evils of the village-tank. Next, tea, though only slightly nourishing, prevents waste of tissue, and helps food to assimilate; so that the trifle spent in a cheap but good leaf would be well repaid. Thirdly, it is a social cup, conducive to conversation and family peace, and would be a great boon to the patient, gentle womenfolk who have such few pleasures.

Of course, there must be no question of five-o'clock fashions and

### ELABORATE TEA EQUIPAGES.

A kettle, a teapot, and some cups should comprise all the machinery necessary. Milk and sugar are innovations introduced by the West; and spoons, plates and cream-jugs, are not in popular knowledge. Every morning the Hindoo household sends forth a mother, an aunt, or a sister to the village well, where the chat of copper, brass, or baked clay is filled to the brim, corked with a tuft of convolvulus or lemon-grass, and carried back to the hut for the day's consumption. The cooking-stove is a hole in the ground with a few stones, the fuel charecoal or cow-dung cakes. Everything is primitive, and will remain so. Yet, if once Lord Curzon's good idea should strike root into the soil, I hardly know

### WHAT BOON COULD PROVE GREATER

than tea-drinking established as a habit among the Hindoos. Besides the countless lives saved by boiling the water, the homes made pleasant by the little social graces which cluster round the teapot, and the pride and comfort of a little luxury embellishing daily life, it would be a stupendous lift for the tea industry of the land. Accordingly the Viceroy's suggestion has been intelligently taken up. An official crusade for the propagation of the teakettle has actually been started. We learn from a high Indian authority: "A tea-distributing agency has been formed, and Messrs. Andrew Yule & Co. have undertaken the work of distribution for three years without remuneration except out-of-pocket expenses. The Tea Association has given a grant of 40,000 rupees. The large agency houses, headed by Messrs. Finlay, Messrs. Muir, Messrs. Yule, Messrs. MacNeill, Messrs. Octavius Steel, and others, have agreed to contribute three-quarters of a million pounds of tea annually. With the present low prices, the native consumption is expected to reach 15,000,000 or 20,000,000 pounds.

### THE OUTLOOK.

Mark how splendid is the outlook of all this! Talk of storms in a teacup: here is promise and potency of golden profits for the planters, enhanced revenue for the Government, and health and pleasure for a population of 250,000,000, all enshrined in a tea chest. If the notion took root, Assam and Cachar might safely double their tea-gardens; the English potters

might make a little fortune in each district by turning out such utensils as native taste would demand, and although sobriety is a virtue which few Hindoos have to learn, the use of tea is everywhere seen, and above all in Japan, to be the greatest friend of temperance and gentle manners. There is

### A WHOLE GOLD MINE

in the idea of supplying Indian railway travellers with hot and cold tea in place of the untempting and rather perilous water jars now on offer at all stopping stations. Cold, weak tea is probably the best and safest beverage for thirsty throats; and if Lord Curzon's suggestion led to nothing more than a growing habit of boiling drinking water it would be a result worth any efforts. Only too much must not be hoped for. The Hindoo is beyond all men cautious, conservative, and cast-ridden. The tea he uses would have to be specially grown, prepared, and guaranteed, and the Brahmins and higher classes must first be won to the teapot. Perhaps something classical might be found in the scrolls of Hindoo mythology which would sanctify and recommend the tealeaf, as has happened in the case of the sweet basil. In front of almost every Hindoo door will be seen a square earthenware pot marked with rude figures in colored chalk, and containing a dwarf shrub. This is

### THE HOLY TULSI,

the plant consecrated to the protecting deity; and the Indian housewife would as soon forget to grind the day's grain in the little stone mill as to pour the morning water over the Tulsi-plant on her doorstep. My good friend, Sir Mountstuart Grant-Duff, who, like King Solomon, knows the eastern flora from the cedar to the hyssop, could find, I am sure, something charming and authoritative about that plant which, indigenous in Assam, has borrowed its name of "Tcha" from China, and is least of all known in the land where it grows best and most naturally. If, then, Lord Curzon can teach India to drink tea he would, in my judgment, deserve for ever to rank among her greatest benefactors. —Daily Telegraph.

### TRADE CHAT.

**B**YAM & SON have purchased the Lancashire block, Millbrook, Ont., which they are repairing and fitting up preparatory to opening out with a full stock of general merchandise.

At Woodville, Ont., there has been a public meeting held with the object of organizing a poultry cold storage company.

Snelgrove Bros., general merchants, Fort William, Ont., have closed all their books and have started to do business on a strictly cash basis.

Naisbitt & Co., flour and feed merchants, Milton, Ont., are building an addition to their store to accommodate their growing business.

The general store, recently vacated by P. W. Armstrong, on the town line between Cayuga and Oneida, near Hagersville, Ont., has been reopened by R. S. Hall.

In consequence of Thos. Earle's failure in Victoria, B.C., two other firms, The Clavoquet Fishing Co., and W. A. Jamieson, both of Victoria, have been forced to the wall.



**JUST A WORD** TO THE MERCHANTS THAT  
HAVE DELAYED ORDERING THEIR XMAS SUPPLY OF

# MALAGA RAISINS and ELEME TABLE FIGS.

**AT PRESENT** OUR STOCK IS COMPLETE—BUT—WILL NOT LAST LONG.  
ORDER AT ONCE BEFORE THE ASSORTMENT IS BROKEN.

**THE EBY, BLAIN CO., LIMITED**  
**WHOLESALE GROCERS, Etc. TORONTO.**

WHEN BUYING COFFEE REMEMBER "KIN-HEE" AND THE FAMOUS QUICK COFFEE POT.

## HINTS TO BUYERS.

Contributors are requested to send news only not puffs of goods they handle, or the arrival of standard goods that everyone has in stock, or that they are offering goods at close figures, or that they have had an unusual large sale this season.

Lucas, Steele & Bristol have holly in cases and half-cases.

John Sloan & Co. are offering a dark sugar for the Christmas trade.

Lucas, Steele & Bristol offer "Wheat Marrow" in cases, at \$2.40 per case.

New Grenoble and Marbot walnuts in stock now with W. H. Gillard & Co.

T. Kinnear & Co. are offering last season's Californian raisins at low prices.

A shipment of newly-shelled Grenoble walnuts has reached John Sloan & Co.

"Aroma" coffee, whole and ground, in 1-lb. tins, is put up by W. H. Gillard & Co.

Peels in  $\frac{1}{2}$  and 1-lb. packets; also dates and figs, are offered by Lucas, Steele & Bristol.

W. H. Gillard & Co. are offering Californian raisins in 50-lb. boxes at low figures.

The Davidson & Hay Co., Limited, who are large dealers in figs this season, report large sales.

Clemes Bros. have to hand their first car of "Lion" brand navels and they report a good demand for them.

Warren Bros. & Co. have been appointed agents for the "Victor" brand of maraschino cherries in glass bottles.

Henri Jonas & Co., Montreal, are prepared to fill orders for any quantity of choice truffles that dealers may require.

Henri Jonas & Co., Montreal, have still a few dozen of their fancy fruit syrups, put up in attractive, tasty decanters. It is only a few weeks ago that

the firm received 500 cases of these syrups.

Poultry dressing, sage, savory, pastry spice, etc., may be had from Lucas, Steele & Bristol in pretty screw-top tins.

W. H. Gillard & Co. have a nice assortment of trout, herring and whitefish, in 100-lb. kegs, which they are offering from lake points.

The "Ozo" Co., Limited, Montreal, are offering the trade an extra choice assortment of Ceylon and Japan teas at reasonable prices.

E. D. Marceau is offering some nice Ceylon teas at 15, 17 $\frac{1}{2}$  and 20c. in half chests. He has also a large stock of low-grade gunpowders.

Henri Jonas & Co. announce that they have just received a fresh supply of French prunes from Violette & Co., Bordeaux, which will be particularly suitable for the Christmas trade.

PAKENHAM, ONT.

Green Ceylons are taking fine, and I think Japans are a thing of the past here.

THE ABOVE IS AN EXTRACT FROM A LETTER RECEIVED RECENTLY.

## RED ROSE TEA

in Ceylon Green, Black or Mixed, will help increase any merchant's business. If you are not handling it, ask the opinion of some other merchant or a commercial traveller in some other line of business.

**T. H. ESTABROOKS, TEA IMPORTER AND BLENDER, ST. JOHN, N.B.**

## "Superior" Breakfast Cream

(CEREAL)

It is a new thing and good to eat. It is the pure life-building portions, phosphates and gluten, from the world's best and most northern-grown wheats of Manitoba and the Canadian Northwest. It is the latest and greatest natural food diet for the development of bone, brain and muscle in youth, and the retaining of strength and vigor in old age.

3-dozen 2 $\frac{1}{4}$ -lb. packages to the case.

MANUFACTURED BY **North-Western Cereal Co., London, Ont.**  
Manufacturers of SUPERIOR GLUTEN FLOUR.

## *Business Will Pick Up!*

Windsor Salt won't accomplish miracles but it will certainly add to the character of your general stock. Even if you do not care to sell the highest quality of goods, "business will pick up" when customers find you selling "the best salt."

### *Sell Windsor Salt*

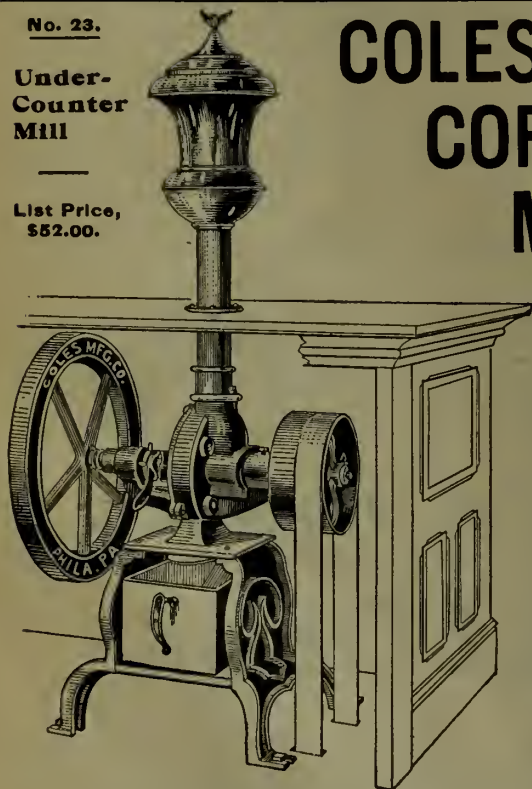
and you sell the best Salt there is or can be. Try it if you never have—try it for your customer's sake, if not your own. Ask your wife to use it and trust to **her** opinion. She's not so different from other women—you'll certainly believe her if you won't believe us.

THE CANADIAN SALT CO., LIMITED,  
Windsor, Ont.

No. 23.

Under-  
Counter  
Mill

List Price,  
\$52.00.



## COLES COFFEE MILLS

None better for  
Granulating or  
Pulverizing.

Our mills will  
Pulverize with-  
out heating Coffee.

Every Coles  
Coffee Mill has a  
Breaker that  
breaks the Coffee  
before it enters the  
grinders, thus re-  
ducing wear of  
grinders.

A GREAT  
LABOR-SAVER.

Our Grinders  
wear longest.

Agents { TODHUNTER, MITCHELL & CO., Toronto.  
DEARBORN & CO., St. John, N.B.  
FORBES BROS., Montreal.  
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| S.S. BENEDICK, | Dec. 30. | S.S. ORURO,    | Feb. 10. |
| S.S. OCAMO,    | Jan. 13. | S.S. BENEDICK, | Feb. 24. |

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PLEASE MENTION THAT YOU SAW  
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### GOING OUT OF POLITICAL LIFE.

IT is with regret that we learn of the decision of Col. Prior, of Victoria, B.C., to retire from politics, either Provincial or Dominion.

He is the type of man of which we have altogether too few in political life, namely, the practical business man.

No doubt politics had some attraction for him; but it must have entailed a good deal of sacrifice on his part to take so much of his time from the hardware business of which he is the head, to devote himself to the affairs of his country. For the time he has been in public life he is deserving of the thanks of those who stand with this journal in preferring the practical business man in Parliament to the man who makes politics a profession with a view to advancing his own interests.

It matters little or nothing what a man's party predilections may be as long as he is a practical business man with a good fund of common sense. Business men are gradually recognizing this. And just as

they recognize and practice it will the personnel of our legislative bodies improve.

The respective political parties in Ontario are at present engaged in selecting their standard-bearers for the contest which is to come off at the polls a few months hence, and it is to be hoped that at the party caucuses the business men are exercising their influence on behalf of business men as their nominees. Now is their opportunity. And an opportunity cannot be grasped after it has gone by.

### A MEAN MERCHANT.

A VOID meanness, for there is no trait which tends to bring a merchant more readily into disrepute with his customers.

We have in mind a certain retail merchant whose trait of meanness at times leads him pretty close to the verge of dishonesty.

One thing, for instance, that appears to be a common practice with him is in regard to the value he attaches to the United States 10c. piece. If he takes it in over the counter from a child, he reckons it at 8c., but when he gives it out in change he values it at 10c. We know of a family who was curious enough to experiment with him in this particular, and the results were invariably the same.

Another way in which the merchant exhibits his meanness is in adding on a cent here and there to an account when children are sent to pay it. For example, one of his customers who runs a weekly account has discovered that he has been in the habit of adding an additional cent per pound or cent per dozen, as the case may be, if between the time the goods were bought and the time they were paid for the market price had appreciated by that amount. This, of course, he only did when children were sent to pay the accounts, which makes the practice all the more detestable.

### A GOOD TRADE SIGN.

The returns regarding the bank clearings in Canada continue to afford a good deal of food for satisfaction.

During November the returns aggregated \$163,188,409, an increase of 8.6 per cent. compared with the same month a year ago. For the 11 months ending November the

returns aggregated \$1,694,440,211, or 17.1 per cent. in excess of the corresponding period of 1900.

It is evident that as long as the bank-clearings' barometer reads so favorably we need not have much concern regarding the trade conditions of the country.

### AN UNEXPECTED REVERSION.

DURING the month of November it was a pretty unanimous opinion of the trade that we were to see a marked reversion from the high prices that have been ruling on pork and all hog products for some months. There has been a light supply of hogs all summer—not nearly great enough to supply the demand. It was thought that the high prices that had been ruling would lead to extensive hog-raising both in Canada and the United States, that this fall would see heavy marketing of hogs, and that prices would decline proportionately.

Although this prediction developed into partial truth, and values did decline quite a number of points in November, the bear movement has ceased and a recovery has been going on during the past two weeks. Chicago has advanced 150 points, and it would appear that we are again to see a continuation of very high prices on pork and lard. Lard is 10c. per pail higher on the Montreal market this week, hams, 1c. per lb. and pork, 50c. per bbl. higher. Pork-packers are taking all the hogs offering at 6¼c. live weight and complain there are not enough. Dealers have infinite difficulty in securing sufficient supplies, either from our Canadian or from United States packers.

A circumstance that has upset nearly everybody's calculations has been the high price of corn. It seems that the large line of hogs that has been coming into Chicago has been forced upon the market because the farmers have had no corn to feed them. A statement just at hand points out that the November run of hogs last year averaged 242 lb., and this year only 218 lb., a decrease of 24 lb. per hog. Students of the market take this as an indication that farmers are marketing every available hog, and that the supplies are likely to become smaller, rather than larger. Stocks of lard at the world's ports are 30,000 tierces less than last year. All of which would indicate that pork and lard will not be cheaper, and may possibly be higher, until the spring months.

## STRONG STATISTICAL POSITION OF TEAS.

**I**F statistics are any criterion as to the market condition of any commodity, those relating to tea should incline one strongly to the opinion that high, rather than low, prices are likely to rule during this season.

From figures which have recently been gathered from various sources it is estimated that the shipments of tea this season will be at least 44,000,000 lb. less than last season. Up to a recent date the shipments of China teas were 30,000,000 lb. short of last year; those from India 10,000,000 lb. short, while those from Ceylon and Japan were 2,000,000 to 3,000,000 lb. less from each country than they were a year ago.

Our information this week from all sources indicates a strong market for all descriptions of teas, particularly in China greens, which are almost unobtainable. A small shipment of fine gunpowder was received on the Toronto market this week, but the price asked the wholesale trade is 30 to 35c. per lb.

In London, England, there appears to be some stocking up as a protection against a further increase in the duty on tea. The possibility of an increase in the duty on tea is, however, so small that teamen would scarcely think it worth while to protect themselves were it not for a realization of the fact that the future of the market favors higher prices, and that, therefore, very little risk is being run by anticipating requirements. Both the Calcutta and Colombo markets are also firm. The strength of the market centres largely around teas for price.

From what we can gather regarding the statistical position in Canada, very few teas are held in first hands in London, Hamilton or Montreal, while in Toronto teas for price are becoming scarce, both in Indian and Ceylon descriptions. During the past week in Toronto there have been transactions in some good-sized lots of low-grade

Indian and Ceylon teas. The price of low-grade spot teas in Canada is below that ruling on the London, Eng., market. Consequently, there is, at the moment, little or nothing doing for shipment from that point.

### AFFAIRS OF THE ROSS TEA CO.

**A** NOTICE bearing date of December 4 has been issued to the creditors of the Ross Tea Co., Toronto, announcing that the assets of the company have been sold to Mrs. Jennie Ross, wife of the owner of the business. The letter reads as follows:

RE ROSS TEA CO.

DEAR SIR,—Owing to action being taken by one of the largest creditors, Mr. Ross thought it proper to consult his creditors as to the proper course to be pursued in view of the fact that he was unable to meet his liabilities.

At a meeting held at my office on November 29 the creditors approved of the sale to Mrs. Jennie Ross of the assets of The Ross Tea Co. for the sum of \$500, notes for which sum are to be placed in my hands, and, on payment, distributed pro rata among the creditors after deducting necessary expenses. The advisability of disposing of the assets in some other manner was fully discussed, but the creditors were unanimously of the opinion that the proposition of Mrs. Ross would realize more for the creditors than any other way of disposing of the assets and much more than by an assignment for the benefit of creditors.

After collection of these notes you will receive a dividend upon your claim, particulars of which please forward to me.

Yours truly,

RICHARD TEW.

Toronto, December 4, 1901.

Upon inquiry, it is learned that such a meeting was held, at which were present creditors whose accounts were \$100 or over in amount. And, as long as the assets were sold at a figure approximating their value, such a transaction as that reported is legal. What strikes one forcibly is the small value that is placed upon such a concern as The Ross Tea Co. The inventory, however, discloses nothing more. The quantity of tea in stock was only about 100 lb., while the rest of the assets were largely made up of one tea-packing machine, office furniture, labels and other printed matter, and \$200 collateral in the bank, which last-named item is understood to have shrunk to about \$70, on account of returned drafts.

The action referred to was taken by the Lipton Company to recover the amount of

\$1,250 due on notes which had matured but had not been retired. The action came before the court in Toronto about November 26 or 27, and when an effort to induce the Lipton Company to drop the case and share pro rata with the rest of the creditors proved abortive, the mutiny referred to was held, the object being to consult the other creditors before judgment was given. At this meeting, as already pointed out, Mr. Ross was advised to sell the assets to Mrs. Ross, which, as already pointed out, he did. The Lipton Company also holds additional notes against the company which are not yet due. They are said to be at least equal in amount to those upon which judgment has already been secured.

Prior to the writ being issued by the Lipton Company, the Ross Company offered to pay 100c. on the dollar, provided the former company would accept notes covering a period up to 18 months. This it agreed to do, provided the notes were endorsed, but to this the Ross Company would not consent, and the issuance of the writ followed.

The notes which Mrs. Ross has given for the assets cover a period of from two to six months.

The total liabilities of the company are about \$6,000. Against this are assets of \$500, minus the amount to be deducted for necessary expenses. Unless this sum is augmented from some other source, it is evident the outlook for the creditors is very poor, indeed.

The Ross Tea Company was started by Mr. Ross shortly after the Monsoon Tea Company, of which he was manager, was sold to G. F. & J. Galt a little over a year ago. The amount of capital he put into the business was about \$5 000. The financial difficulty of the company is said to have been brought about largely from excessive expenditure in advertising matter, some \$10,000 having been thus expended.

### STRONGER CURRANT MARKET.

The currant market in Greece has taken another bullish turn, there having been two or three advances during the week. The aggregate advance is about 2s. per cwt.; and later cables say the tendency is still upward.



## TRADE IN COUNTRIES OTHER THAN OUR OWN.

**D**URING the past week speculative interests have been very busy among canned-goods distributors, tomatoes, of course, getting the most attention; corn and peas have been in active movement. As we anticipated, the question of futures is already developing as one of the most important for the new season, and quite a number of contracts have been signed for peas, corn and tomatoes of the pack of 1902, prices, however, being generally left open. The holders of tomatoes at present appear to be very much inclined to reap the harvest that is in sight. The activity in tomatoes during the past week has naturally resulted in putting quotations a peg higher. Standard No. 3 are quoted at \$1.05 to \$1.10; extras, \$1.20; standard No. 2, 80 to 85c.; gallons, \$3.20 to \$3.50.—The Trade, Baltimore, Md., Dec. 6.

## CALCUTTA TEA SALES.

Sales on Friday, the 1st inst., totalled about 26,000 packages, most of which were disposed of in the auction room. The quality, generally, was again good average, although here and there inferior tea was shown from the Dooars. A better selection from Darjeeling was before the trade, and sellers were fortunate to meet a particularly strong demand and keen competition; indeed, the spirited bidding for these kinds was the feature of the sale; otherwise there was no change in the tone of the market. It was again strong and active, and certain types of high-class tea were dearer; on the other hand, for plain liquoring sorts and commonest descriptions there was no inclination to follow the smart advance last week; if anything, these kinds were a shade easier, though they were not quotably lower. This was to be expected, as it is not unlikely that the recent advance on the home market may prove to be spontaneous, coming as it has before London has handled one-third of this year's crop.—Planting Opinion, Madras, November 9.

## PROVISION-TRADE OUTLOOK IN THE U. S.

The week has shown added speculative excitement. It has been provoked among the outsiders, particularly not only by the showing of stocks of the products, but by the rapid advance in prices of corn. Indeed, the corn influence has been uppermost. As the season advances the short crop of the grain appears most significant. Some feeding sections are either out of supplies of corn, or hold moderate quantities of it, and believe that arbitrary prices will prevail before the close of the season. In many localities feeding of wheat is compulsory. Indeed, this wheat-feeding, to which we alluded a fortnight or more since, has been recognized this week in a general way as of quite an extensive order. But the prices of wheat now are advancing as rapidly as corn, and it would seem probable that wheat would be fed in a more conservative way, except in sections where it is impossible to get corn, ex-

cept by buying it at neighboring markets. It rather looks, however, as though all of the possibilities of the grain markets were being discounted, that the advance is coming too soon, and that the outsiders, as speculators, were all trying to get in before the limit of prices was reached and that the general situation of the grain was swept along to limits not perhaps warranted by actual supplies at present, or the needs for consumption. We, however, have all along contended that the hog crop is a large one, well up to that of the previous year, possibly exceeding it, and that the requirements of grain consequently by feeders are liberal. But the fact that hogs are being marketed in an urgent way, that a larger number of them than in ordinary seasons are of poor weights, means that there is as careful use of the grain as possible, while the materially diminished export movement of corn as against last year, means something in losing effect from the remarkably short corn crop. There is no reason, however, why this should not be a season of remarkably high prices, not only for corn, but for hog products and those commodities associated with hog products, such as cotton oil, etc.—National Provisioner, December 7.

## BRITISH CURRANT MARKET.

The wise precaution of having fruit at this particular time ready for immediate delivery has caused the duty-paid clearances of currants to be heavy, but market transactions with dealers commence to show the falling off which is generally expected at so late a period of the year. An absolutely reliable statistical position is very difficult to obtain; in consequence there is a want of confidence in the future, and a great indisposition on the part of dealers and grocers to carry heavy stocks into the new year. The first endeavor of the present season on the part of speculators to force the hand of the trade was made at the end of last week, and the field of operations selected was Vostizza fruit. This growth was forced up about 2s. per cwt., but only a few regular buyers were induced by the manoeuvre into making purchases at the advanced price. How completely unjustified was the proceeding may be gathered from the fact that in less than a week the greater portion of the advance has been again lost, and ordinary Vostizza fruit is now again to be bought at the lowest price touched during the season. The immediate result of the increase in the price of Vostizza has been to accentuate the demand for Provincial and Patras, which growths are this year of such excellent quality as to satisfy all requirements, except the most fastidious, and the present range of prices is quite as high as can be reasonably warranted.—Produce Markets' Review, November 30.

## VALENCIA RAISINS IN ENGLAND.

The supplies of Valencia raisins considerably exceeded the expectations of everyone connected with the trade, and buyers showed a good deal of reticence, not knowing what the effect would be. It soon became evident that a decline would have to be instituted before business would be freely done, and a drop of 2s. proved to be sufficient to start the trade, and a considerable quantity changed hands. Towards the latter end of the

week a firmer tone prevailed, and prices of the lowest grades advanced 1s. per cwt. The merchants, however, were not anxious sellers, preferring to wait the result of next week's market, which they appear to regard with confidence. The shipments afloat are considerably smaller than last week, and the time is now getting short for further supplies, so that in the event of the annually prophesied rush in December, which very rarely comes about, the holders would be able to obtain handsome prices for their remaining stocks.—Produce Markets' Review, November 30.

## CANNED SALMON IN LONDON.

With so many articles of interest attracting the attention of grocers, it is not surprising to find this week a slight falling off in the demand in this branch of trade. Although the present low rates for salmon have induced many to hold larger stocks than usual at this time of the year, it has had a contrary effect on others who have postponed buying in the hope of even further reductions. At present the position is stronger than for some time past, spot stocks are being rapidly reduced, and as a small quantity has been shipped by the overland route this season, the greater part being by sailing vessels which will not arrive before next March or February at the earliest, it is the general opinion that salmon is as cheap to-day, if not cheaper, than it will be for the next two months.—Produce Markets' Review.

## MANITOBA'S BIG GRAIN YIELD.

**T**HE following figures, denoting the total yield of Manitoba's grain crop of 1901, have been gleaned from the Government crop bulletin, issued on the 11th inst.

Wheat, 2,011,835 acres under crop; average yield, 25.1 bushels; total yield, 50,502,085 bushels. Oats, 689,951 acres; average yield, 40.3 bushels; total, 27,796,588 bushels. Barley, 191,009 acres; average, 34.2; total, 6,536,155. Flax, 20,978 acres; average, 12.7 bushels; total, 266,420 bushels. Rye, 2,707 acres; average, 23 bushels; total, 62,261 bushels. Total grain crop of the Province is 85,179,858 bushels.

Potatoes, area in crop, 24,429 acres; average yield, 196 bushels; total yield, 4,797,433 bushels. Roots, area, 10,214; yield, per acre, 286; total yield, 2,925,362. Poultry disposed of by farmers, turkeys, 77,220; geese, 33,940; chickens, 306,365.

New buildings for farm-houses, etc., in rural districts only (not applying to villages and towns), total value, \$1,431,880.

Land prepared for crop of 1902, by acres—Breaking, 149,305; summer following, 559,505; fall ploughing, 767,150. Total area prepared for next year's crop, 1,475,960 acres.

Butter marketed by farmers, 1,748,090 tubs; average price 14.4 cents. Total value, \$395,965.08. Summary of dairy products, dairy butter, 2,748,090 tubs, price, 14.04 cents, value, \$395,540.82. Creamery butter, 2,460,650, price, 17.98 cents, value, \$442,424.87. Cheese, 1,039,392 pounds, price, 8.5 cents, \$88,348.32. Total dairy products, \$926,314.01. Live stock in Province—horses, 142,080; cattle, 263,168; sheep, 22,960; pigs, 94,680.



## KEEP POSTED ON YOUR BUSINESS

and please don't hug yourself with the delusion that you can't be taught, or that there's nothing to learn. Such conclusions as these have often had fatal terminations—that is to say, fatal so far as your worldly interests are concerned.

Any man that has only half studied the Tea situation for the past year must readily admit that Japans are passing through a crisis, and one that they will never recover from. Their young and relentless rival,

# "SALADA"

Uncolored  
Ceylon  
Green Tea

is slowly but surely driving them to the edge of the precipice of public condemnation. After a while—not long to wait—over they'll go, and be a relic of the past, like China Black Teas.

Make no mistake, this is about the safest kind of a prophecy you can pin your faith to.

But, if you are an anxious inquirer, we have some further interesting remarks that we shall be glad to make on request.

Address, "SALADA," Toronto-Montreal.



*For Christmas Trade*

## LILY WHITE GLOSS STARCH IN BEAUTIFUL TOY TRUNKS.

A trunk can be sold empty for 20c, leaving cost of Starch about 4½c. per lb. Retails at 10c.

**TALK ABOUT PROFITS!**

**The Brantford Starch Works, Limited,**  
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Pure goods, in glass and bulk. There is a very small stock of these goods in Canada. The sale of Orange Marmalade is increasing every year.



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King and Bathurst Streets, TORONTO



# MARKETS AND MARKET NOTES

## INFORMATION FOR BUYERS.

If any reader wishes to know where any article can be purchased in Canada or abroad, a letter to the Editor will probably place him in communication with the seller.

## ONTARIO MARKETS.

TORONTO, December 12, 1901.

### GROCERIES.

A GOOD business is being done by the wholesale houses this week in all such seasonable lines of goods as foreign dried fruits, nuts, etc. The scarcity of Valencia raisins noted in last week's issue is becoming more pronounced, and, according to cable advices, there is a firmer tone to the market in Spain. In currants, there have been two or three advances in the primary market since our last, and prices are fully 2s. higher. The spice market continues firm, particularly in pepper, which is higher abroad. The sugar market is steady as to price, but the demand is not as brisk as it was. On account of the higher prices on corn syrup, there has been a good demand for bright sugar syrup. Only a moderate business is being done in molasses. Canned goods of all kinds are still only in moderate request, but prices rule steady, particularly on tomatoes, of which further shipments to the United States are reported. Although the outside coffee market has shown a little easiness, prices are still above the views of importers here. There have been a number of transactions in good lots of Indian and Ceylon teas on the spot, and the outside markets rule firm on all descriptions. China green teas are still scarce and high, although we hear of some shipments arriving on the local market this week.

### CANNED GOODS.

The situation in canned vegetables remains much about the same as a week ago, there being only a hand to mouth consumption. Prices, however, rule steady, particularly on tomatoes, which are quoted at 82½ to 85c. The idea for corn and peas is 80c. up. We hear of further shipments of tomatoes to the United States, one eastern cannery having sent out a lot to Minneapolis within the last few days. One of the representatives of this cannery told THE CANADIAN GROCER that this shipment had

disposed of all the tomatoes which it had for sale. There is a small sorting-up demand for canned fruits, particularly peaches, strawberries, raspberries and pears. The ruling prices are \$1.75 to \$1.90 for peaches, \$1.65 to \$1.70 for strawberries, and \$1.60 to \$1.80 for raspberries. The demand for canned salmon has fallen off a little during the past week, but there is still a fairly active business being done for the season. We quote: Fraser River sockeye, \$1.42½ for five case lots and over, and \$1.45 for less quantities; Northern sockeye, \$1.25 to \$1.30; cohoes, \$1.05 to \$1.15. Shipments are understood to have been pretty well made on the Coast and the market appears to be in a healthy condition, on account of the large quantities which have been exported. Only a moderate business is being done in canned lobster, and in canned meats practically nothing is being done.

### COFFEES.

The coffee market is a little easier than it was, although prices in Brazilian coffees are

See pages 37 and 38 for  
Toronto, Montreal, and St.  
John prices current.

still above the views of Canadian importers, consequently very little has been done on this account. The local demand for coffee on retail account is still small, but prices rule much as before. We quote: No. 7, 8c.; No. 6, 8¼c.; No. 5, 8½c.; No. 4, 9c.; No. 3, 10 to 12c.

### CANDIED PEELS.

As is to be expected, an active business is being done in candied peels, and prices rule much as before. We quote: Lemon, 10 to 12½c.; orange, 11 to 13c.; citron, 15 to 18c., according to brand and quality.

### NUTS.

A good business is being done in nuts, and the market is now fairly well supplied with all seasonable descriptions. Newly shelled old walnuts have arrived on this market, and they are quoted at from 18 to 20c., according to quality. The demand for Grenoble walnuts has been so brisk that some houses are already out of supplies, and are waiting for the arrival of the second shipment. The ruling prices are: Grenobles, 10¾c. by the bale, up to 12c. for smaller quantities; Marbots, 9½ to 10¼c.; filberts, 9½ to 10¼c.

### RICE AND TAPIOCA.

There is just a moderate demand for both these descriptions with prices much as before. We quote B rice, 3¼c.; Japan rice, 5½ to 6c.; tapioca, 4 to 4½c.; sago, 4½ to 5c.

### SPICES.

The pepper market shows further strength, especially in the black description, which is fully ½c. per lb. above the figures ruling 10 days ago. Cloves are also higher in the primary market, while ginger is holding strong. Locally there is a fair demand for seasonable spices.

### SUGAR.

The demand for sugar is less brisk than it was a week ago on the local market, but prices rule steady and unchanged on the basis of \$4.10 f.o.b. Montreal for Redpath and St. Lawrence granulated and \$4.05 for Acadia. Quotations on yellows are still \$3.35 for No. 1, up to \$3.65 for No. 3 f.o.b. Montreal. In raw beet-root sugar a new record has been established of 7s. ¾d., the lowest price ever known. The price remained at that figure two days, and reacted on Saturday last to 7s. 1½d., advancing again on Monday to 7s. 3d. Stocks of raw sugar at the end of last week were 130,540 tons against 69,200 tons the same time last year. The receipts of sugar in the United States last week were again light, being 11,520 tons, while the meltings were 29,000 tons. The American refiners are drawing from importers' stocks, these having been reduced over 7,000 tons the last few days. The new Cuban crop is now being made, four central factories having started grinding. Mr. Dumas' first estimate of the new crop is now to hand, and he figures a possible 850,000 tons, or about 220,000 tons in excess of last year.

### SYRUPS AND MOLASSES.

There is a fair demand for molasses for baking purposes at 25 to 28c. for New Orleans description in barrels and half-barrels respectively. Bright table sugar syrups are now in fairly good demand at 35 to 37c., the high price of corn description still stimulating business in the former. The ruling quotations on corn syrup are 3½c. in bbls.; 3¾c. in ½ bbls.; 3¾c. in ¼ bbls.; \$1.60 in 38½-lb., and \$1.20 in 25 lb. pails.

### TEAS.

Conditions on the local tea market have improved somewhat during the past week,



there having been some good transactions in Indian and Ceylon teas on spot. The turnover was nearly altogether in low-grade descriptions, and stocks here in this kind are getting into small compass. The London market is a good deal above the parity of the price being asked for spot stocks, and, consequently, business is nearly altogether confined to the latter. Advices to hand from Calcutta, Colombo and London report the market for Indian and Ceylon teas strong. In order to protect themselves against the possibility of an increase in the duty on tea, there is rather heavy buying in London, Eng. According to advices from different quarters, it is estimated that the shortage in the quantities of teas shipped from the different producing countries is 44,000,000 lb., of which 30,000,000 lb. were in China tea, 10,000,000 from India, and 2,000,000 to 3,000,000 lb. from Ceylon and Japan. Inquiries made in Montreal, Hamilton, and London, are to the effect that teas held in first hands are in small compass, while, as we have already pointed out, teas for price in Toronto are becoming scarce. The position of China green teas is still very strong. Inquiries are heard from all wholesalers for these teas, but they are very scarce. We hear of a shipment of fine gunpowders coming to hand, and it is being quoted to the wholesale trade at 30 to 35c. There is some inquiry for Japan teas at a price, but they are scarce and dear, and few, if any, transactions have taken place.

#### FOREIGN DRIED FRUITS.

**CURRANTS**—Since our last there have been two or three advances in prices in Greece, making the total gain about 2s. per cwt. and later cables say that the tendency of prices is still upward. Locally, there is a good demand for currants, and some of the wholesale houses are reported to be entirely sold out of the cheaper grades. The ruling quotations are: Fine Filatras, 6 to 6½c., and Campos are quoted at the same figure; Patras, 6½ to 7c.; Vostizzas, 7½ to 8c.

**VALENCIA RAISINS**—The feeling in regard to Valencia raisins is stronger than it was a week ago. London quotations are about 1s. 6d. higher than they were, and at least two shipping houses in Denia have notified their representatives here of the withdrawal of quotations. There have been a few offers of fine fruit offered here, and they were quickly picked up by importers. Advices from Denia state that the quantity available for export is very small. The ruling price for selected is firm at 6½c., and for fine off stalk 5½ to 6c.

**MALAGA RAISINS**—These are meeting with a fairly good demand at steady prices. We quote as follows: Black

baskets, \$2.25; "Empire Clusters," \$2.60; "Dehesa Clusters," \$3.10; "Excelsior Clusters," \$4.60; "Connoisseur Clusters," \$2.10; "Extra Dessert Clusters," \$3.35; "Royal Buckingham Clusters," \$5.

**PRUNES**—The demand for prunes continues good and prices steady. We quote Californian prunes: 100-110's, 5c.; 90-100's, 5½ to 6¼c.; 80-90's, 6½ to 7c.; 70-80's, 6¾ to 7¼c.; 60-70's, 7½ to 8c.; 50-60's, 8 to 8½c.; 40-50's, 8¾ to 10c. French, 100's, 3½ to 4c.

**FIGS**—The sale of figs continues good. Mat figs are high and getting scarce on this market. We quote mat figs 3¼c.; naturals, 3¼ to 4¼c., according to quality; tapnets, 3¼c., and Elems figs range all the way from 8½ to 18c.

**DATES**—Are just in moderate request at 4½ to 4¾c. for Hallowees, and 4¼ to 4½c. for Sairs.

**CALIFORNIAN EVAPORATED FRUITS**—Business continues fair at 13 to 16c. for apricots in 25-lb. boxes, and at 11 to 13c. for peaches.

#### GREEN FRUITS.

In green fruits, Mexican and Valencia oranges are arriving freely, and a good demand is reported. Florida oranges have been selling well, and a large shipment is expected in a few days. Lemons are still plentiful, and there is a better movement from stock this week. A few pears which have been in cold storage are being offered at \$2.50 to \$3 per bbl., but they are very slow sellers. A shipment of Cape Cod and also of fancy Jersey cranberries has come, and they are selling briskly at from \$9.50 to \$10 per bbl., an advance of 50c. over last week. A shipment of Almeria grapes is on hand, with prices at \$5.50 to \$6.50 per keg. The approach of Christmas makes brisk sales in all lines. We quote: Apples, \$3.50 to \$4.50 per bbl.; bananas, \$1.50 to \$2 for firsts, and 80c. to \$1 for first eight hands; Jamaica oranges, \$4.75 to \$5 per bbl., or \$2.75 to \$3 per box; Florida oranges, \$3.75 per box; Mexican oranges, \$2.50 per box; Californian lemons, \$3.50 to \$4 per box; Messina lemons, \$2.75 to \$3.25 per box; Californian oranges, \$3.75 per box; Valencia oranges, \$4 to \$5.50 per case; Malaga grapes, \$6 to \$6.50; Almeria grapes, \$5.50 to \$6.50 per keg; cranberries, fancy Jerseys, \$9.50 to \$10; Cape Cod, \$10; Budd's long keepers, \$10 per bbl.; pine-apples, 23 to 25c. each by the case.

#### VEGETABLES.

Trade is quieter in all kinds of vegetables excepting carrots, parsnips, beets and potatoes, the latter having advanced 10c. per bag since last week. Hot-house lettuce, mint and parsley are beginning to come on the market. Egg plant, vegetable marrow, pumpkins and citrons are no longer offered.

A few Hubbard squash remain, however. We quote as follows: Carrots, parsnips and beets, 20c. per peck; turnips, 15c. per peck and 35c. per bag; lettuce, 40 to 50c. per doz.; radishes, 30 to 40c.; mint and parsley, 20 to 25c.; cauliflower, \$1.00 to \$1.50 per doz.; celery, 50 to 75c.; red cabbage, No. 1, 5 to 10c.; cabbage, 25 to 40c.; pickling onions, 35 to 40c. per peck; dry onions, \$1 per bush.; potatoes, 90c. per bag; Hubbard squash, 15 to 30c. each.

#### COUNTRY PRODUCE.

**EGGS**—The Christmas season coming on makes the price for eggs very firm. Strictly-fresh eggs are so scarce that they would command any price up to 28 or 30c. per doz. Fresh gathered are worth 18 to 20c.; cold-stored, 17 to 18c., and limed, 16 to 17c. per doz.

**BEANS**—A slightly-improved movement is reported. Prices are unchanged at \$1.70 to \$1.75 for choice handpicked, and \$1.50 to \$1.60 for prime.

**HONEY**—The demand has increased slightly, and the outlook is a little brighter. We quote: Clover, in 60-lb. tins, 9¼c.; less quantities, 10c. per lb.; in combs, \$2 to \$3 per doz.

**DRIED APPLES**—There is a normal movement in dried apples, but they will remain quiet until after Christmas. Prices are unchanged. We quote: Evaporated apples 9c. in cartons and 10c. in less quantities. Dried apples 5 to 6c. per lb.

**POTATOES**—This article has been very scarce this week, few being offered. The price has advanced 10c. a bag on the track. We quote: Potatoes, 70c. per bag on track, 90c. per bag in small lots.

#### BUTTER AND CHEESE.

**BUTTER**—The receipts of butter are free, with a majority thereof having an off flavor. Creamery butter is finding ready sales. We quote: Choice 1-lb. prints, 17 to 18c.; large rolls, 16 to 17c.; tubs, best quality, 15 to 16c.; tubs, medium grade, 12 to 14c. per lb. Creamery prints sell at 20 to 21c., and creamery solids, 20c. per lb.

**CHEESE**—The more hopeful feeling in the cheese market, both here and in Montreal, is maintained, and by next week better prices are expected. The movement is fair with a big supply in storage. We quote: Cheese, 9½ to 9¾c. per lb.

#### POULTRY.

**DRESSED POULTRY**—The receipts this week are light, but, as the demand is poor, prices remain unchanged. The warmer weather interferes with their keeping and sales have to be pushed. We still quote: Chickens, 30 to 50c. per pair; ducks, 40 to 75c. per pair; geese, 6 to 6½c. per lb.; turkeys, 7 to 9c.

**LIVE POULTRY**—The bad roads prevalent



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throughout the country have caused live poultry to be very scarce on the local market. A good shipment has just been made to Great Britain. The price of spring chickens has advanced 1c.; the others are unchanged. The Canadian Produce Company, 36 and 38 Esplanade east, Toronto, will pay until further notice for spring chickens, 6c. per lb. For ducklings, 5c. per lb. For hens (including last year's birds) 2½c. per lb. These prices are for live weight on arrival. Crates shipped free and express paid up to 50c. per 100 lb. of chickens.

**FISH AND OYSTERS.**

The demand for fresh fish is fair, with good receipts in all lines, excepting in ciscoes, which are very scarce. The prices this week are unchanged, but in Baltimore, Md., the price of oysters has gone up 10c., and this, if maintained, will affect quotations here. In this line the demand has been good for this season of the year, and a very fair trade has resulted. We quote: Fresh fish—Codfish, 6 to 8c.; whitefish, 7 to 7½c.; trout, 7½c.; halibut, 14c.; sea salmon, 13 to 15c.; haddock, 6c.; herring, 5c.; perch, 4c.; British Columbian salmon, 20c. Smoked fish—Ciscoes, \$1 to \$1.25; finnan haddie, 7½ to 8c.; Digby herring, 60 to 75c. per bundle. Prepared fish—Dried cod, in 112-lb. bundles, \$4.75 per cwt.; flitched cod, \$5.50 to \$6; boneless cod, in bricks, 4½ to 5½c. per lb.; steak cod, 6½c. per lb.; shredded cod (2 doz. in box), \$1.80 per box; boneless fish, loose, in 25-lb. boxes, 4 to 4½c., and in 5-lb. boxes, 5c. per lb. Oysters—Standards sell at \$3.75 per small pail or \$1.50 per Imperial gallon; selects, \$2 per Imperial gallon.

**GRAIN, FLOUR AND BREAKFAST  
FOODS.**

GRAIN—Although there has been a good movement of Manitoba wheat from western points, the high prices prevalent in Chicago have caused Manitoba hard to take another jump of 2c., and it now is selling at 89c. grinding in transit, or 88c. Toronto and west. On the local market the receipts have been light, and red and white wheat is 3c. higher, while barley, oats and buckwheat are 2c. firmer. We quote: White and red Ontario wheat, 70 to 76c.; goose, 66½ to 67c.; oats, new, 48 to 50c.; rye, 58c.; barley, 57 to 62c.; peas, 77 to 80c.; buckwheat, 54c.

FLOUR—On account of the higher prices of wheat, there has been an advance all around in flour. Ontario patents are 20c. and Hungarian patents and Manitoba bakers are 15c. higher, while straight roller has taken a jump of 35 to 40c. per bag. We quote: Ontario patents, in bags, \$3.70 to \$3.80; Hungarian patents, \$4.15; Manitoba bakers', \$3.90; straight roller, \$3.40 to \$3.50 per bag in Toronto.

BREAKFAST FOODS—The demand still continues brisk from all parts. Oatmeal and standard rolled oats have both advanced 10c. in carlots. The other prices are unchanged. We quote as follows: Oatmeal, standard and granulated, in carlots on track here, \$5.75; standard rolled oats in carlots on track here, \$5.25; in bbls., 15c. more; broken lots are 25c. per bbl. extra; rolled wheat, \$2.50 in 100-lb. bbls.; corn-

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meal, \$4.00; split peas, \$4.50; pot barley, \$4.50.

#### HIDES, SKINS AND WOOL.

The wool market looks no brighter, and it is altogether likely that the demand will continue poor for some time. Skins and hides are steadily moving, but trade in this line is no better than it was last year. There has been no change.

**HIDES**—We quote: No. 1, green, 8c.; No. 2 green, 7c.; No. 1 green, steers, 8½c.; No. 2 green, steers, 7½c.; cured, 8¼ to 8¾c.

**SKINS**—We quote: No. 1 calfskins, 9c.; and No. 2, 7c.; deacons (dairies) 55 to 60c. each; sheepskins, 65 to 70c.; deerskins, 12½ to 14c. per lb.

**WOOL**—We quote: Fleece, 13c., and unwashed, 8c.

#### SEEDS.

The home competition among buyers has caused the prices of red clover and alsike to advance from 5 to 10c. for the former and 25c. for the latter per bushel. As usual, better prices are given for extra fine samples and lower prices for poorer grades than those quoted. Timothy remains very quiet. We quote: Red clover, \$4.80 to \$5.10; alsike, \$6.75 to \$8.25, and timothy, \$2 to \$2.25 per bush.

#### MARKET NOTES.

Currants are 2s. per cwt. higher in Greece.

The game and venison season is over, and sale is now forbidden.

Further shipments of canned vegetables to the United States are reported.

Beet-root sugar has made another low record, having touched as low as 73. ¾d.

Oatmeal and rolled oats have taken another rise of 10c. per 100 lb. in car lots.

There has been a recent boom in lard, and it is now ¼c. per lb. higher all around.

Sweet potatoes are very scarce, and their price has advanced \$1.50 to \$1.75 a barrel.

Potatoes still continue very scarce, and the price has advanced 10c. a bag on the track.

Large shipments of Jersey cranberries have been received, and most of them are selling at \$10 per barrel.

Valencia raisins are 1s. 6d. higher in London, and some of the shippers in Denia have withdrawn prices.

Good movements of Florida, Mexican, and Valencia oranges, while Californian oranges are just nicely beginning to come in.

The receipts of live poultry have greatly fallen off during the past week, and dealers believe that the country is nearly cleaned out.

R. W. Banks, formerly with F. Dane, has started into business for himself at 48 Front street east, under the style of the Hitlow Coffee Co.

Oysters have advanced 10c. on the Baltimore market, and this will affect the prices here as soon as the present stock on hand is used up.

The poor weather and bad roads are affecting the prices of wheat locally, and red and white wheat have advanced 3c., and oats and barley 2c. a bushel. Manitoba hard has also advanced 2c.

### QUEBEC MARKETS.

Montreal, December 12, 1901.

#### GROCERIES.

**T**HE year will close with a good volume of business, December trade being much above that of last year. The market continues healthy throughout. Dried fruits showed several advances this week, chief among which are currants and prunes. The Grecian currant market is cabled nearly two shillings higher on the week's transactions and the tendency is higher. Californian advices bear out our opinion expressed some time ago that we would see higher prices for prunes; they were advanced ¼c. per lb. on Saturday; small sizes are decidedly scarce and the general tone of the market is strong. Raisins, on spot, are scarce and firm, particularly selected and layers. All quotations on Californian raisins are withdrawn and advances on seeded are anticipated in the local market. Almonds continue scarce and firm, while some houses have raised their prices on filberts. Patna rice is ¼c. per lb. higher and all foreign advices indicate a strong market. Canned goods are rather quiet just now but a stiffening in values is looked for when once the demand recurs. Sugars are steady to firm. Gingers and peppers are rather higher and tending upward. Lard is ¼c. per lb. higher; hams are up 1c. and pork 50c. per bbl.

#### SUGAR.

The sugar market may be described as steady. Quotations vibrate about 7s. 3d., up one day and down the next, so that it looks as if the present range of prices would hold. The New York market is a little firmer and refined have moved up a few points, but there is no marked change. The demand for Montreal refined is fair, buyers operating freely yet not speculatively. The price is \$4.10 for granulated and \$3.35 to \$4.05 for yellows, according to quality.

#### TEAS.

The outlook for teas is remarkably strong, and we doubt not that if there were any available stocks on the market a speculative demand would set in. As it is the few holders that there are, and these have only small supplies, have advanced their prices, Japans being fully 2c. higher than two months ago. There are now no new Japan teas under 14½c. being offered to wholesale houses. The United States market continues to grow in activity, large sales of bonded teas being reported on the New York market this week. There have been American visitors in Montreal within the past few days and they say it is extremely likely that the tea duty will be removed. If so, what with the increased American consumption on account of the lower prices, and the tremendous shortage in this year's tea crops, we shall likely see a bull market prior to the arrival of 1902 teas on this continent. These are the ideas that are now agitating the minds of the local tea authorities, who not only expect a cessation of chronic dullness but a reaction to exceptional activity.

At present the demand from the country is only fair, and that for small parcels. Stocks in retail hands are reported light.

#### SYRUPS.

The demand for corn syrup is hardly as brisk as it was before the advance, but,

nevertheless, there is a regular trade being done. We quote: 3½c. in bbls.; 3½c. in ½ bbls.; 3½c. in ¼ bbls.; \$1.60 in 35½-lb. and \$1.20 in 25-lb. pails.

#### MOLASSES.

As yet but little attention is being paid to molasses. The price is steady at 28 and 29c. for Barbados.

#### CANNED GOODS.

Although this is a quiet time of the year in canned goods, the situation, both in fruits and vegetables, is one that calls for close attention. We understand that American importers have asked the syndicate for quotations on round lots of Canadian tomatoes, but that no concessions were offered on the prices asked of Canadian wholesalers, showing that there are no surplus stocks in this country that the canners wish to rid themselves of. If stocks in first hands have been narrowed down to such a limit, the likelihood of higher prices in the spring is no remote possibility. It is said also, that the staple fruits, strawberries, raspberries and peaches are in much the same position. Peaches were, indeed, marked up a couple of weeks ago, and a strong market is looked for when the consumptive demand sets in some months hence. There is no doubt that no one has stocked these fruits heavily this year on account of last year's experience.

At present the distributing demand is slack, and prices are steady. Tomatoes are worth 82½ to 87½c.; corn, 80c. and peas, 80c. and upwards. Salmon is moving out fairly well at \$1 to \$1.05 for pink; \$1.30 for spring; \$1.32 for Rivers Inlet red sockeye; \$1.45 for Fraser River red sockeye, and \$1.42½ to \$1.45 for Clover Leaf talls.

#### SPICES.

Trade has suddenly fallen off and the spice business is now very quiet. The features of the week are the bull movements in peppers and gingers. It is thought that although nutmegs are still dropping, a sudden turn may occur at any moment. We quote: Nutmegs, 30 to 55c. per lb., as to size; penang mace, 45 to 50c. per lb., as to quality; pimento, ground, 12½ to 15c.; cloves, 15 to 25c.; pepper, ground, black, 17 to 22c., according to grade; white, 25 to 27c.; ginger, whole, Cochinchina, 15 to 17c.; Japan, 13 to 14c.; Jamaica, 16 to 20c.; Afghan, 12 to 13c.; ground, Japan, 15c.; Cochinchina, 16 to 17c.; Jamaica, 20 to 22c., and Afghan, 13 to 14c.

#### COFFEE.

There is nothing new to report in coffee. A fair demand is reported. Roasted coffees are worth: Mocha, 27 to 32c.; Javas, 25 to 32½c.; Rios, 13 to 18c.; Santos, 15 to 22½c.; Maracaibos, 15 to 22c.

#### RICE AND TAPIOCA

A cable order for 200 bags of English-milled Patna rice brought back an answer this week accepting the order only for 50 bags and quoting 16s. 9d. c.i.f. for the remainder, equivalent to 4½c. laid down here. The market is firm and prices continue to advance. Stocks are pretty well exhausted and local values are ¼c. higher. We quote in combine district: B rice, in bags, \$3.10; in ½ bags, \$3.15; in ¼ bags, \$3.20; in pockets, \$3.25. In 10-lb. lots an allowance of 10c. is made. CC rice, \$3 in bags; \$3.05 in ½ bags; \$3.10 in ¼ bags; and \$3.15 in pockets. In the open territory prices are about 10c. less. Patna



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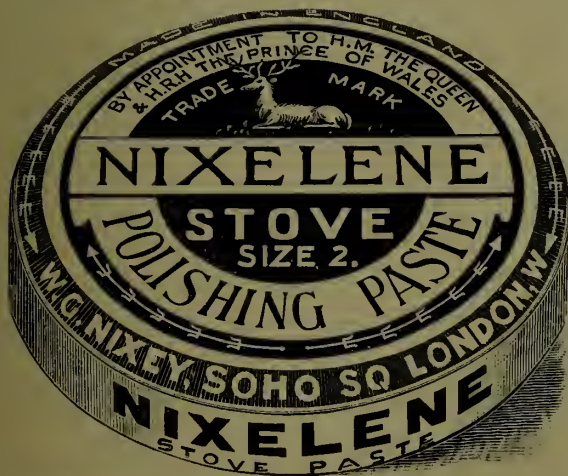
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rice is worth 14c. per lb., and tapioca, 3 $\frac{3}{4}$  to 3 $\frac{1}{2}$ c.

### FOREIGN DRIED FRUITS.

**CURRENTS.**—Since our last report the Grecian market has advanced nearly 2s. fine Filiatras being quoted by cable at 18s. against 16s. 3d. a week ago. This is a rise of 3s. 6d. from the lowest point touched, which has served to strengthen the local market very considerably. Stocks in wholesale hands are quite low and prices are firm. Fine Filiatras are worth 5 $\frac{1}{2}$ c. in  $\frac{1}{2}$  cases; 6c. cleaned; 1-lb. cartons, 8c. and finest Vostizzas, 7 $\frac{3}{4}$  to 8c.

**VALENCIA RAISINS.**—Supplies are quite scarce; some houses are entirely sold out and have difficulty in filling Christmas orders. This applies more particularly to selected stock which is fully 1c. per lb. above fine off-stalk. Several orders for round lots have come from the west this week. The Denia market is slightly lower at 20s. for selected and 17s. 6d. for fine off-stalk. Locally, finest off-stalk is worth 5 $\frac{1}{2}$  to 5 $\frac{3}{4}$ c.; selected, 6 $\frac{1}{2}$  to 6 $\frac{3}{4}$ c., and layers, 6 $\frac{3}{4}$  to 6 $\frac{1}{2}$ c.

**CANDIED PEELS.**—A good business is being done. The best English peels are worth 10 to 10 $\frac{1}{2}$ c. for lemon; 10 $\frac{3}{4}$  to 10 $\frac{1}{2}$ c. for orange, and 14 $\frac{3}{4}$  to 14 $\frac{1}{2}$ c. for citron.

**PRUNES.**—The expected has happened and prunes are now 4c. per lb. higher. Prices are still quite reasonable and in view of the short crop the market is quite strong even at the enhanced values. The demand from Canadian dealers is heavy and large arrivals continue to come to hand. Californians are worth 8 $\frac{1}{2}$ c. for 40-50's, 8c. for 50-60's, 7 $\frac{1}{2}$ c. for 60-70's, 7 $\frac{1}{4}$ c. for 70-80's, 6 $\frac{1}{2}$ c. for 80-90's, 6 $\frac{1}{4}$ c. for 90-100's. Some Californian dealers have withdrawn all offers on small fruit as it is scarcely obtainable.

**MALAGA RAISINS.**—The demand for table raisins has been and is still quite

brisk. There are no surplus stocks and prices are well maintained. We quote as follows: London layers, \$1.50 to \$1.60; "Connoisseur Clusters," \$2.15 to \$2.25;  $\frac{1}{4}$ 's, 65 to 70c.; "Royal Bucking ham Clusters," \$3.30 to \$3.35;  $\frac{1}{4}$ 's, \$1.05 to \$1.10; "Excelsior Windsor Clusters," \$1.50 to \$1.60;  $\frac{1}{4}$ 's, \$1.30 to \$1.40.

**SULTANA RAISINS.**—The market is steady at the recently enhanced values, 9 to 10 $\frac{1}{2}$ c.

**DATES.**—There have been good sales at 3 $\frac{3}{4}$  to 4c. for Hallowees.

**FIGS.**—On account of heavy arrivals, the price of tapnet figs has receded to 97 $\frac{1}{2}$ c. to \$1. The demand continues uninterrupted.

**APPLES.**—Evaporated apples are selling in some quantity at 9 $\frac{1}{2}$  to 9 $\frac{3}{4}$ c., while dried are in stock and offered at 7 $\frac{1}{4}$  to 7 $\frac{3}{4}$ c.

**CALIFORNIA RAISINS.**—All quotations have been withdrawn on Californian raisins, both seeded and loose muscates, and higher prices are looked for. Meanwhile seeded are worth 9 $\frac{1}{4}$  to 9 $\frac{3}{4}$ c.

### NUTS.

Some dissatisfaction has been expressed with the quality of the late arrivals of Grenoble walnuts. But it seems the dark color was due to the damp weather to which the nuts were exposed just before they were gathered. Walnuts are still quoted quite low, but the crop is well nigh exhausted. Some Jordan shelled almonds are now in stock and Pecan nuts have also arrived this week. A good business is being done. Almonds are quite scarce. Walnuts are worth 10 $\frac{1}{2}$  to 11 $\frac{1}{4}$ c.; Tarragona almonds, 12 to 13c.; shelled walnuts, 18 $\frac{1}{2}$  to 19c.; shelled almonds, 25 $\frac{1}{2}$  to 26 $\frac{1}{2}$ c.; Jordan shelled almonds, 37c.; filberts, 8 $\frac{1}{4}$  to 9c.; pecans, 15 to 16c.

### FISH.

Another good week's business is to be reported in fish. Prices show little

change. Cod is somewhat easier than it was, on account of heavier receipts and arrivals of fresh fish. We quote as follows: Haddies, 6 $\frac{1}{2}$ c.; bloaters, 90c. per box; kippers, 90c. per box; smoked, medium herrings, 12c. per box; fresh haddock and cod, 3 $\frac{1}{4}$ c. per lb.; whitefish, 6 $\frac{1}{2}$ c.; dore, 6 $\frac{1}{2}$ c.; pike, 5c.; halibut, 9c.; salmon, 9c.; trout, large and medium, 7c.; No. 1 herrings, Nova Scotia, \$5.37 $\frac{1}{2}$  per bbl., No. 1 herrings, Nova Scotia, \$2.90 per  $\frac{1}{2}$  bbl.; No. 1 Holland herrings, \$6.50 per  $\frac{1}{2}$  bbl.; No. 1 Scotch herrings, \$6.50 per  $\frac{1}{2}$  bbl.; No. 1 Scotch herrings, 98c. per keg; Holland herrings, 72c. per keg; salted eels, 6 $\frac{1}{2}$ c. per lb.; No. 1 green codfish, \$6 per bbl.; No. 1 green haddock, \$4.75 per bbl.; No. 1 pickled sardines, \$5.50 per bbl.; No. 2 mackerel, \$12.50 per bbl.; No. 3 mackerel, \$9 per bbl.; Ivory boneless cod, 1 and 2-lb blocks, 6c. per lb.; loose boneless cod, 5c. per lb. in 40-lb. boxes, dressed codfish, \$5 per case; dried cod fish, \$5 per 112-lb. bundle; No. 1 Labrador salmon, \$17.50 in tierces; No. 1 Labrador salmon, \$12 per bbl., No. 1 Labrador salmon, \$6.25 per  $\frac{1}{2}$  bbl.; No. 1 B.C. salmon, \$5.50 per  $\frac{1}{2}$  bbl.; standard bulk oysters, \$1.30 per gal.; select bulk oysters, \$1.50 per gal.; Malpeque shell oysters, in shell, \$4.50 per bbl.; Marshall's kippered herrings, and same with tomato sauce, \$1.45 per doz.; Canadian kippered, \$1 per doz.; Canadian  $\frac{1}{4}$  sardines, \$3.75 per 100; canned Cove oysters, No. 1 size, \$1.30 per doz.; canned Cove oysters, No. 2 size, \$2.20 per doz.

### GREEN FRUITS.

Californian oranges are now on sale and Valencians have also arrived for the Christmas trade. Apples move slowly on account of the high prices. Green-fruit dealers have supplies of English holly. We quote as follows: Jamaica oranges, \$4.50 to \$4.75 per bbl.; Florida oranges, \$3.75 to \$4; Californian sunflowers, \$3.75 to \$4; Valencia oranges, \$4; to \$4.25; Messina lemons, \$2.50 to \$2.75 per

*The best selling tea in Canada today is*  
*Blue Ribbon Ceylon*  
*packed and sold by*  
*Blue Ribbon Tea Co.,*  
*12 Front St. East - Toronto*



box; Malaga lemons,  $\frac{1}{2}$  chests, \$5.25 to \$6; pincapples, 15 to 20c.; Canadian apples, \$3 to \$5 per bbl.; limes, \$1.50 per box; cocoanuts, \$3.50 per bag of 100; bananas, No. 1, \$1.75 to \$2.25, and eight hands, \$1 to \$1.50; Canadian pears (baskets), 40 to 50c.; Spanish onions, \$1; sweet potatoes, Vineland's, \$4 to \$4.25; Malaga grapes, \$5.50 to \$7 per keg; cranberries, \$7.50 to \$9.50; barrel onions, \$3; chestnuts, 10 to 11c.; Italian chestnuts, 12 $\frac{1}{2}$ c.; holly, \$4.50 per large case.

#### FLOUR AND GRAIN.

On account of the advance in wheat flour has been advanced and is rather active at the enhanced values. In carlots we quote: Spring wheat patents, \$4.10 to \$4.30; winter wheat patents, \$3.85 to \$4; straight rollers, \$3.65 to \$3.75; strong bakers', \$3.80 to \$4.

GRAIN.—We quote: Manitoba No. 1 hard, 82 to 83c. December; peas, 87 $\frac{1}{2}$ c.; rye, 59 to 60c.; No. 2 barley, 57c.; oats, 51 to 52c.; buckwheat, 57c.; corn, 67 to 67 $\frac{1}{2}$ c.

OATMEAL.—The demand has been very fair but offerings are still light and business is consequently quiet. Carloads are firm at \$5.50 to \$5.60 per bbl. and \$2.70 to \$2.75 per bag. Wholesalers quote \$5.85 to \$5.90 in bbls. and \$2.85 to \$2.90 in bags.

CORNMEAL.—The market is moderately quiet at \$4.50 per bbl. and \$2.40 per bag in small lots.

FEED.—The tone of the market for feed remains very firm under a good demand from local and country buyers. Sales of Manitoba bran have been made at \$21 and shorts at \$23 per ton, including bags.

BALED HAY.—An active trade is passing in baled hay and prices are firmly held at the recent advance. In cases they go even higher. We quote No. 1 timothy at \$10.50 to \$11; No. 2 timothy, \$9.50 to \$10; clover mixture, \$8.50 to \$9; clover, \$7.50 to \$8.

#### COUNTRY PRODUCE.

EGGS.—The undertone of the market is still very firm and the demand is good. Strictly fresh sell at 26 to 28c.; selected cold storage at 22c. and Montreal lined at 17 to 18c.

HONEY.—A fair trade is passing in honey, there being a good demand for small lots. White-clover honey in large sections sells at 13c.; strained at 9 $\frac{1}{2}$  to 10c. per lb. Buckwheat honey in comb sells at 10 to 11c. and extracted, 7 $\frac{1}{2}$  to 8 $\frac{1}{2}$ c.

POTATOES.—The potato market is very firm at 77 $\frac{1}{2}$  to 80c. per bag in carlots for No. 1 stock.

DRESSED POULTRY.—Supplies have been ample and prices are ruling somewhat lower. Choice dry-picked turkeys are worth 8 $\frac{1}{2}$  to 9c.; scalded, 7 $\frac{1}{2}$  to 8c.; choice chickens, dry picked, 7 to 8c.; scalded, 6 to 6 $\frac{1}{2}$ c.; fowls, 4 to 5c.; ducks, 8 to 9c. and geese 5 to 6c. per lb.

BEANS.—The tone of the market is firm at \$1.40 to \$1.45 for prime in carlots and \$1.50 to \$1.55 for handpicked.

ASHES.—There is no change to note; the market is quiet. We quote: Firsts, \$4.40 to \$4.45; seconds, \$3.95 to \$4; pearls, \$6.75 to \$7 per 100 lb.

#### BUTTER AND CHEESE.

BUTTER.—There is a quiet but steady market in butter, the local jobbing demand being quite sufficient to prevent any accumulation of stocks on this market. Finest Townships fall creamery is

## Fix this Fact in your Mind—

"You cannot compete successfully unless you buy new lines when they are first packed."

Now is the time to buy

## Clark's Pork and Beans in Chili Sauce.

We are just putting this line on the market, the largest and handsomest 10 cent line packed.

Ask your Wholesale House about it.

# EPPS'S

GRATEFUL.  
COMFORTING.

IN  $\frac{1}{2}$ -LB. LABELLED TINS.

14-LB. BOXES.

Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal.

In Nova Scotia, E. D. ADAMS, Halifax.

In Manitoba, BUCHANAN & GORDON, Winnipeg.

THE MOST  
NUTRITIOUS.

# COCOA

**GRIMBLE'S** English Malt  
Six GOLD Medals **VINEGAR**  
GRIMBLE & CO., Limited, London, N.W., Eng.

# "Sarnia" OIL

LAMP

Equal to best American Oil.

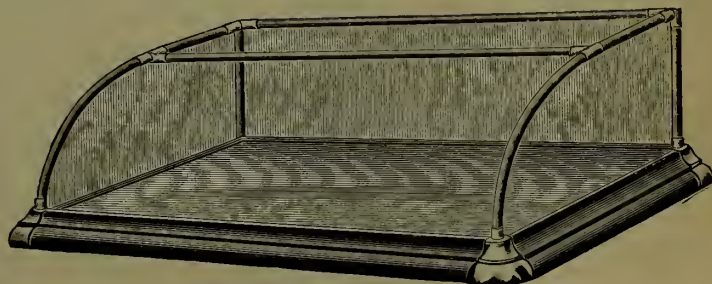
GROCERS ALL SELL IT.

THE QUEEN CITY OIL COMPANY, Limited, - TORONTO, ONT.

SAMUEL ROGERS, President.

## SPECIAL HOLIDAY OFFER.

An Oval Front Show Case, in Polish-Ed Oak or Cherry, three feet long, with solid nickel joints, sliding mirror doors and extra quality diamond glass throughout. This magnificent case, and an assortment of quick-selling Toilet Soap for



Length, 3 ft.; Height, 13 in.; Depth, 2 ft.

**\$25.00** This offer means 56 per cent. profit for you.

To further advertise our popular lines of Toilet Soaps, we have made arrangements with a large show case manufacturer, whereby we are in position to make this astonishing offer.

|                                          |         |
|------------------------------------------|---------|
| Proceeds from selling Toilet Soaps       | \$27.20 |
| Value of Show Case                       | 12.00   |
|                                          | <hr/>   |
|                                          | \$39.20 |
| Our Special Net Price for a Limited Time | 25.00   |
|                                          | <hr/>   |
| Your Net Profit,                         | \$14.20 |

Write Us To-Day For Further Particulars.

**JOHN TAYLOR & CO., 77 Front St. East, TORONTO.**



worth 20½ to 20¾c.; finest Quebec fall creamery, 20¼ to 20¾c.; western dairy, 15½ to 16c.; Manitoba dairy, 14 to 15c.

Cheese has steadily gained in strength during the week and holders are gradually coming to their own. Holders have no difficulty in securing market quotations and now are not eager sellers. Finest Septembers are worth 10 to 10½c.; finest Octobers, 9¾ to 9¾c.; finest Township Octobers, 9¾ to 9¾c.; finest Quebec, 9¾ to 9¾c.

### LIQUORS.

#### SCOTCH WHISKIES.

|                                                   | Per case of quarts.        |       |
|---------------------------------------------------|----------------------------|-------|
| Roderick Dhu                                      | \$9 50 less 3 p.c. 30 days |       |
| Usher's O.V.G. Special Reserve                    | 10 50                      | " " " |
| Usher's G.O.H.                                    | 13 00                      | " " " |
| Gaelic, Old Smuggler                              | 9 75                       | " " " |
| Greer's O.V.H.                                    | 9 50                       | " " " |
| Old Mull                                          | 9 75                       | " " " |
| Sheriff's One Star                                | 10 25                      | " " " |
| " V.O.                                            | 10 50                      | " " " |
| Kilmarnock                                        | 9 75                       | " " " |
| Doctor's Special                                  | 10 00                      | " " " |
| House of Lords                                    | 10 75                      | " " " |
| Bullock, Lade & Co.—                              |                            |       |
| Special blend                                     | 9 25                       |       |
| Extra special                                     | 11 00                      |       |
| John Dewar & Sons—                                |                            |       |
| Extra special                                     | 9 50                       |       |
| Special liqueur                                   | 12 25                      |       |
| Extra "                                           | 16 50                      |       |
| James Ainslie & Co.—                              |                            |       |
| Highland Dew                                      | 6 75                       |       |
| Glen Lion, extra special                          | 12 50                      |       |
| J. Brown & Co.—                                   |                            |       |
| Duke of Cambridge                                 | 12 00                      |       |
| Mitchell's—                                       |                            |       |
| Heather Dew                                       | 7 00                       |       |
| Special Reserve                                   | 9 00                       |       |
| Mullmore                                          | 6 50                       |       |
| W. Teaches & Sons—                                |                            |       |
| Highland Cream, qts., \$9.50 less 3 p.c. 30 days. |                            |       |

#### CANADIAN WHISKIES.

|                              | In barrels.                    |  |
|------------------------------|--------------------------------|--|
|                              | per gal.                       |  |
| Gooderham & Worts, 65 O.P.   | \$4 50                         |  |
| Hiram Walker & Sons          | 4 50                           |  |
| J. P. Wiser & Son            | 4 49                           |  |
| J. E. Seagram                | 4 49                           |  |
| H. Corby                     | 4 49                           |  |
| Gooderham & Worts, 50 O.P.   | 4 10                           |  |
| Hiram Walker & Sons          | 4 10                           |  |
| J. P. Wiser & Son            | 4 09                           |  |
| J. E. Seagram                | 4 09                           |  |
| H. Corby                     | 4 09                           |  |
| Rye, Gooderham & Worts       | 2 20                           |  |
| " Hiram Walker & Sons        | 2 20                           |  |
| " J. P. Wiser & Son          | 2 19                           |  |
| " J. E. Seagram              | 2 19                           |  |
| " H. Corby                   | 2 19                           |  |
| Imperial, Walker & Sons      | 2 00                           |  |
| Canadian Club, Walker & Sons | 3 60                           |  |
|                              | Less than one bbl. per gallon. |  |
| 65 O.P.                      | \$4 55                         |  |
| 50 O.P.                      | 4 15                           |  |
| Rye                          | 2 25                           |  |

#### CHAMPAGNE.

|                                                                          |               |         |
|--------------------------------------------------------------------------|---------------|---------|
| The prices below are subject to the trade discount of 5 and 3 per cent : |               |         |
| Comte de Castellane—                                                     |               |         |
| Cuvee Reservee                                                           | { Quarts..... | \$12 50 |
|                                                                          | { Pints.....  | 13 50   |
| Carte d'Or.....                                                          |               | 15 00   |
| Champagne Ve Amiot—                                                      |               |         |
| Carte d'Or.....                                                          |               | 16 00   |
| " Blanche.....                                                           |               | 13 00   |
| " d'Argent.....                                                          |               | 10 50   |
| Pommery—                                                                 | Quarts.       | Pints.  |
| Sec and Extra Sec.....                                                   | \$28 00       | \$30 00 |
| Mumm's—                                                                  |               |         |
| Extra Sec.....                                                           | 28 00         | 30 00   |
| Moet & Chandon—                                                          |               |         |
| White Seal.....                                                          | 28 00         | 30 00   |
| Brut Imperial.....                                                       | 31 00         | 33 00   |
| Perrier-Jouet—                                                           |               |         |
| Brut.....                                                                | 28 00         | 30 00   |
| Reserve Dry.....                                                         | 28 00         | 30 00   |
| GIN.                                                                     |               |         |
| Pollen Zoon—                                                             | Per Case.     |         |
| Red, cases of 15 bottles.....                                            | \$9 75        |         |
| Green, " 12 ".....                                                       | 4 75          |         |
| Violette, " 12 ".....                                                    | 2 45          |         |
| P. Hoppe "Night Cap" Brand—                                              |               |         |
| Red, cases of 15 bottles.....                                            | 10 50         |         |
| Green, " 12 ".....                                                       | 5 25          |         |
| Yellow, " 15 ".....                                                      | 10 75         |         |
| Blue, " 12 ".....                                                        | 5 40          |         |
| Poney " 12 ".....                                                        | 2 50          |         |
| raught—                                                                  | Per Gal.      |         |
| Hogsheads.....                                                           | \$2 95        |         |
| Quarter casks.....                                                       | 3 00          |         |
| Octaves.....                                                             | 3 05          |         |
| De Kuyper—                                                               |               |         |
| Violet, 2 doz. cases.....                                                | 5 30          |         |
| Green, " ".....                                                          | 6 00          |         |
| Red, " ".....                                                            | 11 50         |         |
| White, " ".....                                                          | 4 00          |         |

Terms, net 30 days, 1 per cent. off 10 days.  
In five-case lots, freight may be prepaid.

|                         |       |  |
|-------------------------|-------|--|
| Key Brand—              |       |  |
| Red cases.....          | 10 25 |  |
| Green ".....            | 4 85  |  |
| Poney ".....            | 2 60  |  |
| Melcher's—              |       |  |
| Infantes (4 doz).....   | 4 75  |  |
| Picnic.....             | 7 75  |  |
| Poney.....              | 2 60  |  |
| Blue cases.....         | 4 75  |  |
| Green ".....            | 5 50  |  |
| Red ".....              | 10 25 |  |
| Honeysuckle, small..... | 7 90  |  |
| " large.....            | 15 25 |  |

### MONTREAL NOTES.

Patna rice is ¼c. per lb. higher.

Californian prunes are ¼c. higher.

Comadre figs are slightly lower.

Quotations are withdrawn on Californian raisins.

Pearl barley in half barrels is worth \$4.60 to \$4.75.

Lard is ¼c. per lb. higher and pork 50c. per bbl. Hams are up 1c.

Boiling peas are now worth \$1.15 to \$1.20 per bushel and are scarce.

Cream of tartar is lower according to latest advices. It is now offered at 66s. 6d. f.o.b. Bordeaux.

Currants are cabled 2s. higher from Patras, making them 3s. 6d. above the lowest point touched.

Flour is 15c. per bbl. higher, wholesalers quoting \$4.25 to \$4.30 for 75 per cent. patents in small lots.

Watt, Scott & Goodacre have been appointed agents for Porter Bros. Co., one of the largest Californian dried-fruit shipping firms. They have already executed considerable business for them.

Henri Jonas & Co. are in receipt of a letter from Jos. Violette & Co., Bordeaux, France, in which they say: "For your guidance, our market for prunes has gone up considerably and we could not execute orders at former prices. In fact, there is a scarcity of large fruit and we are accepting no orders unless subject to our being able to obtain the fruit."

### NEW BRUNSWICK MARKETS.

Office of "The Canadian Grocer."

St. John, N.B., December 9, 1901.

IN wholesale lines the rush is somewhat over. There has been a large business done. The season in dried fruits has been the best for at least two years. In fact, all seasonable goods have shown a good movement and stocks are being well cleaned up. Just at present the wholesale trade is not buying very freely. Stock-taking for many will soon be here, and then the early months of the year are quiet. The closing of two large cotton mills early in the year was a matter of very general regret, and it is a great satisfaction to know that they are about to reopen under a very strong management. In markets there are no very marked changes. Ginger is very high.

OILS.—In burning oils trade is very active and prices keep low. The strong competition from Boston at many Bay ports, particularly in Nova Scotia, is not being felt as it was a few years ago, before the importation in tank steamers began. In paint oils, while sales are light, the market is firm, particularly in turpentine. Importers have to pay higher prices, and local prices are likely to advance. Lubricating oils are firmly held.

Orders for spring business are being taken and give promise of a good season. In seal oil values are firm. Receipts of cod oil are about over and prices are high. Wax and candles are very firm.

SALT.—In Liverpool coarse salt stocks on hand continue light. There are, however, regular weekly arrivals, which are likely to be large. Prices are firm and full figures are likely to rule, chiefly because of high freights. In fine salt the sale is chiefly for Canadian, and is not large. As before noted the present prices affect the sale of box salt. We quote as follows: Liverpool coarse 55 to 60c.; English factory-filled, 95c. to \$1.00; Canadian fine, \$1 per bag; cheese and butter salt bulk, \$2.40 per bbl.; 5-lb. bags, \$2.85 to \$2.90 per bbl.; 10-lb. bags, \$2.70 to \$2.75 per bbl.; 20-lb. wood boxes, 22c. each; 10-lb. wood boxes, 14c. each; cartons, \$2 per case of 2 doz.; English bottled salt, \$1.25 to \$1.30 per doz.; mineral rock salt, 60c. per 100 lb. (Selected lumps.)

CANNED GOODS.—In these lines there is little to note. Dealers are finding a fair sale at even figures. Vegetables are unchanged and there is a fair stock here. In fruits, the Christmas trade causes some sale, but the best demand is later. Peaches are the best sellers; fair stocks are here. Our market is quite well supplied with gallon apples, and while the movement is small prices are firmly held at the advance. Salmon have a fair sale at even figures, the demand being for the cheaper fish. Domestic sardines are freely offered at the lower prices. Kipperd herring and haddies are scarce, but are not as high as the market would warrant.

GREEN FRUITS.—Even with the cold weather business continues very active. The Christmas season is bringing extra business. Apples are rather firmer; best stock is very firmly held. Owing to high prices the sale for No. 1's has been large. This suits the exporter. Bishop Pippins have the local demand. In oranges, the market is well supplied; prices are low and the market is easy. There are Valencias, Jamaicas, Californians and Floridas. In lemons, sales are active and quality of stock good; prices keep low. Cranberries are quite high, and there continues to be a fair sale. Native berries are out of the market. Grapes are fair sellers, chiefly Malagas. Prices this season are quite low.

DRIED FRUITS.—This continues to be the active line. Raisins, the backbone of the business, are free sellers. Dealers are finding this a much more successful season than they have had for some years. They bought, however, rather lightly, and supplies are short. Some Valencias are late coming to hand. In small boxes of Valencias the market is very bare. In Californian loose muscatels, few were imported. There is quite a free sale for fours. Seeded are increasing in favor, and quite a quantity have been bought in New York. Direct importations of Californian fruits were only about six cars. Prunes are selling well; prices keep low. In peels, full figures are asked and the market is getting well cleaned up. Dates sell freely. There is quite a call for package goods. Evaporated apples are high and the sale much less than usual. Dried are held at full figures. Onions are rather higher. Nuts are a very large sale, though Pecans and Brazils, owing to the high price, give way to other lines.

DAIRY PRODUCE.—Butter, if extra good, sells quite freely at high prices,



# Graham's Jams, Jellies and Marmalade

ARE THE BEST MADE.

Order a trial shipment from your jobber, or write us for quotations.

## Canada Preserving Company

GEO. J. CLANCY & CO.  
Agents, TORONTO.

HAMILTON.

**We cannot all go to South Africa, if we would.**

But we that stay at home may show our patriotism by giving the products of Canada preference.

## Delhi Epicure Pork and Beans IN TOMATO SAUCE

## Delhi Tomato Catsup IS A HOME PRODUCT

AND GUARANTEED EQUAL TO THE BEST IMPORTED BRAND.

You can buy our goods cheaper and stand a chance of seeing your money again. Think the matter over and send your wholesale house a sample order. Specify Delhi. If your house don't keep the goods in stock write us direct.

**Delhi Canning Co., - Delhi, Ont.**



## The THISTLE Brand

ARE

HIGH-GRADE

TOMATOES - CORN - PEAS - Etc.

GUARANTEED  
SECOND TO NONE.

BRIGHTON CANNING CO.

## Delivered in 5-Case Lots.

We deliver **Kent Baked Beans** in lots of five Cases or over to any point in Ontario. Cost to retailers, 90c. per dozen, leaving a clear profit of 30c. per dozen—60c. per Case.

This leaves the retailer a good margin of profit, and gives to the consumer an article at 10c. that never fails to satisfy.

**THE KENT CANNING CO., CHATHAM, ONT.**

but of the second grade the supply is large and business is dull. Cheese is unchanged and the season has not been particularly satisfactory. Factories have, however, got full figures. Exports show little change and prices are firm. Fancy stock is scarce and high.

**SUGAR.**—Sales have been large and prices are unchanged, but are quite firmly held. Some foreign continues to be received, but much less than before the present agreement between the wholesale trade and the refineries came into existence. In some parts of the Province there is considerable competition.

**MOLASSES.**—There continues quite a steady sale, chiefly for Porto Rico. While price continues quite low little, if any change, is expected. In fact, the feeling seems to favor rather a firmer market.

**FISH.**—At this season there is increased sale for fresh fish, as they can be shipped frozen. The supply for the week has been light. Frozen herring seem a thing of the past. Cod and haddock are the fish sold. The shipment of smelt from the North Shore is commencing. This is a very large business. Shipments are made chiefly to New York. In dry cod and pollock prices are unchanged. Codfish, if anything, is rather easier. In finnan haddies prices are rather higher. Shipments are now made by freight. Smoked herring is dull at even figures. There are no bloaters and kippered are scarce. Pickled herring is unchanged. There is a fair supply of Bay herring. We quote: Large and medium dry cod, \$3.50 to \$3.65; small, \$2.50 to \$2.60; haddies, 5 to 5½c.; smoked herring, 7 to 8c.; fresh haddock and cod, 2½c.; boneless fish, 4 to 5c.; pollock, \$1.50 to \$1.60 per 100 lb.; pickled herring, \$2.15 to \$2.25 per half bbl.; Canso herring, \$5.50 per bbl.; kippered herring, 90c. to \$1 per box; Shelburne, \$2.50 per half bbl.

**FLOUR, FEED AND MEAL.**—In flour, rather higher prices rule. There is a good, general business, but the trade find it impossible to get the flour forward from the mills promptly. Many sales are being lost. In oats, high prices are being asked. In oatmeal there is quite a range in prices, but all prices are high. Beans are in fair demand and prices are unchanged, but quite firm. There is a demand for yellow eyes. Barley is again higher. Hay is firm; export shipments are large. Cornmeal is higher. We quote as follows: Manitoba flour, \$4.60 to \$4.70; best Ontario, \$3.90 to \$4; medium, \$3.60 to \$3.70; oatmeal, \$5.75 to \$5.90; cornmeal, \$3.10 to \$3.15; middlings, \$22 to \$23; oats, 49 to 50c.; handpicked beans, \$1.65 to \$1.70; prime, \$1.55 to \$1.60; yellow eye beans, \$2.80 to \$3; split peas, \$4.60 to \$4.75; barley, \$4.25 to \$4.35; hay, \$12 to \$14.

#### ST. JOHN NOTES.

Jones & Schofield have a further supply of "Imperial" maple syrup to hand.

"Pure Gold" herbs and "Pure Gold" jelly powder are two seasonable lines.

Corona figs and Corona dates are on sale with The Maritime Spice and Coffee Co.

Northrup & Co. have a shipment of Cottolene in 20 lb. wood pails just received.

Baird & Peters are showing a full line of Christie's biscuits. In fancy lines they have some particularly fine samples.

A large shipment of pipes and bath-brick from D. McDougall & Co. arrived

by the Glasgow steamer this week for shipment west. These goods were entered here and forwarded by the local representative, J. Hunter White.

D. E. Loomer, packer of the "Unity" brand of haddies and kippered herring, called on "The Grocer" this week.

#### MANITOBA MARKETS.

Winnipeg, December 9, 1901.

**W**EATHER has been fine and mild with light flurries of snow. The mildness and the absence of snow is affecting trade in some lines, but the volume of trade on the whole has been heavy; collections are fair and the general tone of business good. Christmas trade is moving and many of the retail stores are getting their holiday decorations in place and the city already presents a festive appearance. The changes in prices have been few and unimportant.

**FLOUR.**—The steady advance of wheat during the past week is likely to bring an advance in flour. Millers state that should the price of wheat hold another 18 hours flour will certainly advance 10c. per sack all round. In the meantime prices are standing at the old figures of Ogilvie's Hungarian Patent, \$2 per sack of 98 lb.; Glenora Patent, \$1.85; Alberta, \$1.65; Manitoba, \$1.45; Imperial, XXXX, \$1.25; Lake of the Woods Five Roses brand, \$2 per 98-lb. sack; Red Patent, \$1.85; Medora, \$1.45; XXXX, \$1.25.

**CEREALS.**—Rolled oats dropped 20c. per sack this week. This drop had two elements in it. First, prices had run unduly high even for the current price of oats and some adjustment was necessary. And again the price of oats dropped in Chicago and a considerable drop in price was looked for here. Contrary to expectations, however, oats have again advanced in Chicago and are higher than they have yet been. The price of rolled oats, therefore, is liable to advance as sharply as it declined. In the meantime prices are quoted at the lower figure: Rolled oats, in 80's, \$2.30; standard and granulated, \$2.80; cornmeal, \$2; split peas, \$2.50; white beans, \$1.90.

**COFFEE.**—Lower grades of coffee are very firm and No. 5 Rio is now quoted at 10c.; roast and ground, 12½c.; Mochas and Javas are without change and in fair demand.

**EVAPORATED AND DRIED FRUITS.**—Full stocks of both Californian and Mediterranean fruits are now on the market and the quality has never been finer. Natural washed figs in baskets are shown here for the first time. The Californian prunes, apricots, peaches, pears and plums are superb. The prunes, particularly, that are known in the trade as Silver prunes, look like globes of gold. Prices are firm in all these lines, but no change has taken place for the week. Choice Filiatras, 7½c.; cleaned, 8½c.; Sultana raisins, 11 to 12c.; Valencia, fine off-stalk, \$1.75; Valencia layers, \$2.10 to \$2.20; London layers, \$1.90 to \$2; Californian muscatels, 2 to 4 crown, 6½ to 8c.; prunes, 4½ to 10½c., according to size; apricots, 12 to 13c.; peaches, 15 to 16c.; unpeeled peaches, 10½c.; pitted plums, 10½c.

**CANNED GOODS.**—Sales at present are rather quiet and without change of price, though any stock that is brought in from this on, will, of necessity, be from 5 to 10c. per case higher, owing to the all-rail rate of freight. Fruits —

Strawberries, heavy syrup, \$3.25; preserved, \$3.60; raspberries, preserved, \$3.25; syrup, \$2.95; blackberries, \$2.75; gooseberries, 2's, \$2.90; 2's, preserved, \$3.60; peaches, yellow, 2-lb. tins, \$4; 3-lb. tins, \$6; pears, 2-lb. tins, \$3.50; 3-lb. tins, \$4.50; apples, 3-lb. tins, canned, \$2.50; 3-lb. tins, preserved, \$3.65; gallon, canned, \$1.60. Californian canned fruit in 2½-lb. tins—Plums, green gage, \$4.25; Lombard, \$4.20; damson, \$4.20; egg, \$4.20; peaches, \$1.75; pears, \$1.95; apricots, \$4.75; cherries, white, \$5.50. Canned vegetables—Tomatoes, \$2.20 to \$2.25; corn, 2-lb. tins, \$1.90; peas, 2-lb. tins, \$1.95; beans, 2-lb. tins, \$1.85; pumpkin, in 3-lb. tins, \$2.10.

**NUTS.**—Supplies for the Christmas trade are now all in and it looks as if Valencia almonds would be scarce. There are plentiful supplies to draw from, but they could not reach here for at least three weeks: Shelled, 30c.; Valencia almonds, 28c.

**SUGARS.**—There has been no change of price during the week and trade has been heavy. Extra standard, \$4.95; extra ground, \$6.40; powdered, \$6.65; lumps, \$6.65; bright yellow, \$4.30. Raw sugar is in good demand.

**SYRUPS.**—All corn syrups are very firm, but without change of price, namely, 3 to 3½c. per lb. Molasses, 35 to 57½c. per gallon, according to grade.

**FIBREWARE.**—All lines of fibreware have again advanced 10 per cent. No reason is assigned for this. Manila paper has advanced ½c. per lb.

**BUTTER.**—The market is poorly supplied in all but inferior grades.

**GREEN FRUITS.**—Californian navel, 176 to 250's, \$5.25; 150's, \$4.75; 126's, \$4.25. Mexican oranges, 176's to 250's, \$5; 150's, \$4.50. Lemons, \$5.25; apples, \$5.50 to \$6.50, according to variety; cranberries, \$10; bananas, \$3.50; Malaga grapes, \$8.

#### AFTER A BONUS AT WIARTON.

A special meeting of the Warton town council was held last week at which B. B. Freeman and James Symon submitted a proposition on behalf of The Warton Beet-Sugar Co., asking that the latter should be granted a \$25,000 bonus and tax exemption for a number of years. It was urged on behalf of this that Berlin had granted \$25,000 and Wallaceburg \$30,000 for the establishment of similar industries in those places, which had greatly handicapped the canvassers for stock in the Warton concern, as capitalists preferred investing their money where the best support would be given. After some further discussion, in which it came out that tax exemption was also wanted by the company, the matter was left over for consideration till the next afternoon, when a joint meeting of the council and sugar company would be held.

At the latter meeting, when the matter had been thoroughly investigated, it was decided to submit a by-law giving a bonus of \$25,000 to the concern on the 20-year debenture plan. An assessment will be made on the company's property sufficient to yield the town \$2,000 in school taxes a year.

Vaughan & Cook have purchased J. A. Rice's grocery business, Rossland, B.C., assuming and paying all his liabilities. All the accounts due to the old firm will also be collected.



**"CONDOR" TEA**

JAPAN

**"NECTAR" TEA**

BLACK

**"CONDOR" MUSTARD**

PURE

# Testimonial of Quality

**Madam  
Huot's  
Coffee**

This is from a coffee merchant and an expert :

LONDON, Canada, December 3, 1901.

E. D. MARCEAU, Esq., MONTREAL.

DEAR SIR,—About two weeks ago, when in your office with Mr. ———, you were good enough to give me a tin of your "MADAM HUOT'S" COFFEE ; let me say we like it better than anything we have ever used. Will you kindly send me, by express, 1-dozen tins? Send bill and I will remit you express order at once.

Yours truly, ———

That is what I have always said. When tried by lovers of Coffee it has always been FOUND THE FINEST IN THE LAND.

## A Genuine Bargain—A Real Snap.

Bought for spot cash from a Japan house, who wanted to unload the balance of their holdings in Canada :

100 half-chests, a splendid sundried Japan tea which I offer at 16c.

ALSO 50 half chests, medium olive-color Japan tea, at 16c.

BOTH HEAVY WELL-MADE LEAF OF BRIGHT, FLAVORY LIQUOR.

## Nothing better offered at 17½c.

22 half-chests, a beautifully made, early picked, olive-color Japan tea, 87 lb. net, at 18½c.

**Ceylon Green** —You will find that I have, of them, the best values at 15, 17½ and 20c.

A FANCY CANISTER FREE WITH YOUR FIRST PURCHASE OF THESE TEAS.

**Ceylon Black** —A large and well-assorted stock from 12½c. to 45c. per lb. Bought before the advance. For values in them I AM YOUR MAN.

Specialty of high-class goods in Teas, Coffees, Spices and Vinegars—Wholesale.

**E. D. MARCEAU,** 281-285 St. Paul St., cor. St. Gabriel,  
MONTREAL

## NOVA SCOTIA MARKETS.

HALIFAX, N.S., December 9, 1901.

THE condition of the grocery trade in the city naturally indicates the general conditions throughout the Province, and this condition at present may be considered as good, and compares favorably with former years.

This is the season when Christmas groceries are in demand, and also when the large number of shore ports, which do not enjoy the privilege of railway communication, and are more or less icebound during the winter season, lay in their winter stock, and Halifax merchants have been doing a large trade in both directions.

The results of the sale of the season's crops are a good index of the general state of trade. When crops are good and sell well, money is plentiful and the country districts purchase largely, and there is no line which feels the result more than groceries. This season the crops have been fairly good, and prices high.

Apples, though not a large crop, have sold high, and happy is the man who has a few hundred barrels to sell. The retail price of Gravensteins in the city markets (the season for which is now over) ran as high as \$4 for best No. 1's; ordinary No. 1's, \$3 50; No. 2's, \$2.50. Bishop Pippins are now selling at from \$2 to \$3 50. Usually the commission merchants and auctioneers receive large consignments of apples which they sell at auction. This has been rare this season as there was no necessity for any apple-raiser to go off his farm to sell his surplus crop.

The potato crop in Nova Scotia this year was only medium, and prices ruled high. A month ago the wholesale price was 80c. and the retail \$1. This bore extremely hard on the poorer classes. Then the Prince Edward Island crop commenced to come in, and the price dropped considerably. The Prince Edward Island potatoes are only of fair quality and never bring as high price as the home-grown article. They sold, ex vessel, as low as 35c., but are now on the rise and are slightly better than 40c. Native potatoes will readily bring 50 to 55c.

Oats also, notwithstanding the large import from Prince Edward Island, have maintained a steady advance, and now bring about 55c. in car and job lots, and will probably run higher. The advance has been steady and regular, cent by cent, for the last month.

Cornmeal, flour, bran, middlings and other feeds have been subject to a steady advance, week by week, and the highest limit has not probably yet been reached.

There has been considerable buying in this line for winter stock.

The retail grocers have had great difficulty in supplying their customers with best creamery butter. The very best fresh home-made creamery retails at 28c., with not enough to supply the demand, while that imported from New Brunswick and Prince Edward Island, a week or ten days old, brings 25 to 27c., and Upper Canadian 24c. for finest and 19 to 20c. for ordinary. Every year people are calling for a better class of butter, and there is very apparent good money for those who can produce a superior article.

For the last year or two the wholesale grocers have done considerable trade—and one which is bound to grow largely—in fine lines of fancy preserves, put up in the regular glass jars, by firms in the Upper Provinces. Pears, plums, and many other fine fruits can be bought in this way almost as cheaply as they can be put up at home in the old way. This is where the idea of production in large quantities comes in, in this as well as other lines.

Commercial travellers from various parts of the Province report large sales and a good season's business. The confectionery and biscuit business is reported especially good, and in advance of other seasons. One proof of this is the fact that the firm of G. J. Hamilton & Sons, Pictou, intend immediately to enlarge their premises and extend their plant to nearly double its present capacity. This firm has a number of travellers constantly on the road who cover New Brunswick, Prince Edward Island, Newfoundland, Ontario and Quebec, as well as this Province.

R. C. H.

## A BIG MILL FOR NORMAN.

It is stated on good authority that arrangements have been about completed for the erection of one of the largest flour mills in the world at Norman, Ont. The structure will be of solid granite masonry, and will be equipped with the most modern appliances. It is also expected that a big pulp mill will be erected at an early date.

## A WESTERN ROMANCE.

From Vancouver comes this story. F. S. Stewart, dry goods merchant, there, has a sister who became engaged to a man named Ross, head of the dry goods department in her brother's store. At the last moment she found that she loved another in the person of Thomas Chappelle, manager of the grocery department of The Hudson Bay stores. Her relatives, who objected to this very strongly were preparing to send her off to Scotland, but she eluded them and was married to Chappelle.

Include with first order from wholesale grocer  
a trial lot of

**H AND H**  
TRADE MARK

the unequalled cleaner. Steady growth. **seasonable**, well advertised and have letters daily from consumers.  
34 Yonge Street, Toronto.

## POULTRY

I have the trade, and can command big prices. I want all your **Butter, Eggs, Potatoes, Apples, Cheese, etc.** Consignments receive personal attention. Correspondence solicited.

A. A. SIMONSKI, 250 Spadina Ave., Toronto.  
Wholesale Produce and Commission Merchant.

## "Imperial" Brand PEARS

are as good as any, and a good deal better than some other brands. Why? Because we use good fruit and preserve it the right way. That's why.

IMPERIAL CANNING CO.,  
KINGSVILLE.

## XMAS FRUITS

We want your orders for  
**VALENCIA and NAVEL ORANGES, LEMONS, MALAGA GRAPES, FIGS, DATES, NUTS, DRIED FRUITS, etc.**

We guarantee you perfect satisfaction with the best goods obtainable at reasonable prices.

SEND FOR PRICE LIST.

**WHITE & CO.**

Wholesale Fruit

TORONTO

Toronto Fruit Merchants.

## Florida Oranges

We have them and the stock is elegant.

New Messina Lemons, New Nuts,  
New Figs, New Dates,

All at lowest price.

Get your Xmas order in early.

**HUSBAND** Bros. &  
Co.

82 Colborne St., TORONTO.

## ORANGES

EX. FANCY "LION" BRAND NAVELS  
FLORIDA ORANGES  
JAMAICA ORANGES  
MEXICAN ORANGES  
VALENCIA ORANGES

MESSINA AND CALIFORNIA } **LEMONS**

Get our prices before placing  
Holiday Order.

**CLEMES BROS., TORONTO**



CANADIAN ADVERTISING is best done by THE  
E. DESBARATS ADVERTISING AGENCY  
MONTREAL

## Oysters and Fish M. DOYLE FISH COMPANY Limited

TORONTO ONT.

We are the only house who offer you oysters in Canadian measure (Imperial), 4 gal. Imp. is equal to 5 gal. wine. Agents for Booth's "Oval" Brand. 53 years on the market. Extra Standard, \$3.00 per pail. All kinds of Fresh Fish always on hand. Carload Manitoba Whitefish just arrived.

ESTABLISHED 1869

## Geo. Stanway & Co.

Brokers and  
General Commission Merchants

Teas, Sugars, Molasses, | 46 Front St. East,  
Canned Goods | TORONTO

Correspondence Solicited.

## ROCK SALT FOR HORSES and CATTLE.



TORONTO SALT WORKS, Toronto, Ont.

## Grenoble Walnuts

Second shipment now in  
store. Lower Prices.

## WARREN BROS. & CO.

TORONTO.

Established 1862.

## E. THOMPSON & CO.

LIVERPOOL,

Offices—11 Victoria St. . . . ENG.  
Warehouses—48-52 Thomas St.

We solicit correspondence and offers of all kinds of **CANNED GOODS** and **DRIED FRUITS**, etc., suitable for the English and Continental markets. Consignments will receive best attention and advances made when required.

REFERENCE—Canadian Bank of Commerce.

American Agent—

G. H. THOMPSON,

107 Hudson St., NEW YORK.

**LOOK**—5-inch HIGH-PRESSURE  
GASOLINE MANTLES,  
manufactured under the supervision of men  
who have had years of experience.

In quality and price we defy competition.

Our highest-grade 5-inch High-pressure  
Gasoline Mantle, 35c. each, \$4.00 per doz.

The people's favorite, our "Gloria" Triple-  
weave Mantle, 25c. each, \$2.50 per doz.

Our popular United Single-weave Mantle,  
15c. each, \$1.50 per doz.

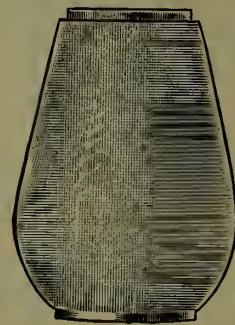
Phone us and we will send our agent.

The United Incandescent Light Co.,

7 Yonge St. Arcade, - TORONTO.

Phone 969.

ARE YOU USING OUR



Cold Blast  
or Jubilee  
Globes

Aetna or  
Quaker Flint  
Chimneys?

Give them a Trial.

THE SYDENHAM GLASS CO.,  
of WALLACEBURG, Limited

# Quantity Selling Depends upon Quality

The extent of the demand for any article is based upon its quality. The demand will increase providing quality is right, but will diminish if below the standard, and all the advertising and glib talk of salesmen will not maintain it if quality is not what it should be. Highest standard of excellence has stimulated, maintained and increased the demand for

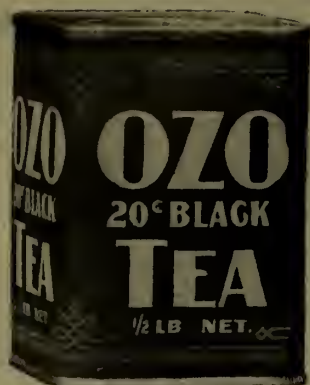
## Jonas' Flavoring Extracts.

The grocers selling them are backed up by the argument "highest quality," which no customer can gainsay. Yes, indeed, quantity sold depends upon quality—a larger quantity of **Jonas' Extracts** is being sold to-day than ever before.

Oh, say, have you sent us your order for some **FANCY FRUIT SYRUPS**? If not, don't delay placing it at once. These syrups sell rapidly and prove excellent trade-bringers.

As for **FRENCH PRUNES**, if you desire a line of the most delicious prunes procurable, send your order to us. Put up in 1 and 2-lb. bottles, and 2, 4 and 7-lb. tins, or 28-lb. wooden boxes.

**HENRI JONAS & CO.,** = **Montreal**



OUR PRICES ARE:

|                                   |         |
|-----------------------------------|---------|
| Wholesale.                        | Retail. |
| "OZO" Ceylon in 1/2's and 1's.... | 20c.    |
| "OZO" Ceylon in 1/2's and 1's.... | 22c.    |
| "OZO" Ceylon in 1/2's and 1's.... | 25c.    |
| "OZO" Ceylon in 1/2's and 1's.... | 29c.    |
| "OZO" Ceylon in 1/2's and 1's.... | 33c.    |
| "OZO" Ceylon in 1/2's and 1's.... | 36c.    |
| "OZO" Ceylon in 1/2's and 1's.... | 40c.    |
| "OZO" Japan in 1/2's only.....    | 20c.    |
| "OZO" Japan in 1/2's only.....    | 25c.    |
| "OZO" Japan in 1/2's only.....    | 40c.    |

# SELL "OZO" TEAS

and they will accomplish four distinct missions for you, namely:

- FIRST**—They give entire satisfaction to the consumer, which is the most important requisite in the extension of trade.
- SECOND**—They bring new customers to the store.
- THIRD**—They assist the grocer to hold his customers' trade.
- FOURTH**—They help make your tea trade one of continuous profit.

Why not invest in a shipment of

**"OZO" TEAS?**

They have proven profitable to other grocers. They will prove profitable for you.

Write for Samples to

**THE "OZO" CO., Limited, St. Paul Street, Montreal**

## WANTED

By a wholesale tea, coffee and spice house, a first-class traveller, speaking French and English fluently; knowing this business thoroughly and the ground to be covered, viz: La Beauce and the south side of the river Gaspé, and the north from Quebec to Chicoutimi. No use applying without the necessary qualifications and the best references.

A good salary will be paid to the right man. Apply,

"Traveller," Canadian Grocer,  
232 McGill St., Montreal.

## The Long Distance Telephone

Is Invaluable to Business Men.

You can speak to 40,000 subscribers in Canada and Hundreds of Thousands in the United States within a distance of 1,500 miles.

Have you made its use a factor in your business?

**THE BELL TELEPHONE CO. OF CANADA.**

## Book-keeping FOR Joint Stock Companies

A text-book for the use of accountants, book-keepers, business men, and advanced accountancy students, by

**DAVID HOSKINS, C.A.**

Vice-President of the Institute of Chartered Accountants of Ontario.

Price \$1 50, postpaid. Address:—

**DAVID HOSKINS, C.A.,**  
Cor. Yonge and McGill Sts., Toronto, Ont.

## Brockville Business College

**P**RONOUNCED by members of Dominion and Provincial Parliaments and business men generally to be a first-class business school.

Graduates in all the leading cities of Canada and the United States. Do you want to become a good bookkeeper or shorthand writer? If you are interested in this line of work our Catalogue will interest you.

Address,  
**BROCKVILLE BUSINESS COLLEGE,**  
Department G. Brockville, Ont.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

## "SUPERIOR" GLUTEN FLOUR

is made from the famous Manitoba and Northwest wheat, in which the sugar, starch and cellulose parts are reduced to a minimum. It contains all the natural elements of repair for the system. It will restore to health all those who are troubled with impaired digestion, dyspepsia, or diabetes. Directions on each package.

In cases containing 36 (three dozen) 2 1/4-lb. packages. Through your wholesaler at prices quoted on page 50, (current market quotations). Manufactured by

**NORTH WESTERN CEREAL CO.,**  
**E. A. SHOEBOOTHAM,**  
CANADIAN AGENT,  
St. James' Park, LONDON, Canada.

## WESTERN ASSURANCE COMPANY

Incorporated 1881.

## Fire and Marine

|               |   |                |
|---------------|---|----------------|
| Capital       | - | \$2,000,000.00 |
| Assets, over  | - | 2,900,000.00   |
| Annual Income | - | 3,000,000.00   |

Head Office: TORONTO, ONT.

Hon. Geo. A. Cox, President. J. J. Kenny, Vice-President  
C. C. Foster Secretary.



December 12, 1901.

Goods in large lots and for prompt pay are generally obtainable at lower prices. All quotations for staple products are under the direct control of the Editors, who call daily upon all the leading houses in the principal centres.

Goods in large lots and for prompt pay are generally obtainable at lower prices. All quotations for staple products are under the direct control of the Editors, who call daily upon all the leading houses in the principal centres.

## CANNED GOODS

Seas, 2's.....  
" salted

## CANDIED PEELS

## GREEN FRUITS

## SUGAR

## HARDWARE PAINTS AND OILS

## SYRUPS AND MOLASSES

## CANNED MEATS

## FRUITS

## PROVISIONS

|                               |       |       |       |       |       |
|-------------------------------|-------|-------|-------|-------|-------|
| Dry Salted Meats—             |       |       |       |       |       |
| Long clear bacon .....        | 12    | 10½   | 11    |       |       |
| Smoked meats—                 |       |       |       |       |       |
| Breakfast bacon .....         | 15    |       | 11    |       |       |
| Rolls .....                   | 12    |       | 11½   | 11    | 12    |
| Medium Hams .....             | 14    | 12½   | 13    | 14    | 15    |
| Large Hams .....              | 13½   |       | 12½   |       |       |
| Shoulder hams .....           | 13    |       | 11    | 8     | 9     |
| Backs .....                   | 15    |       | 14    |       |       |
| Meats out of pickle 1c. less. |       |       |       |       |       |
| Barrel Pork—                  |       |       |       |       |       |
| Canadian heavy mess .....     | 21 00 | 19 50 | 20 00 | 21 50 | 21 50 |
| “ short cut .....             | 22 00 |       | 21 10 | 21 00 | 22 00 |
| Plate beef .....              | 12 50 | 13 50 | 13 00 | 13 00 | 14 50 |
| Lard, tierces, per lb. ....   | 11    |       | 11    | 11½   | 12½   |
| Tubs .....                    | 11½   |       | 11½   | 12½   | 12½   |
| Palls .....                   | 11½   | 12    | 11½   | 12½   | 12½   |

# Most important to have in stock !!!

## JAMES' "DOME" BLACK LEAD

### A Household Necessity.

CUT THIS OUT, PASTE UP FOR REFERENCE.

## A Word About Vinegars

sell vinegar through travellers. So we make the trade the following liberal offer for all delivery as required :

|                                                               |          |
|---------------------------------------------------------------|----------|
| X White Wine (or Cider) White Wine Guaranteed 53 grains, 15c. |          |
| XX " " " " " " " " " "                                        | 72 " 18  |
| XXX " " " " " " " " " "                                       | 88 " 23  |
| Pickling                                                      | 100 " 26 |
| Proof                                                         | 118 " 30 |
| Also a special XXX White Wine Guaranteed                      | 77 " 20  |

We are manufacturing as good vinegars as it is possible to make. There are only a few vinegars as good in Canada—none better. We have sold as wholesale grocers a great many cars of XXX White Wine, Montreal make. The best guarantee we ever got was 72 grains, and then vinegar hardly ever stood the test. All mail orders, besides our usual discounts, will be entitled to a rebate of two cents a gallon. It would cost us more to sell you through a traveller.

**TERMS:** 10 per cent. 30 days, net cash 35 days. All bills payable in Hamilton, and positively no discount after 35 days.

# LUMSDEN BROS., - HAMILTON, ONT.

| COFFEE                             |  | Moutreal. |      | Toronto. |      | St. John, Halifax. |      |
|------------------------------------|--|-----------|------|----------|------|--------------------|------|
| Green—                             |  |           |      |          |      |                    |      |
| Mocha.....                         |  | 24        |      | 23       | 28   | 25                 | 30   |
| Old Government Java.....           |  | 27        |      | 22       | 30   | 25                 | 30   |
| Rio.....                           |  | 10        |      | 7½       | 9½   | 12                 | 18   |
| Santos.....                        |  |           |      | 9½       | 10½  |                    |      |
| Plantation Ceylon.....             |  | 29        |      | 23       | 30   | 23                 | 31   |
| Porto Rico.....                    |  |           |      | 22       | 25   | 24                 | 28   |
| Gatemala.....                      |  |           |      | 22       | 25   | 24                 | 28   |
| Jamaica.....                       |  | 18        |      | 15       | 20   | 18                 | 22   |
| Maracaibo.....                     |  | 13        |      | 13       | 18   | 12                 | 13   |
| NUTS                               |  |           |      |          |      |                    |      |
| Brazil.....                        |  |           |      | 15       | 16   |                    | 15   |
| Valencia shelled almonds.....      |  | 22        | 23   | 30       | 35   | 80                 | 35   |
| Tarragona almonds.....             |  | 10        |      |          | 11½  | 12                 | 13   |
| Formegetta almonds.....            |  |           |      |          | 10½  |                    |      |
| Jordau shelled almonds.....        |  | 30        |      | 40       | 43   |                    |      |
| Peanuts (roasted).....             |  | 7½        | 8    | 8        | 10   | 9                  | 10   |
| (green).....                       |  | 8½        | 7    | 7        | 9    |                    |      |
| Cocanuts, per sack.....            |  | 3 00      |      | 3 75     | 8 50 | 4 00               |      |
| per doz.....                       |  |           |      | 80       | 60   | 70                 |      |
| Grenoble walnuts.....              |  | 10        | 10½  |          | 10½  | 11                 | 12   |
| Marbot walnuts.....                |  |           | 10   | 9½       | 10½  |                    |      |
| Bordeaux walnuts.....              |  |           | 9    |          | 8    | 8½                 | 9    |
| Sicily filberts.....               |  | 8         | 8½   | 9½       | 10½  | 10½                | 9    |
| Naples filberts.....               |  |           |      |          | 10   | 11                 |      |
| Pecans.....                        |  | 13½       | 14   | 13       | 15   | 13                 | 14   |
| Shelled Walnuts.....               |  | 18        | 17   | 18       | 23   |                    | 25   |
| SODA                               |  |           |      |          |      |                    |      |
| Bl-carb, standard, 112-lb. keg     |  | 1 85      | 1 80 | 2 00     | 2 25 | 1 70               | 1 75 |
| Sal soda, per bbl.....             |  | 70        | 75   | 80       | 90   | 85                 | 90   |
| Sal Soda, per keg.....             |  | 95        | 1 00 |          | 1 00 | 95                 | 1 00 |
| Crystallized Sal Soda, per tb..... |  |           |      |          | 1    |                    |      |
| SPICES                             |  |           |      |          |      |                    |      |
| Pepper, black, ground, in kegs     |  |           |      |          |      |                    |      |
| pails, boxes.....                  |  | 18        | 18   |          | 18   | 14                 | 15   |
| " in 5-lb. cans.....               |  | 14        | 17   |          | 19   | 15                 | 16   |
| " whole.....                       |  | 15        | 17   |          | 19   | 12                 | 13   |
| Pepper, white, ground, in kegs     |  |           |      |          |      |                    |      |
| pails, boxes.....                  |  | 28        | 27   | 26       | 27   | 24                 | 26   |
| " 5-lb. cans.....                  |  | 25        | 28   | 25       | 28   | 20                 | 22   |
| " whole.....                       |  | 23        | 25   | 28       | 25   | 20                 | 22   |
| Ginger, Jamaica.....               |  | 19        | 25   | 22       | 25   | 20                 | 25   |
| Cloves, whole.....                 |  | 12        | 30   | 14       | 35   | 18                 | 20   |
| Pine mixed spice.....              |  | 25        | 30   | 25       | 30   | 25                 | 30   |
| Cassia.....                        |  | 18        | 18   | 20       | 40   | 18                 | 20   |
| Cream tartar, French.....          |  |           | 25   | 24       | 25   | 20                 | 22   |
| " best.....                        |  |           | 28   | 25       | 30   | 25                 | 30   |
| Allspice.....                      |  | 10        | 15   | 18       | 18   | 16                 | 18   |
| WOODENWARE                         |  |           |      |          |      |                    |      |
| Pails, No. 1, 2-hoop.....          |  | 1 75      |      | 1 72     |      | 1 90               |      |
| " 8-hoop.....                      |  | 1 9       |      | 1 83     |      | 2 05               |      |
| " half, and covers.....            |  | 1 5       |      | 1 80     |      | 1 75               |      |
| " quarter, jam and covers          |  | 1 25      |      | 1 80     |      | 1 45               |      |
| " candy, and covers.....           |  | 2 50      | 3 0  | 1 88     | 2 90 | 3 20               |      |
| Tubs No. 0.....                    |  | 10 0      | 10 2 |          | 9 15 | 11 00              |      |
| " 1.....                           |  | 8 00      | 8 25 |          | 7 50 | 9 00               |      |
| " 2.....                           |  | 7 00      | 7 25 |          | 8 70 | 8 00               |      |
| " 3.....                           |  | 8 00      | 8 25 |          | 5 90 | 7 00               |      |
| PETROLEUM                          |  | Montreal. |      | Toronto. |      | St. John, Halifax. |      |
| Canadian water white.....          |  | 14½       | 15½  |          | 16   | 16                 | 16½  |
| Sarnia water white.....            |  | 16        | 17   |          | 16   | 16                 | 18½  |
| Sarnia prime white.....            |  |           | 18   |          | 15   |                    | 15½  |
| American water white.....          |  |           | 19   |          | 17½  | 17                 | 17½  |
| Pratt's Astral (barrels extra)     |  | 18½       | 19   |          | 17   | 18                 | 18½  |
| Black— TEAS                        |  |           |      |          |      |                    |      |
| Congou—Half-chests Kalsow,         |  |           |      |          |      |                    |      |
| Moning, Paking.....                |  | 13        | 60   | 12       | 60   | 11                 | 40   |
| Caddes Paking, Kalsow.....         |  | 17        | 40   | 18       | 50   | 15                 | 40   |
| Indian—Darjeelings.....            |  | 85        | 55   | 35       | 55   | 30                 | 50   |
| Assam Pekoes.....                  |  | 20        | 40   | 20       | 40   | 18                 | 40   |
| Pekoe Souchong.....                |  | 18        | 25   | 18       | 25   | 17                 | 24   |
| Ceylon—Broken Pekoes.....          |  | 35        | 42   | 35       | 42   | 34                 | 40   |
| Pekoes.....                        |  | 20        | 30   | 20       | 30   | 20                 | 30   |
| Pekoe Souchong.....                |  | 17½       | 40   | 17       | 35   | 17                 | 35   |
| China Greens—                      |  |           |      |          |      |                    |      |
| Gunpowder—Cases, extra first       |  | 42        | 50   | 42       | 50   |                    |      |
| Half-chests, ordinary firsts       |  | 22        | 28   | 22       | 28   |                    |      |
| Young Hyson—Cases, sifted          |  |           |      |          |      |                    |      |
| extra firsts.....                  |  | 42        | 50   | 42       | 50   |                    |      |
| Cases, small leaf, firsts.....     |  | 35        | 40   | 35       | 40   |                    |      |
| Half-chests, ordinary firsts       |  | 22        | 38   | 22       | 38   |                    |      |
| Half-chests, seconds.....          |  | 17        | 19   | 17       | 19   |                    |      |
| " thirds.....                      |  | 15        | 17   | 15       | 17   |                    |      |
| " common.....                      |  | 13        | 14   | 13       | 14   |                    |      |
| Plugsueys—                         |  |           |      |          |      |                    |      |
| Young Hyson, ½-chests, firsts      |  | 28        | 32   | 38       | 32   | 30                 | 40   |
| " " " seconds.....                 |  | 18        | 19   | 18       | 19   |                    |      |
| " Half-boxes, firsts.....          |  | 28        | 32   | 28       | 32   |                    |      |
| " " " seconds.....                 |  | 18        | 19   | 18       | 19   |                    |      |
| Japans—                            |  |           |      |          |      |                    |      |
| ½-chests, finest Maypickings       |  | 38        | 40   | 38       | 40   |                    |      |
| Choice.....                        |  | 32        | 38   | 33       | 37   |                    |      |
| Finest.....                        |  | 28        | 30   | 30       | 32   |                    |      |
| Fine.....                          |  | 25        | 27   | 27       | 30   |                    |      |
| Good medium.....                   |  | 22        | 24   | 25       | 28   |                    |      |
| Medium.....                        |  | 19        | 20   | 21       | 23   |                    |      |
| Good common.....                   |  | 16        | 18   | 18       | 20   |                    |      |
| Common.....                        |  | 13        | 15   | 15       | 17   |                    |      |
| Nagasaki, ½-chests, Pekoe.....     |  | 16        | 22   |          |      |                    |      |
| " " Oolong.....                    |  | 14        | 15   |          |      |                    |      |
| " " Gunpowder.....                 |  | 16        | 19   |          |      |                    |      |
| " " Siftings.....                  |  | 7½        | 11   |          |      |                    |      |
| RICE, MACARONI, SAGO, TAPIOCA.     |  |           |      |          |      |                    |      |
| Rice—Standard B.....               |  | 3 00      | 3 10 |          | 3½   | 3 25               | 3 40 |
| Patna, per lb.....                 |  | 4 25      | 4 50 |          | 4½   | 5                  | 6    |
| Japan.....                         |  | 4 40      | 4 90 |          | 5½   | 5                  | 8    |
| Imperial Seela.....                |  | 4 80      | 4 90 |          | 4½   | 5½                 | 6    |
| Extra Burmah.....                  |  |           |      |          | 4½   | 4                  | 5    |
| Java, extra.....                   |  |           |      |          | 6    | 6                  | 7    |
| Macaroni, dom'ic, per lb, bulk     |  |           | 5    | 8        | 7½   |                    |      |
| " Imp'd, 1-lb. pkg., French.....   |  | 8         | 12   | 9        | 10   |                    |      |
| " " " Italian.....                 |  | 8         | 10   | 11       | 12½  |                    |      |
| Sago.....                          |  | 3½        | 4    | 4½       | 5    | 4½                 | 5    |
| Tapioca.....                       |  | 3½        | 4    | 4        | 4½   | 4½                 | 5    |



**D**URING the past 15 days we have had difficulty in delivering our goods as promptly and regularly as we used to do.

We beg our clients and friends to excuse these involuntary delays, and are pleased to inform them that we are now prepared to deliver orders the same day we receive them.

Our assortment is now complete in every line and orders can be filled to the entire satisfaction of our clients.

Quotations given on demand.

We invite comparison.

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LAPORTE, MARTIN & CIE.,

Montreal.

## THE BEET-SUGAR INDUSTRY.

**A**T Berlin, Ont., the by-law granting the \$25,000 bonus to the beet-sugar refinery, to be established in Waterloo county, was given its third reading and carried on December 4.

A number of Peterboro' farmers and influential citizens with the city council heard the representatives of a beet-sugar company, who are desirous of locating there, on December 5. As a result a committee was appointed to wait on the town and county councils with reference to having a by-law granting a \$50,000 bonus to this industry submitted to the ratepayers.

At Wiarton, Ont., the town council passed a by-law granting the beet-sugar company there the use of water front or marine allowance for the erection of a switch, and gave its first reading to a by-law providing for an assessment of \$50,000 on the property of the same concern.

The Ontario Government has granted a charter to The Dresden Sugar Co., Limited, Dresden, Ont., for the cultivation and refining of sugar beets. The share capital of the concern is \$600,000.

### WATERLOO SUGAR MEN BUSY.

In the county of Waterloo, Ont., an active campaign is being waged on behalf of the beet sugar industry. Hosts of canvassers are out amongst the farmers inducing them to enter into contracts to put a certain acreage of beets in cultivation. Meetings are being held in the schoolhouses, which influential citizens and representatives of the beet sugar company are addressing. At their close the lists are opened and engagements made with the farmers to put a certain acreage of sugar beets under crop and already the required acreage, 5,000 acres, is nearly secured.

The company state that they will commence building their \$700,000 plant as soon as the required acreage is subscribed and local capitalists are sufficiently interested, and expect to have the big factory in operation for next season's crop. The \$25,000-bonus by-law has also been formally assented to by the Berlin council. The sugar concern also state that it is their intention to build a standard gauge railway through Wilmott and Wellesley townships, Waterloo county, as soon as sufficient beets are grown along the line to warrant such a procedure.

### GALT GETS INTO THE SUGAR SWIM.

At a recent meeting between a committee representing the Galt Board of Trade and outside capitalists, represented by G. C. McMullen, it was settled that Galt is to have also a beet-sugar refinery.

The usual \$600,000 will be forthcoming as soon as a 5,000-acreage of beets is secured, a free site and tax exemption furnished by the town, \$100,000 subscribed by local capitalists and other minor matters arranged. These proceedings have yet to be ratified by the Board of Trade and Galt town council.

### ONE OF THE FIRST.

While chatting with Mr. Henri Jonas, of Henri Jonas & Co., Montreal, a few days ago, a representative of THE CANADIAN GROCER was shown a couple of mementoes of Mr. Jonas' travelling days, namely, a membership ticket of the Commercial Travellers' Association dated January 1, 1872, and also a mileage ticket for 1,000 miles. Mr. Jonas was one of the first drummers to become a member of this organization which is now well known as the Dominion Travellers' Association with its membership of several thousands of representatives of the various commercial concerns of Canada.

We wonder if there are any other travellers or ex-travellers who can produce such ancient souvenirs as Mr. Jonas now has in his possession, and which, we might mention, it is his intention to have framed and hung in the Dominion Travellers' Association quarters in Montreal? The mileage ticket reads as follows: "May travel 1,000 miles on regular passenger train on the main line of the Great Western Railway, or on the Toronto, Brantford, Sarnia, Petrollea, or Wellington, Grey and Bruce branches, subject to the conditions on back of this ticket. Not transferable. Good until Dec. 31, 1872."

### ANOTHER SALT WELL AT SARNIA.

At Sarnia, Ont., a contract has been let to John J. Mason & Co., Detroit, to sink salt wells on the property of The Cleveland-Sarnia Saw Mills Co. The building will be south of the Baechler mill, and will comprise a granary 150 x 132 ft. and a packing-house 64 x 132 ft., besides other buildings.

The total output at all branches of the "Salada" Tea Co. for the week ending November 30 was 3,000 lb. more than double the same week of last year.

Miss A. Millon, 13 Place D'Armes Hill, Montreal, has been selling some chocolates the interiors of which were alleged to be filled with liquors, and she has to appear in the Police Court to answer the charge. A subsequent analysis showed the candies to contain 2 per cent. of alcohol.

## CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 2c. a word each insertion; cash in advance. Letters, figures, and abbreviations each count as one word in estimating cost.

### AGENT WANTED.

**WANTED—AN ENERGETIC AGENT** to represent in Canada (New Brunswick and Nova Scotia excepted) an old-established British firm. Only those having connection among wholesale importers of pickles, sauces, cordials, jams, etc., need apply to Hogarth & Co., The 4 Mills Poplar, London, England. (50)



**SEALED TENDERS** addressed to the undersigned, and endorsed "Tender for Caraque Wharf," will be received at this office until Friday, December 20th, inclusive, for the construction of a public wharf at Caraque, Gloucester County, Province of New Brunswick, according to a plan and a specification to be seen at the offices of Geo. A. Day, Esq., Resident Engineer, St. John, N.B., and C. E. W. Dodwell, Esq., Resident Engineer, Halifax, N.S., on application to the Postmaster at Caraque, N.B., and at the Department of Public Works, Ottawa.

Tenders will not be considered unless made on the form supplied, and signed with the actual signatures of tenderers.

An accepted cheque on a chartered bank payable to the order of the Minister of Public Works, for seven thousand dollars (\$7,000), must accompany each tender. The cheque will be forfeited if the party decline the contract or fail to complete the work contracted for, and will be returned in case of non-acceptance of tender.

The Department does not bind itself to accept the lowest or any tender.

By order,

FRED. GELINAS,

Secretary.

Department of Public Works,

Ottawa, 30th November, 1901.

Newspapers inserting this advertisement without authority from the Department will not be paid for it. (50)

## OYSTERS.

FOR YOUR SUPPLY, SEND TO

**STANDARD OYSTER CO.,**

89 and 91 Broadway, - BUFFALO, N.Y.

Oldest and most reliable firm in the business. Wholesalers and jobbers.

Established 1879. Branch, 63 Colborne St., TORONTO

## Jelly That "Jells."

A lady in a grocery store was once heard to ask for some jelly powder "that would jell." She meant a powder that would make a good firm jelly, not the kind that falls to pieces, or in other words, that won't jell.

## N. & B. Jelly Powder.

Is warranted to "jell" and is delicious and wholesome into the bargain. You may depend on it, your customers will be more than satisfied.

**Nicholson & Brock**  
TORONTO.

(A Sample Free)



# Always Ahead.

## NEW FRUITS FOR YOUR XMAS TRADE, NOW IN STORE, READY FOR SHIPMENT:

- 1,200 boxes Castle Bros.' California Prunes, 25 lbs., all sizes, quality fine.
- 200 boxes Bevan's "Bull" Valencia Shelled Almonds, 28 lbs.
- 100 boxes Griffin & Skelley's Choice "Royal" Evaporated Apricots, 25 lbs.
- 50 boxes " " " " Peaches, 25 lbs.
- 50 boxes " " " " Pears, 25 lbs.
- 150 boxes " " " " "Easter" Brand Seeded Raisins, 1-lb. packages, 36 lbs.
- 150 boxes "OWL" Brand New Cleaned Currants, in 1-lb. cartons, 36 lbs.
- 500 boxes new "Golden" Halloween Dates (also in 1-lb. packages).
- 75 bales Grenoble Walnuts, New Crop Pure Mayettes.
- 400 boxes New Crop Sultana Raisins, assorted qualities.

### TO ARRIVE THIS WEEK:

- 2,100 boxes—**two carloads**—California Prunes, Castle Bros. and Porter Bros.,
- 100 boxes Griffin & Skelley's Evaporated Apricots, 25-lbs. [all sizes, 25 lbs.]
- 375 boxes " " "Easter" Brand 1-lb. Seeded Raisins, 36 lbs.
- 375 boxes " " "OWL" Brand 1-lb. Seeded Raisins, 36 lbs.
- 50 boxes "OWL" Brand 1-lb. Cleaned Sultana Raisins, 36 lbs.

### TO ARRIVE IN ABOUT 3 WEEKS:

- 500 boxes Malaga 3-Crown Loose Muscatels, 50 lbs.
- 500 cases Cleaned and Uncleaned Filiatra Currants.

ORDER AT ONCE. WHILE PRICES HAVE ADVANCED

WE ARE STILL SELLING AT THE OLD FIGURES.

It will pay you to ask us prices. We have one of the best assorted stocks to be found in any wholesale grocery. We are sellers.

# L. CHAPUT, FILS & CIE.

WHOLESALE GROCERS AND TEA MERCHANTS,

MONTREAL.

Selling Agents for THE WILLIAMS BROS. COMPANY, Detroit, Mich.  
Also AINSLIE'S FAMOUS SCOTCH WHISKIES.

## THE PROVISION TRADE.

The Markets—Statistics of U.S. Live Stock—Miscellaneous Notes.

### STATISTICS OF U.S. LIVE STOCK.

**A**T the fifth annual convention of the National Live Stock Association, held in Chicago this week, many interesting papers were read, most of them having to do with the technique of the industry. One paper, however, is of especial interest to the general public, now that there is so much conjecture about prices for beef and the probable size of the supply in the near future. This paper, entitled the "Live Stock Census of 1900," was written by Le Grande Powers, chief of the Agricultural Bureau of the Census Office. Among other things, Mr. Powers said that for the first time the census of the United States has attempted a complete enumeration of the domestic animals of the country. Since 1850, the Government has collected statistics of the animals on farms, but no census has ever been taken of the domestic animals not on farms or ranges; that is, the animals in cities and towns and those possessed by the small householders scattered throughout the country but not living upon farms. There were in the country on June 1, 1900, including those on and off farms, 18,172,914 dairy cows; 11,686,829 other cows, kept mainly for breeding purposes; 15,641,480 calves or neat cattle under one year; 7,041,643 steers one and under two years; 5,227,378 steers two and less than three years; 3,141,722 steers three years and over; 1,337,277 bulls one year and over; 7,273,731 heifers one year and less than two, making a total of neat cattle in the United States (June 1, 1900) of 69,522,734. At the same time, there were 18,532,137 work horses two years old and over; 1,359,652 colts less than one year of age, and 1,473,461 colts one year and under two—a total of 21,365,250 horses.

There were 2,912,958 work mules over two years of age; 255,166 mule colts less than one year old, and 291,458 mule colts one year and over; a total of 3,459,582 mules. There were also 119,992 asses and burros. Of sheep one year and older there were 32,056,129 ewes and 8,060,124 rams and weathers, a total of 40,166,263 wool-bearing sheep. There were also 21,520,062 lambs under one year, making a grand total of sheep of 61,645,325. There were in the country a total of 64,615,363 swine and 1,893,491 goats. The sheep on farms and ranges constitute more than 99 per cent of all sheep in the country. The

number of wool-bearing sheep in the United States in the last decade increased from 35,935,364 to 39,936,663, a gain of 11.1 per cent. This gain was confined to one of the five grand divisions of States and Territories, the Western. In the North Atlantic the percentage of decrease was 38.9; the North Central, 18.3; the South Atlantic, 27.4, and the South Central, 46; while the gain in the Western was 104.1. On the ranges sheep husbandry is still a leading industry, and in the Western States we find the number of wool-bearing sheep increasing in 10 years from 10,806,999 to 12,211,335. This increase is confined almost wholly to the ranges, and represents in these States the substitution of 11,000,000 sheep for their equivalent in cattle on the public domain.

### COLD STORAGE CO. WOUND UP.

On December 6, at Osgoode Hall, Toronto, Mr. Justice Lount granted an order to wind up the affairs of The Toronto Cold Storage Co., Limited, which admitted insolvency to the extent of \$28,940, on the unopposed application of W. N. Ferguson, representing The Linde British Refrigerator Co., Limited, Montreal, on a claim of about \$900, which was guaranteed by a bond of The Cold Storage Co.

The company was incorporated four years ago, in 1897, with a nominal capital of \$50,000 and a subscribed and paid up capital of \$49,750. E. R. C. Clarkson, who has been appointed interim liquidator, has made a statement of the company's affairs, which shows liabilities of \$76,779, and assets of \$47,839, leaving an apparent deficiency of \$28,940.

Thomas Long is president of the company, and the other directors are William Mackenzie, Frederic Nicholls, H. M. Pellatt and A. E. Ames.

The winding-up order was brought about in this way: G. B. Jones, the former manager of The Toronto Cold Storage Co., sold for the Linde concern a plant to The Collingwood Meat Co., Collingwood, Ont., for which he put in a claim of \$400 as commission. As the Toronto firm claimed that they were entitled to the commission, the Linde company paid it to them, obtaining a bond of indemnity should Mr. Jones bring an action against them for it. This he did, and, after losing his case at the trial, won it at the Court of Appeal. As the Montreal company had to pay the amount again with

costs, they applied to the cold storage company at Toronto for redress, but, as they could not pay, a winding-up order was applied for.

### THE PROVISION MARKETS.

#### TORONTO.

Western hogs are freely offered in carlots, but, owing to the excessive demand from the packing-houses, the price has advanced to \$8 per 100 lb., a jump of 25c., and holds very firm at that figure. On the local market, owing to the unfavorable weather at the beginning of this week, the receipts of dressed hogs have been light, and the price remains firm at \$8 to \$8.25, the bulk of the arrivals selling at from \$8.10 to \$8.15 per 100 lb. A good demand for lambs has set in, and the price is 1/4c. higher. The other prices are unchanged. We quote as follows: Beef carcasses, \$5.50 to \$6.50 per 100 lb.; hind quarters, \$6 to \$7 per 100 lb.; front quarters, \$4.50 to \$5 per 100 lb. Veal, 6 to 7 1/2c. per lb.; lambs, 5 1/2 to 6c. Live hogs: Selects, \$6, and lights \$5.75 per 100 lb.; choice export cattle bring \$4.75 to \$5 per 100 lb.; lights sell at \$4 to \$4.50.

The price of cured provisions just now is very firm, owing to the high prices of dressed and Western hogs. Canadian heavy mess pork is 50c. higher, while short cut is firm at \$21. Lard has taken a jump of 1/4c., and a good movement in this article is reported. We quote as follows: Long clear bacon, 11c.; smoked breakfast bacon, 14 to 15c.; rolls, 11 1/2c.; medium hams, 13 1/2c.; large hams, 12 1/2 to 13c.; shoulder hams, 11c., and backs, 13 1/2 to 14c.; Canadian heavy mess pork, \$19.50

Established 1873.

Pork Packers, Commission Merchants,  
Buyers and Exporters of

Eggs, Butter,  
Cheese, Poultry.

**D. GUNN, BROTHERS & CO.**

78 78-80 Front St. E. - TORONTO.

## CONSIGNMENTS

of EGGS, BUTTER, CHEESE, etc.  
will receive our careful attention.

Write us when you have Eggs and  
Butter to offer. Cases supplied.

The J. A. McLean Produce Co., Limited,  
77 Colborne St., TORONTO.



The busy Christmas week will soon be here and you will want your stock complete.

Kindly let us have your orders for

*REGISTERED*  
**Bow Park**  
BRAND  
**HAMS**

and

*REGISTERED*  
**Bow Park**  
BRAND  
**BACON**

as early as possible, so there will be no delay in filling your orders.

**The Brantford Packing Co.**  
LIMITED  
**BRANTFORD, ONT.**

THE NEWEST THING ON THE MARKET IS

*REGISTERED*  
**Bow Park**  
BRANDS

**CREAM CHEESE**

Finest Flavor and we will Guarantee its Purity.

**Retails at 10 cents.**

Prepared by  
**Shuttleworth & Harris,**  
**BRANTFORD, CAN.**

Toronto Agents:  
**THE WM. RYAN CO., Limited, FRONT STREET EAST.**



There are  
no finer

**HAMS**

made than the

**"STAR" Brand**

Put up by

**F. W. FEARMAN CO.,**  
Limited  
**Hamilton, Canada.**

**Christmas Meats**

Your trade will demand something  
Choice in Smoked Hams and Break-  
fast Bacon.

Our Curing will give your custom-  
ers satisfaction and hold their trade.  
Order early to avoid disappointment.

**The Park, Blackwell Co.,**  
LIMITED.

**PORK PACKERS AND EXPORTERS,**

**TORONTO, CANADA.**

Liverpool Agents:  
Messrs. Miller Bros.  
16 Tooley St.

London Agents:  
Messrs. W. P. Sinclair & Co.  
12 North John St.

to \$20; short cut, \$21; lard, in tierces, 11c. per lb., tubs, 11¼c., and pails, 11½c.

#### MONTREAL.

The market has strengthened during the week, and Chicago shows a rise of 150 points. On the Montreal market, live hogs have ruled higher, under a good demand, at 6¼c. per lb. Lard is ¼c. per lb. higher, now being quoted at \$2.35 to \$2.37½c. per pail. All Chicago pork is 50c. per bbl. higher. Compound lards are very firm and active, as cottonseed oil and oleostearine are higher. We now quote: Heavy Canadian short cut mess pork, \$22.00; Chicago clear pork, \$23.25 for heavy and \$22.75 for medium; selected heavy short cut mess pork, boneless, \$22.00 to \$22.50; hams, 12 to 13c.; bacon, 15c.; lard, pure Canadian, \$2.25 per pail; refined lard compound (Fairbank's), \$2.00 for 1 to 24 pails; \$1.98 for 25 to 49 pails; \$1.97 for 50 pails and over; Snow White and Globe compound, \$1.72½ per pail; Cottolene, 10¾c. for 20 lb. pails, and 10¾c. for 60-lb. tubs, for Quebec and Ontario.

#### ST. JOHN, N. B.

The market is considerably firmer, particularly in Chicago. Fresh beef is now being shipped into the woods. In barrelled meats sales are rather quiet. Lard is firmer again, but fair stocks are held.

#### WINNIPEG.

**CURED MEATS**—No change in price is recorded for the week, but the tone of the market is easier. We quote: Smoked hams, 13½c.; breakfast bellies and backs, 14½c.; spiced rolls, 11¼c.; dry salt, long clear, 12¼c.; backs, 12½c.; square cut shoulders, 9½c.

**LARD**—We quote: 20 lb. pails, \$2.40; 50-lb. pails, \$6.70; 3 and 5-lb. in 60-lb. cases, \$7.70.

#### PROVISION NOTES.

The assets of Aquilla Landry, butcher, Montreal, have been sold.

D. G. McKay, butcher, Carberry, Man., has sold out to W. J. Webb.

H. Miron, butcher, Lethbridge, N.W.T., is succeeded by Piche & Miron.

Price & McDougal, butchers, Qu Appelle, N.W.T., have sold out to J. R. North.

Mrs. W. H. Kenwood has registered at Westmount, Que., under the name of W. H. Kenwood & Co., butchers and provision merchants.

#### FINDS IT USEFUL.

Wm. Fraser, Hamilton, writes: "We find THE GROCER very useful, and would not like to be without it. Your fall number was a beauty."

## Every Grocer

who desires to have the finest goods for his customers, will see that he is never without a full stock of:

# COWAN'S

Hygienic and Perfection Cocoa.

Queen's Dessert, Royal Navy and Perfection Chocolate.

Cake Icings—Chocolate, Pink, Lemon Color and White.

Chocolate Cream Bars, Chocolate Ginger, Chocolate Wafers, etc.

ALL ABSOLUTELY PURE GOODS.

THE COWAN CO., Limited, - TORONTO.

# "TOMAHAWK"

## BRAND

# Hams and Bacon

Are rapidly cutting their way into popular favor.

The secret of their success is their uniformly excellent quality and flavor.

Grocers and Butchers are fast recognizing these facts, and orders are correspondingly on the increase.

If you are not handling the "Tomahawk" Brand do so at once and gain the thanks of your customers.

**The Farmers' Co-Operative Packing Co.**  
of BRANTFORD, Limited.

## OUR FRIENDS

# B. S.

Bee Starch has friends. They were slow coming, but now—

**Ladies** like it—it does their work quick, well, cheaply.

**Grocers** like it—it yields a fair profit and gives satisfaction.

**Jobbers** like it—they also find it worth while to handle a quick-selling article, which is never complained of.

**BEE STARCH CO., Montreal.**



Annual Sales  
Exceed  
33,000,000 lbs.



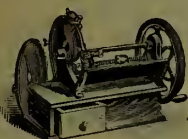
Grand Prix  
Highest Award,  
Paris 1900.

The extraordinary success of **CHOCOLAT-MENIER** all over the world, is rivaled by "**MENIER'S BREAKFAST COCOA.**" This Cocoa is absolutely pure. Sold this year for the first time in Canada and the United States, its sale is already enormous.

Ask your wholesaler for it. If he will not supply you, write to **HERDT & CO., 180 St. James Street, Montreal, Canada.**

**A GOOD MARGIN OF PROFIT FOR THE RETAILERS.**

Rotary  
Smoked Beef Shaver  
with Patented  
Self-Sharpening Device



No. 125, 2 Blades, \$20.00  
No. 129, 1 Blade, 18.00

Self-Priming and  
Measuring Pump



No. 97, \$5.50

Auger for above Pump



No. 97, 60 cents

## "ENTERPRISE"

### Rapid Grinding and Pulverizing Mill

Fitted with General Electric Co's. 1/2 H. P. Motor

The Machine is self-contained and is ready for connection to feed wire as shipped from factory

Will be furnished with Motor suitable for all conditions as to Current, Voltage, etc.

#### GRINDING CAPACITY

##### FAST SPEED

Granulating 3 pounds of Coffee per minute

##### SLOW SPEED

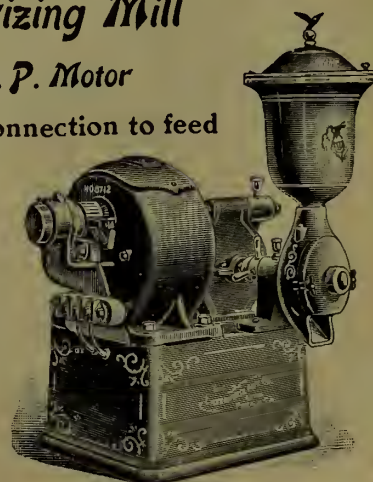
Granulating 2 pounds of Coffee per minute

Pulverizing 1-2 pound of Coffee per minute

Can be regulated for Fine or Coarse Grinding while Mill is running

Pulverizing Grinders furnished only when so ordered

Illustrated Catalogue Mailed FREE. Order from your Jobber



No. 8712

Height, 30 inches. Width, 18 inches.  
Length, 22 inches. Weight, 250 lbs.

Capacity of Iron Hopper  
4 lbs. of Coffee

PRICE ON APPLICATION

*The Enterprise Manufacturing Co. of Pa.*

*Philadelphia, Pa., U. S. A.*

## BUSINESS CHANGES.

## DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

**N.** GARAND, general merchant and miller, Caplin River, Que., is offering to compromise at 10c. on the dollar.

Alex. Chisholm, general merchant, Mahone Bay, N.S., has assigned.

W. A. Jamieson, grocer, Victoria, B.C., has assigned to Arthur Robertson.

John J. Hazelton, biscuit merchant, Guelph, Ont., has assigned to Hugh McMillan.

Alfred Charlebois, trader, Coteau du Lac, Que., has assigned to Lamarche & Benoit.

J. C. Chouinard, general merchant, St. Charles, Bellechasse county, Que., has assigned.

Thomas H. Birks has been appointed curator of P. M. A. Labelle's creamery, Aylmer, Que.

Mrs. Zenade Pontin, general merchant, Ste. Brigitte des Sauls, Que., has consented to assign.

Charles H. Harvey, wholesale grocer, Halifax, N.S., is offering to compromise at 60 cents on the dollar.

John Moffatt, grocer, Kincardine, Ont., has assigned to J. H. Flemming. His creditors met on the 12th inst.

The Clayoquot Fishing and Trading Co., Limited, Victoria and Clayoquot, B. C., have also assigned to Arthur Robertson.

Chartrand & Turgeon have been appointed curators of the estate of F. J. K. Alexander, general merchant, Little River East, Que.

The winding-up order has been granted re The Toronto Cold Storage Co., Limited, and E. R. C. Clarkson has been appointed interim liquidator.

A meeting of the creditors of The Home Cake Co., Guelph, Ont., will be held on December 12 to receive a statement of affairs and appoint inspectors.

The Shebenshekong Lumber Co., lumber and general merchants, Parry Sound, Ont., have assigned to C. B. Armstrong, London, Ont., and their creditors will meet on December 17.

PARTNERSHIPS FORMED AND DIS-  
SOLVED.

Jones and Roy, general merchants, Winchelsea, Ont., have dissolved. They are succeeded by Jones & Co.

McLachlin & Vair, grocers and bakers, Glencoe, Ont., have dissolved, and each continues business for himself.

O. & E. Hart, importers of fruit, Montreal, have dissolved, and Edward Hart has now registered as continuing the business.

## SALES MADE AND PENDING.

M. H. McVeity, grocer, Ottawa, has sold out his branch store.

Anthony J. Soeder, general merchant, Sebringville, Ont., has sold out.

Mustard & Maugh, millers, Wyoming, Ont., are advertising their business for sale.

The stock of Puddington & Merritt, grocers, St. John, N.B., has been sold by sheriff.

The assets of Cyprien Dionne, general merchant, Fraserville, Que., will be sold on December 17.

The assets of J. U. Langlois, general merchant, Magog, Que., were to be sold on December 11.

The assets of Lafour & Lacombe, general merchants, Chicoutimi, Que., were sold on December 12.

R. H. Benson & Co., general merchants, Indian Head, N.W.T., are advertising their business for sale.

The assets of A. R. Dionne & Co., general merchants, Millevaches, Que., are to be sold on December 26.

The assets of H. E. Boulaine, general merchant, Les Grand Bergerones, Que., are to be sold on December 26.

The assets of Ed. Noel, general merchant, Montmorency Falls, Que., were offered for sale on December 10.

## CHANGES.

D. H. Davidson, grocer, Winnipeg, is out of business.

T. A. Foulds, grocer, London, Ont., has sold out to J. L. Smith.

J. T. Marsh, grocer, London, Ont., has sold out to Robert Walker.

G. E. Young, grocer, Chatham, Ont., has sold out to George A. Young.

Charles Mills, grocer, etc., Hamilton, Ont., has sold out to G. W. Cann.

Wm. McInnes, confectioner, Park Hill, Ont., has sold out to William England.

J. A. Rice, grocer, Rossland, B.C., is succeeded by The Mountain Trading Co.

W. E. Doupe, general merchant, Woodham, Ont., has sold out to Wm. J. Roy.

Wm. E. Langford, grocer, Petrolia, Ont., has sold out to Jury & Vansiekley.

Joseph Duguay, Hull, Que., has added an hotel to his tobacco and billiard business.

Richard Wallace, general merchant, Langenburg, N.W.T., is succeeded by Shopland & Wallace.

Mrs. J. H. Ford has registered at Westmount, Que., under the name of The Westmount Candy Co.

Matilde Nivet has registered as general merchant at Sault au Recollets, Que., under the name of Dufour & Co.

Alex. Coutlee and E. Valade have registered as proprietors under the name of Euclide Valade, grocer, Montreal.

The S. Fader Co., Limited, grocers, etc., Vancouver, B.C., have made an application to change their name to Walsh & Nightingale, Limited.

Marie Leclerc, widow, and Alphonse Letellier, have registered under the name of Leclerc & Letellier, wholesale grocers and liquor merchants, Quebec.

## FIRES.

A. Campbell, grocer, Leamington, Ont., has suffered some loss by fire.

## DEATHS.

C. L. Doherty, grocer and dry goods merchant, Fairville, N.B., is dead.

A basket concern, under the management of The Ontario Fruit Growers' Association, is going to remove from Hamilton to Ingersoll, Ont., where they have secured Alex. Grant's old cereal mill. This, they will thoroughly fit up, and make suitable for their purposes. It is very probable that the council of that town will submit a by-law to the Ingersoll electors, granting a loan to this new concern.

APPLES  
POULTRY  
POTATOES

and all other produce bought and sold on commission.  
References: THE CANADIAN BANK OF COMMERCE, Market Branch.

**McBRIDE & STRONACH,**  
23 Church St., TORONTO.

## BASKETS

We make them in all shapes and sizes. We have

*Grain and Root Baskets,  
Satchel Lunch Baskets,  
Clothes Baskets,  
Butcher Baskets,*

In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

THE . . .

**Oakville Basket Co.**

Oakville, Ont.



There is no question about Ceylon Teas being the **BEST**, but grocers should be careful not to sell teas marked Ceylon and adulterated with inferior teas.

**ROSS' HIGH-GRADE** is, without exception, the only pure Ceylon tea on the Canadian market. For your own edification inquire into this.

**THE ROSS TEA CO., - - TORONTO.**



# CEYLON AND INDIA TEA

## BLACK

The merit of the **Black Teas** has established them high in popular estimation. They are drunk wherever the English language is spoken. They follow the flag and drive out less meritorious growths.

## OR

But some consumers are wedded to light drawing kinds, with pale liquor and without the full body and richness of the black kinds.

## GREEN

The **Green Teas** of Ceylon and India are made expressly for this trade. In Make, Quality and Price they challenge comparison with other growths.

They are grown, prepared and packed with the same skill by the British Planters who have revolutionized the black tea trade.

They have caught on in Canada and are no longer in the experimental stage. Try them.

## CEARA WAX.

THE South-American Journal recently published an article from a contributor regarding "carnauba wax," called Ceara wax in the United States, which is characterized as "one of the most curious products of nature," and is produced in the form of a powder or dust on the leaves of the carnauba palm tree (*Corypha cerifera*). This variety of the palm is to be found in vast numbers on the margins of the river Jaguaribe and its affluents in all the districts of Aracaty, as well as along other rivers in the State of Ceara. It is also to be found in smaller areas in the adjoining States of Piauchy, Parahyba, and Rio Grande do Norte.

Although the tree has many other qualities which render it of service to man, its most valuable product is its wax. Last year the amount of this wax exported was about 1,000 tons. One firm in Aracaty sent over 500 tons to the United States and Europe. The United States consumes the largest quantity in the manufacture of phonograph and gramophone record cylinders. The wax is also used in stearine candle preparations for the purpose of giving the candles firmness and adding brilliancy to the flame. Another use is to give lustre to yellow and russet boots and shoes and to harness, while it is also used as a polish for hardwood floors.

The crop is gathered and prepared from September to March, that being the summer season in Ceara. In favorable seasons the tree is richest in wax about the middle of January. From each tree about six young leaves, not yet fully opened, are gathered by means of pruning shears fixed upon a long pole, and this is repeated twice more during the season. The first quality of wax is produced from the tenderest leaves. Generally it takes from 2,000 to 5,000 leaves to produce enough powder or dust to make 15 kilograms of wax. The leaves, when gathered and selected first and second qualities are laid out in the sun to dry for two or three days. When dry they may be put into a storehouse for an indefinite time or until required for use by the producer. The leaves are then covered by a whitish dust or powder, which is brushed off in a tightly-closed room. The leaves are then beaten with switches, the dust falling to the floor. This dust is afterwards swept up, placed in a tin vessel half full of boiling water, and kept boiling for 15 or 20 minutes, when the wax gathers in a mass on the top of the water. It is then removed and placed in a coarse-meshed, cotton-cloth strainer to allow any water to drain off. When dry the result is a mass of light yellow, hard, vitreous wax. After the powder has been extracted the palm leaves are used in the manufacture of hats, matting and brooms.

A fibre called tucum is also obtained from the leaves, while in some parts of the country the leaves are used in thatching houses. The fruit of the tree has a black pulp of a sweetish taste and is eaten both by human beings and animals. The seed resembles a small cocoanut and makes good food for pigs. It is also used as an adulterant for roasted coffee after it is ground.

On this wax the State of Ceara collects an export duty of 10 per cent. with 5 per cent. additional on the official value, which is declared every month.

## FRUIT INSPECTION.

A McNEIL, of Walkerville, one of the Dominion Fruit Inspectors, was in Toronto last week, and to a reporter had something to say in regard to the Fruit Marks Act and its operation. Recently Mr. McNeil made a practical test of the Act by visiting all the fruit stores on both sides of Yonge street and asking merchants whether the fruit received by them was well packed. In nearly every case they answered in the negative. Upon being asked whether there had been any improvement in the packing during the past season, they thought there had been, particularly in peaches. They were not very emphatic about it, however, and when pressed to give names of shippers from whom they had received bad shipments, objected to doing so, and modified their conclusions. The inspector purposes visiting other stores in the city. He attributes the improvement to the seizure of several shipments on Yonge street during the recent season, and the consequent warning to the shippers interested. In addition, a copy of the Fruit Marks Act had been placed in the hands of nearly every fruit grower in Ontario.

"There is really nothing very new in this Fruit Inspection Act," Mr. McNeil observed. "Virtually everything in this Act was contained in a Provincial Act

by Hon. John Dryden four or five years ago, but not one in 50, or perhaps 500, ever heard of it. There was no special means of enforcing it; no machinery was set in motion." He believes a chief result of the new Act will be an improvement of fruit prices, consequent upon the greater confidence in the quality of the fruit. There is a lull in the shipment of apples just now, but in a short time, the winter varieties, now stored in Toronto, Thornbury and other places, will begin to move. These will be closely inspected before shipment to Britain. There is this year less than one-third the quantity that was available a year ago.

## PRIVATE TOKENS.

A high official of the Finance Department was a few days ago asked whether the Department's attention had been drawn to the circulation in Midland and Penetanguishene of private tokens to their employees which are coming into general circulation there. His answer was that the Department had heard of the movement and The Free Press would not be surprised if steps will be taken to prevent the growth of a practice which in the earlier history of Canada caused immense loss. A leading Canadian banker gives it as his opinion that the issue of these tokens is a serious matter and calls for the attention of the Banking Association. In 1837, he adds, it caused a financial panic in this country. These tokens were put out by hundreds of firms and accepted in good faith by the general public. When the firms failed the holders of the shimplasters and tokens lost their money completely. The same authority goes on to say that much depends on the light in which these tokens are regarded by those who issue them. By some they are said to be merely orders for so much on the company's stores, but if they are passed over the counters for money at other concerns and regarded in the light of cash, it becomes a matter that should be dealt with.—Free Press, Ottawa.

POPULARITY

is the proof of merit, and no brand has ever achieved popularity so quickly as

"BOBS"

CHEWING TOBACCO

In 5 and 10c. Plugs.

BOBS costs you only 36 cents, and pays a good profit.

Made by

BOBS is well advertised.

BOBS is selling well in almost every store from the Atlantic to the Pacific.

BOBS IS A BIG PLUG FOR LITTLE MONEY

THE EMPIRE TOBACCO CO., LIMITED  
MONTREAL, QUE.



**Mediterranean Fruits  
Granulated and Raw Sugars  
Molasses and Syrups, Glucose, Etc.**

**Excelsior Macaroni  
White Castile Soap**

**C. A. CHOUILLOU & CIE.**

14 Place Royale  
(Customs House Sq.)

**MONTREAL.**

## Don't Run Out of Wrapping Papers

Not at the holiday season when your parcels doubtless multiply themselves a hundredfold. Whether brown or manilla wrapping papers, you can always depend on quality here—full weight every time—full count—480 sheets to the ream.

- Our waterproof wrapping papers are
- just what is wanted for the larger
- parcels at seasons of the year when
- wet and snow are common. Write
- us for particulars of our wrapping
- papers generally.

**CANADA PAPER CO., Limited**  
TORONTO and MONTREAL

## CLOTHES PINS...

Selected and full count, in packages of 4 doz.—6 doz.—12 each to a case.

This makes a very attractive shelf display line. Also in cases of 5 gross, large and small sizes. Ask for quotations.

**BOECKH BROS. & COMPANY,**  
TORONTO.

Manufactured by  
**WM. CANE & SONS MFG. CO.,**  
NEWMARKET. Limited,

## Direct Importations

Grenoble Walnuts.  
Tarragona Almonds.  
Finest Eleme Figs  
Extra Fancy Northern California Navels.  
Sweet Sonora and Valencia Raisins  
Fancy Messina Lemons.  
Fancy Malaga Grapes.  
Best Baltimore Oysters.  
Scotch Finnan Haddies.

**Hugh Walker  
& Son**

Wholesale  
Fruit and Commission  
Merchants,

**Guelph, Ont.**

## GOODS WELL BOUGHT

are half sold if they are the right kind of goods. We are making the right kind of goods, and you don't have to take any chances. Send us a trial order and we'll take the chances. We are selling our own goods at our own prices, and if you drop us a card we'll tell you more about it.

**THE VICTORIA BISCUIT CO.,**

**GUELPH.**



**Capstan Brand**

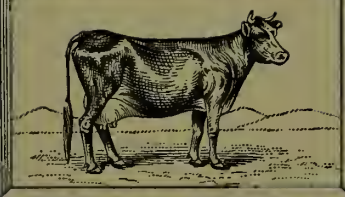
## BAKING POWDER

¼-lb., ½-lb., 14-oz., 1-lb. and 5-lb. sizes.

No purer line of Baking Powder on the market. Quality guaranteed.  
Write us for prices.

**The Capstan Mfg. Co., - Toronto.**

## DWIGHT'S



**SODA**

**Almost Sold**

—What with our advertising, our free cook books, our show cards, and the handsome appearance of our packages, you can know that there is no better seller than

**Dwight's Cow Brand Soda**

Don't let your stock run too low!

**JOHN DWIGHT & CO.,**  
34 Yonge St., TORONTO.

Agencies in all leading centres.



## LICORICE..

We manufacture everything in the Licorice line carried by the Grocery, Drug and Confectionery trades. We might mention—Y. & S. Stick Licorice, plain and corrugated; Acme Licorice Pellets; Y. & S. Licorice Lozenges, in cans or glass jars; A B C Blocks; Purity & Dulce Brand one cent sticks; Bundled Licorice Root; Small Cigars, 300 to box, etc. In PLIABLE LICORICE, Triple Tunnel Tubes, Mint Puff-Straps, Navy Plugs and Golf-Sticks 100 to box; Blow Pipes 200 and 300 to box; Manhattan Wafers, 2 ½ lb. boxes; Curved Stem Pipes, 200 to box. Write for illustrated catalogue.

**YOUNG & SMYLIE**

Established 1845.

BROOKLYN, N.Y.

RETURNED JAN - 6 1902





## False Economy

To do with  
out a good scale.  
Why, a poor scale  
can lose for you  
hundreds of dol-

lars, and you won't know where you lost it either. Good grocers have found out our Computing Scales **save for them money.** Allow us to show it to you. Send a post card and we will call—you will be under no obligation to buy.

## C. Wilson & Son

69 Esplanade Street East,  
TORONTO, ONT.

## To the King

Messrs. Chas. Southwell & Co.,  
LONDON, ENGLAND,



Take much pleasure  
in announcing their  
appointment as

**Purveyors  
of JAMS**

AND

**Preservers of  
FRUITS, etc.,**

to His Majesty the King.

## FRANK MAGOR & CO.

16 St. John St., MONTREAL.

AGENTS FOR THE DOMINION.

## Current Market Quotations for Proprietary Articles

December 12, 1901.

Quotations for proprietary articles, brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy. The editors do not supervise them. If a change is made, either an advance or decline, it is referred to in the market reports, as a matter of news, whether manufacturers request it or not.

### BAKING POWDER.

| Cook's Friend—                     | Per doz. |
|------------------------------------|----------|
| Size 1, in 2 and 4 doz. boxes..... | \$ 2 40  |
| " 10, in 4 doz. boxes.....         | 2 10     |
| " 2 in 6 ".....                    | 80       |
| " 12, in 6 ".....                  | 70       |
| " 3, in 4 ".....                   | 45       |
| Pound tins, 3 doz. in case.....    | 3 00     |
| 12oz. tins, 3 ".....               | 2 40     |
| 5lb. tins, 1/2 ".....              | 14 00    |

W. H. GILLARD & CO.

| IMPERIAL BAKING POWDER. | Cases Contain. | Sizes of Cans. | Per Doz. |
|-------------------------|----------------|----------------|----------|
| 4 doz.                  | 10c.           |                | \$0 85   |
| 3 " "                   | 6-oz.          |                | 1 75     |
| 2 and 3 doz.            | 12-oz.         |                | 3 40     |
| 2 and 13 doz.           | 16-oz.         |                | 4 35     |
| 1 doz.                  | 2 1/2-lb.      |                | 10 40    |
| 1/2 and 1 doz.          | 5-lb.          |                | 19 50    |

| MAGIC BAKING POWDER. | Cases Contain. | Sizes of Cans. | Per Doz. |
|----------------------|----------------|----------------|----------|
| 4 doz.               | 4-oz.          |                | \$0 65   |
| 4 " "                | 6-oz.          |                | 0 80     |
| 4 " "                | 8-oz.          |                | 1 00     |
| 4 " "                | 12-oz.         |                | 1 50     |
| 4 " "                | 16-oz.         |                | 1 80     |
| 1 " "                | 2 1/2-lb.      |                | 4 50     |
| 1 " "                | 5-lb.          |                | 7 75     |

| JERSEY CREAM BAKING POWDER.   |  |      |
|-------------------------------|--|------|
| 1/8 size, 5 doz. in case..... |  | 40   |
| 1/4 size, 4 doz. in case..... |  | 75   |
| 1/2 " 3 " ".....              |  | 1 25 |
| 1 " 2 " ".....                |  | 2 25 |

| "SUPERIOR" GLUTEN FLOUR         | per case. |
|---------------------------------|-----------|
| Toronto, Montreal and East..... | 5 10      |
| Winnipeg.....                   | 5 40      |
| Vancouver.....                  | 6 50      |

### BLACKING. SHOE POLISH.

| HENRI JONAS & CO.      | Per gross |
|------------------------|-----------|
| Jonas'.....            | \$9 00    |
| Froments.....          | 7 50      |
| Military dressing..... | 24 00     |

### BLUE.

|                                        |        |
|----------------------------------------|--------|
| Keen's Oxford, per lb.....             | \$0 17 |
| In 10 box lots or case.....            | 0 18   |
| Reckitt's Square Blue 12-lb. box.....  | 0 17   |
| Reckitt's Square Blue, 5 box lots..... | 0 16   |

### BLACK LEAD.

|                                                                               |      |
|-------------------------------------------------------------------------------|------|
| Reckitt's per box.....                                                        | 1 15 |
| Box contains either 1 gro., 1 oz.<br>size; 1/2 gro., 2 oz. or 1/4 gro., 4 oz. |      |

### COON BROOMS

| BOECKH BROS & COMPANY             | doz. net |
|-----------------------------------|----------|
| Bamboo Handles, A, 4 strings..... | 4 35     |
| " " B, 4 strings.....             | 4 10     |
| " " C, 3 strings.....             | 3 85     |
| " " D, 3 strings.....             | 3 60     |
| " " E, 3 strings.....             | 3 35     |
| " " G, 3 strings.....             | 3 10     |
| " " I, 3 strings.....             | 2 85     |

### BISCUITS.

CARR & CO. LIMITED.

| Frank Magor & Co., Agents. |          |
|----------------------------|----------|
| Cafe Noir.....             | 0 15     |
| Ensign.....                | 0 12 1/2 |
| Metropolitan mixed.....    | 0 09     |

Special price list of Fancy Tins for Xmas trade and other lines on application.

### CANNED GOODS.

#### MUSHROOMS.

| HENRI JONAS & CO.         |         |
|---------------------------|---------|
| Mushrooms, Rionel.....    | \$15 50 |
| " 1st choice Duthell..... | 18 50   |
| " 1st choice Lenolr.....  | 19 50   |
| " extra Lenoir.....       | 22 00   |
| Per case, 100 tins.       |         |

#### FRENCH PEAS—DELOREY'S

| HENRI JONAS & CO.   |        |
|---------------------|--------|
| Moyen's No. 2.....  | \$9 00 |
| " No. 1.....        | 10 50  |
| 1/2 Fins.....       | 12 50  |
| Fins.....           | 14 00  |
| Trees fins.....     | 15 00  |
| Extra fins.....     | 16 50  |
| Sur extra fins..... | 18 00  |

### FRENCH SARDINES.

HENRI JONAS & CO.

|                       |        |
|-----------------------|--------|
| 1/2 Trefavennes.....  | \$9 50 |
| 1/2 Rolland.....      | 9 50   |
| 1/2 Delory.....       | 10 50  |
| 1/2 Olub Alpines..... | 12 50  |

### CHOCOLATES & COCOAS.

|                                            |          |
|--------------------------------------------|----------|
| Eppe's cocoa, case of 14 lbs., per lb..... | 0 35     |
| Smaller quantities.....                    | 0 37 1/2 |

#### CADBURY'S.

| Frank Magor & Co., Agents                    | per doz. |
|----------------------------------------------|----------|
| Cocoa essence, 3 oz. packages.....           | \$1 65   |
| Mexican chocolate, 1/2 and 1/4 lb. pkgs..... | 0 40     |
| Rock Chocolate, loose.....                   | 0 40     |
| " 1-lb. tins.....                            | 0 42     |
| Nibs, 11-lb. tins.....                       | 0 35 1/2 |

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.

|                                       |             |
|---------------------------------------|-------------|
| Mott's Broma.....                     | per lb 0 30 |
| Mott's Prepared Cocoa.....            | 0 28        |
| Mott's Homeopathic Cocoa (1/4's)..... | 0 32        |
| Mott's Breakfast Cocoa (in tins)..... | 0 40        |
| Mott's No. 1 Chocolate.....           | 0 30        |
| Mott's Breakfast Chocolate.....       | 0 28        |
| Mott's Caracacas Chocolate.....       | 0 40        |
| Mott's Diamond Chocolate.....         | 0 23        |
| Mott's French-Can. Chocolate.....     | 0 18        |
| Mott's Navy or Cooking Chocolate..... | 0 28        |
| Mott's Cocoa Nibs.....                | 0 35        |
| Mott's Cocoa Shells.....              | 0 05        |
| Vanilla Sticks, per gross.....        | 0 90        |
| Mott's Confectionery Chocolate.....   | 0 21        |
| Mott's Sweet Chocolate Liqueurs.....  | 0 19        |

| Chocolate—                                | FRY'S. | per lb |
|-------------------------------------------|--------|--------|
| Caracacas, 1/4's, 5-lb. boxes.....        |        | 0 42   |
| Vanilla, 1/4's.....                       |        | 0 42   |
| "Gold Medal" Sweet, 1/4's, 5 lb. bxs..... |        | 0 29   |
| Pure, unsweetened, 1/4's, 5 lb. bxs.....  |        | 0 42   |
| Fry's "Diamond," 1/4's, 14 lb. bxs.....   |        | 0 24   |
| Fry's "Monogram," 1/4's, 14 lb. bxs.....  |        | 0 24   |

| Cocoas—                                | per doz. |
|----------------------------------------|----------|
| Concentrated, 1/4's 1 doz. in box..... | 2 40     |
| " 1/4's.....                           | 4 50     |
| " 1 lbs. ".....                        | 8 25     |
| Homeopathic, 1/4's 14 lb. boxes.....   |          |
| " 1/4's 12 lb. boxes.....              |          |

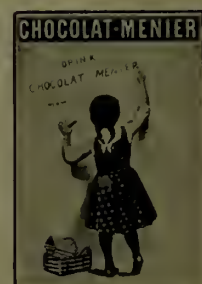
### THE COWAN CO. LIMITED.

|                                                                                     |         |
|-------------------------------------------------------------------------------------|---------|
| Cocoa—                                                                              |         |
| Hygienic, 1-lb. tins, per doz.....                                                  | \$7 25  |
| " 1/2-lb. tins.....                                                                 | 3 75    |
| " 1/4-lb. tins.....                                                                 | 2 25    |
| " fancy tins.....                                                                   | 0 90    |
| Hygienic, 5-lb. tins, for soda water<br>fountains, restaurants, etc. per<br>lb..... | 0 55    |
| Perfection, 1/2-lb. tins, per doz.....                                              | 3 00    |
| Cocoa Essence, sweet, 1/2-lb. tins,<br>per doz.....                                 | 2 25    |
| Chocolate—                                                                          | per lb. |
| Queen's Dessert, 1/4's and 1/2's.....                                               | \$0 40  |
| " 6's.....                                                                          | 0 42    |
| Mexican Vanilla, 1/4's and 1/2's.....                                               | 0 35    |
| Royal Navy Rock ".....                                                              | 0 30    |
| Diamond ".....                                                                      | 0 25    |
| " 8's.....                                                                          | 0 28    |

WALTER BAKER & CO., LIMITED.

| Premium No. 1 chocolate, 12-lb. boxes.                 | per lb. |
|--------------------------------------------------------|---------|
| Vanilla chocolate 6-lb. boxes.....                     | \$ 38   |
| German sweet, 6-lb. boxes.....                         | 27      |
| B'fast cocoa, 1/2-lb. tins, plain; 6-lb.<br>boxes..... | 51      |
| Cracked cocoa, 1/2-lb. pkgs. 12-lb. bxs.               | 35      |
| Caracas sweet chocolate, 6-lb. boxes                   | 37      |
| Snub'le chocolate (hot or cold soda)                   |         |
| 1-lb. cans.....                                        | 45      |
| Vanilla chocolate wafers, 48 to box,<br>per box.....   | 1 56    |

### CHOCOLATE-MENIER.



Chocolate-Menier 1/4 and 1/2 35c. per lb.  
Cognac and Pastilles 25c. or per case  
of 108 \$40.  
Menier Breakfast Cocoa 1/4-lb. tins 13c.  
1-lb. " 25c.  
1-lb. " 50c.



# "THE EDWARDSBURG BRANDS"

# Starch

... and

# Syrup

Are well known all over the Dominion as a **STANDARD OF QUALITY.**  
**ASSORTED STOCKS** of all styles of packages now on hand, and **PROMPT SHIP-**  
**MENT** guaranteed.

**EDWARDSBURG STARCH CO'Y, Limited,**  
**Established 1858.**

164 St. James St.,  
**MONTREAL.**

Works:  
**CARDINAL, ONT.**

53 Front St. East  
**TORONTO.**

# DUNN'S PURE MUSTARDS

**GIVE UNBOUNDED SATISFACTION.**

The reason is—They are profitable to dealers and satisfying to consumers.

## CHEESE.

|                                     |        |
|-------------------------------------|--------|
| Imperial—Large size jars, per doz.. | \$8 25 |
| Medium size jars .....              | 4 50   |
| Small size jars .....               | 2 40   |
| Individual size jars .....          | 1 00   |
| Imperial Holder—Large size .....    | 18 00  |
| Medium size .....                   | 15 00  |
| Small size .....                    | 12 00  |
| Roquefort—Large size, per doz.....  | 2 40   |
| Small size .....                    | 1 40   |

## COFFEE.

**JAMES TURNER & CO.** per lb.

|                     |       |
|---------------------|-------|
| Mexco .....         | 0 32  |
| Damascus .....      | 0 28  |
| Oslo .....          | 0 20  |
| Sirdar .....        | 0 17  |
| Old Dutch Rio ..... | 0 12½ |

## CLOTHES PINS.

**BOECKH BROS. & CO.**

|                                       |      |
|---------------------------------------|------|
| Clothes Pins (full count), 5 gross in |      |
| case, per case .....                  | 0 55 |
| 4 doz. packages (12 to a case) .....  | 0 70 |
| 6 doz. packages (12 to a case) .....  | 0 90 |

## COUPON BOOKS—ALLISON'S.

For sale in Canada by—The Eby, Blain Co.,  
 Limited, Toronto. O. O. Beauchemin &  
 Fils, Montreal.  
 \$1, \$2, \$3, \$5, \$10 and \$20 books.

|                                                     | Un-<br>num-<br>bered. | Covers and<br>Coupons<br>numbered. |
|-----------------------------------------------------|-----------------------|------------------------------------|
| In lots of less than 100<br>books, 1 kind assorted. | 4c.                   | 4½c.                               |
| 100 to 500 books .....                              | 3½c.                  | 4c.                                |
| 500 to 1,000 books .....                            | 3c.                   | 3½c.                               |

## Allison's Coupon Pass Book.

|                     |               |
|---------------------|---------------|
| \$ 1 00 books ..... | 3 cents each  |
| 2 00 books .....    | 3 cents each  |
| 3 00 books .....    | 3 cents each  |
| 5 00 books .....    | 4 cents each  |
| 10 00 books .....   | 5½ cents each |
| 15 00 books .....   | 6½ cents each |
| 20 00 books .....   | 7½ cents each |
| 25 00 books .....   | 8 cents each  |
| 50 00 books .....   | 12 cents each |

## EXTRACTS.

| HENRI JONAS & Co.                 |  | Per gross. |
|-----------------------------------|--|------------|
| 8 oz. London Extracts .....       |  | \$6 00     |
| 2 oz. " " (no corkscrews) .....   |  | 5 50       |
| 2 oz. " " .....                   |  | 9 00       |
| 2 oz. Spruce essence .....        |  | 6 00       |
| 2 oz. " " .....                   |  | 9 00       |
| 2 oz. Anchorextracts .....        |  | 12 00      |
| 1 oz. " " .....                   |  | 21 00      |
| 1 oz. " " .....                   |  | 36 00      |
| 1 lb. " " .....                   |  | 70 00      |
| 1 oz. Flat " .....                |  | 9 00       |
| 2 oz. Flat, bottle extracts ..... |  | 18 00      |
| 2 oz. Square " .....              |  | 21 00      |
| 4 oz. " " (corked) .....          |  | 36 00      |
| 8 oz. " " .....                   |  | 72 00      |

|                                          |          |
|------------------------------------------|----------|
| 8 oz. " glass stop extracts .....        | Per doz. |
| 8 oz. " " .....                          | 3 50     |
| 2½ oz. Round quintessence extracts ..... | 2 00     |
| 4 oz. Jockey decanters .....             | 3 50     |

## FOOD.

|                                     | Per doz. |
|-------------------------------------|----------|
| Robinson's Patent Barley ½ lb. tins | 1 25     |
| " " 1 lb. tins                      | 2 25     |
| " " Groats, ½ lb. tins              | 1 25     |
| " " 1 lb. tins                      | 2 25     |

**GILLET'S POWDERED LYE.**  
 4 doz. in case .....

## JAMS AND JELLIES.

**SOUTHWELL'S GOODS.** per doz.

**Frank Magor & Co., Agents.**

|                                           |        |
|-------------------------------------------|--------|
| Orange Marmalade .....                    | 1 50   |
| Clear Jelly Marmalade .....               | 1 80   |
| Strawberry W. F. Jam .....                | 2 00   |
| Raspberry " " .....                       | 2 00   |
| Apricot " " .....                         | 1 75   |
| Black Currant " .....                     | 1 85   |
| Other Jams, W. F. .....                   | 1 55   |
| Red Currant Jelly .....                   | 2 75   |
| Jams—                                     |        |
| 1-lb. glass jars 2 doz. in case, per doz  | \$1 00 |
| 5-lb. tin pails, 8 pails in crate, per lb | 0 07   |
| 7-lb. wood pails, 6 " .....               | 0 07   |
| 14-lb. wood pails, per lb .....           | 0 07   |
| 30-lb. " .....                            | 0 06½  |
| Jellies—                                  |        |
| 1-lb. glass jars, per doz .....           | \$1 00 |
| 7-lb. wood pails, per lb .....            | 0 06½  |
| 14-lb. " .....                            | 0 06½  |
| 30-lb. " .....                            | 0 06½  |

## LICORICE.

**YOUNG & SMYLLIE'S LIST.**

|                                        |        |
|----------------------------------------|--------|
| 5-lb. boxes, wood or paper, per lb.    | \$0 40 |
| Fancy boxes (36 or 50 sticks) per box  | 1 25   |
| " Ringed" 5 lb. boxes, per lb. ....    | 0 40   |
| "Aome" Pellets, 5 lb. cans, per can..  | 2 00   |
| "Aome" Pellets, fancy boxes (40)       |        |
| per box .....                          | 1 50   |
| Tar, Licorice and Tolu Wafers, 5 lb.   | 2 00   |
| cans, per can .....                    | 1 75   |
| Licorice Lozenges, 5 lb. glass jars .. | 1 50   |
| " " 20 5 lb. cans .....                | 1 45   |
| "Purly" Licorice 10 sticks .....       | 0 73   |
| " " 100 sticks .....                   |        |
| Dulse, large cent sticks, 100 in box.  |        |

## MINCE MEAT.

|                                     |         |
|-------------------------------------|---------|
| Wetthey's Condensed, per gross, net | \$12 00 |
| per case of doz., net .....         | 3 00    |

## MUSTARD.

| COLMAN'S OR KEEN'S                  |        |
|-------------------------------------|--------|
| D. S. F., ¼ lb. tins, per doz. .... | \$1 40 |
| " ½ lb. tins, " .....               | 2 50   |
| " 1 lb. tins, " .....               | 5 00   |
| Durham, 4 lb. jars, per jar .....   | 0 75   |
| " 1 lb. " .....                     | 0 25   |
| F. D., ¼ lb. tins, per doz. ....    | 0 85   |
| " ½ lb. tins .....                  | 1 45   |

## JONAS' FRENCH MUSTARDS

| HENRI JONAS & Co. Per gross |        |
|-----------------------------|--------|
| Pony size .....             | \$7 50 |
| Imperial, medium .....      | 9 00   |
| Imperial, large .....       | 12 00  |
| Tumblers .....              | 12 00  |
| Mugs .....                  | 13 20  |
| Plnt jars .....             | 18 00  |
| Quart jars .....            | 24 00  |

## MATCHES.

|                                        |        |
|----------------------------------------|--------|
| Eddy's Telegraph, 5-case lots .....    | \$4 00 |
| " single cases .....                   | 4 20   |
| Telephone, 5-case lots .....           | 3 90   |
| " single cases .....                   | 4 10   |
| Eagle Parlors, 200s, 5-case lots ..... | 1 60   |
| " single cases .....                   | 1 70   |
| " 100s, 5-case lots .....              | 1 80   |
| " single cases .....                   | 1 90   |
| Victoria Parlors, 5-case lots .....    | 2 90   |
| " single cases .....                   | 3 00   |

## ORANGE MARMALADE.

| T. UPTON & CO.                         |        |
|----------------------------------------|--------|
| 1-lb. glass 2 doz. case, per doz. .... | \$1 00 |
| 7-lb. pails and 5 and 7 lb. tins ..... | 0 07   |

## PICKLES.

| STEPHENS' A. P. Tippet & Co., Agents.  |      |
|----------------------------------------|------|
| Patent stoppers (pints), per doz. .... | 2 30 |
| Corked (pints), " .....                | 1 90 |





# The Auer Gas Lamp

Money-Back Style.

No. 5

IT will make your store or home as bright as day without costing you as much to run as your oil lamps or electric lights.

THERE is no smell from it and it does not flicker.

IT shows the true colors of your goods which oil and electricity do not.



SATISFACTION GUARANTEED OR YOUR MONEY REFUNDED.

SEND FOR CATALOG AND TRADE DISCOUNTS.

AUER LIGHT CO., 1682 Notre Dame St., MONTREAL.

Manufacturers and Importers of

MANTLES—SHADES—CHIMNEYS—BURNERS—ETC.

When you get right down to the fine point you'll find that



# "EMPIRE" SODA

BEST FOR BAKING

is the most profitable for you to handle, and the best, purest and surest Super Carb. Soda you can give your customers. Made and put up in handsome packets by

BRUNNER, MOND & CO., Limited,  
Norwich, England.

WINN & HOLLAND, MONTREAL

SOLE AGENTS FOR CANADA

## ADVERTISING in WESTERN CANADA

will be Carefully, Efficiently, and Promptly attended to by

The Roberts Advertising Agency,  
WINNIPEG, CANADA

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KINGSTON, JAMAICA, B.W.I.

The Newspaper with the Largest Circulation in Jamaica and the West Indies.

Canadian manufacturers, merchants, etc., desiring to do business with this country and introduce their goods in this market, should put an advertisement in "THE GLENER."

Write for scale of charges, etc., to

THE GLENER CO.,  
Limited

"Gleaner" Office, . . . KINGSTON, JA.

## BUY

# Star Brand

COTTON  
CLOTHES  
LINES

— AND —

COTTON  
TWINE

Cotton Lines are as cheap as Sisal or Manila and much better.

For sale by all Wholesale Dealers

See that you get them.

# BUSINESS NEWS

of any kind that is of value to business men supplied by our Bureau. We can give you market quotations from any town in Canada, reports from the city markets, stock quotations, etc. You can get commercial news from any Canadian paper through us.

Write us, giving us particulars of what you want and where you want it from, and we will quote you prices by return.

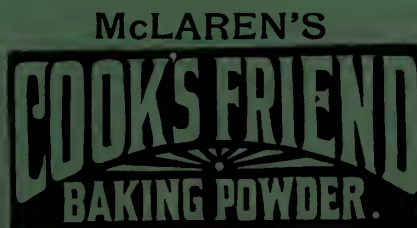
"Clippings from any Canadian paper on any subject."

CANADIAN PRESS CLIPPING BUREAU,

282 McGill Street, MONTREAL, QUE.  
Telephone Main 1255.

10 Front St. East, Toronto. Telephone 2148.

Is Honest Goods and just the Thing on Which to Make or Extend a Business.



The Best Grocers make a point of Keeping it always in Stock.

# For Christmas Trade

Is your stock complete?

RICHLY DECORATED GLASS TABLE SETS,  
COLORED GLASS VASES,  
COLORED GLASS WATER SETS,  
CHINA FANCY GOODS,  
DECORATED OPAL,  
LAMPS OF ALL KINDS,  
ORIENTAL FIGURES,  
FRENCH CHINA,  
RICH CUT GLASS.

The time is short now but our **Mail Order Department** is at your service and we promise immediate and careful attention to any orders entrusted to us.

It's not too late yet to write for our "Opal Catalogue" or "A Few Christmas Suggestions."

**GOWANS, KENT & CO.**  
TORONTO and WINNIPEG.

An appropriate season to give special prominence on your shelves or in your windows to the celebrated and delicious

## WETHEY'S CONDENSED MINCE MEAT

is during Christmas time. *Just think of the number of pies that will be made for the holiday feasts! Just think of the tasty, wholesome, excellent pies that can be made with Wethey's Condensed Mince Meat!* You can command a large and profitable trade during the next few weeks by making a special display of our Mince Meat in or about your store.

ALL WHOLESALERS SELL IT.

Sole Manufacturer,

**J. H. WETHEY, Limited**  
ST. CATHARINES, ONT.

Water is cheap—freight is high. With our Mince Meat the purchaser adds the water, and is not asked to pay for it.

# Crosse & Blackwell, Limited

## Pickles, Sauces, Jams and Preserved Provisions.

**C. E. COLSON & SON, MONTREAL.**

CHAS. F. CLARK, President.

JARED CHITTENDEN, Treasurer.

...ESTABLISHED 1849..

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**OAKEY'S**

The original and only Genuine Preparation for Cleaning Cutlery 6d. and 1s. Can be

'WELLINGTON'  
KNIFE POLISH

**JOHN OAKEY & SONS, LIMITED**  
MANUFACTURERS OF

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

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**JOHN FORMAN, 644 Craig Street MONTREAL**



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EVERY PROVINCE

# THE CANADIAN GROCER AND GENERAL STOREKEEPER

**SELL  
ONLY  
THE  
BEST!**

In Competition with the World  
we have received the

**Highest Awards  
Made . . .**

These substantiate our claim  
that : : : : :

## Colman's Mustard

**IS THE BEST IN THE WORLD**

## CARR & CO.'S BISCUITS



have received the approval of the highest authorities all  
over the world. Their **Cafe Noir** has never been  
equalled.

**WE SAMPLE YOUR CUSTOMERS.**

**FRANK MAGOR & CO.,**

Agents for the Dominion.

16 St. John Street, MONTREAL

C. E. JARVIS & CO., Vancouver, Agents for B.C.

# To our Many Customers

and all other readers of  
THE CANADIAN GROCER  
we extend our wishes  
for a

Very Merry Christmas

AND A

Prosperous New Year,

and thank those who  
have favored us with

their patronage during the past year; and assure  
our customers that all orders placed with us in the  
future, as in the past, will receive prompt and pains-  
taking attention. What with our increased facilities  
for manufacturing and our modern machinery, we  
are in a better position than ever to handle satis-  
factorily all orders entrusted to us.

## ACME CAN WORKS,

Office and Factory:

Ontario St. and Jeanne D'Arc Ave., - MONTREAL.

JAS. B. CAMPBELL.

WILLIAM PRATT.



## The Australasian Grocer

The Organ of the Grocery, Provision  
and kindred Trades of the Antipodes.

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Specimen Copies Free on Application.

## SOME MERCHANTS' EXPERIENCE.



Solomon said in his haste: "ALL  
MEN ARE LIARS!" He didn't mean  
it. He was simply so mad with one  
man that he included all the rest.

Let us not fall into Solomon's mistake. We should take out of our ex-  
perience the wisdom there is in it and stop right there!

Otherwise we are as stupid as the cat who sat down on a hot stove lid. She  
will never sit down on a hot stove lid again, and that shows good judgment.  
But she will never sit down on a cold one, either.

Now, some merchants have had hard experiences lately with coupon books  
that were represented to be absolutely correct in count and made up just as  
good as any other, but they were not, and you won't know what a perfect  
coupon book is until you have tried either Allison's Coupon Books or Allison's  
Coupon Pass Books. Both are good, one book suits some, while the other  
fills the bill with the rest of the merchants.

We are doing a lot of special engraving work now for merchants who use  
books in large quantities. Our books are carried in stock by jobbers. We will  
be glad to send you a free sample.

Allison's name on a Coupon Book is  
itself a guarantee of perfection.

For Sale in  
Canada by

The Eby, Blain Co., Limited, Toronto.  
C. O. Beauchemin & Fils, Montreal.

ALLISON COUPON CO., Manufacturers,  
Indianapolis, Indiana.

## Symington's

## "Edinburgh" Coffee Essence

Is the Purest and therefore Best and Cheapest!

Refuse imitations said to be "just as good"  
as Symington's, and recollect that the careful  
process by which Symington's Essence is made  
eliminates all unpleasant properties.

ANYONE CAN DRINK IT.

THOS. SYMINGTON & CO.,

EDINBURGH and LONDON.

Agents, W. B. Bayley & Co., Toronto





# Merry Christmas

from  
the makers of

## Fry's Cocoa

*A Box of  
Fry's Chocolate Confections  
will make a nice present.*



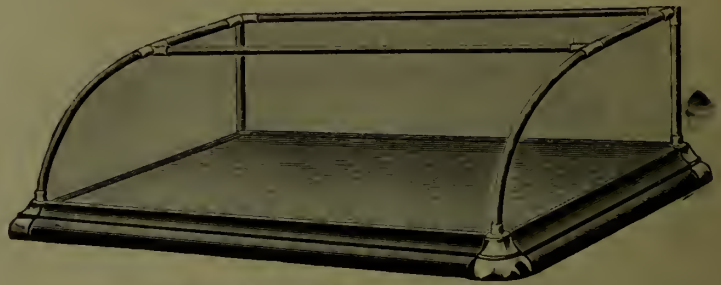
# Twenty-Nine Days Voyage to the Tropics

STARTING FROM HALIFAX AND PROCEEDING TO BERMUDA, ST. KITTS, ANTIGUA, DOMINICA, MONTSERRAT, ST. LUCIA, AND BARBADOS BY PICKFORD & BLACK STEAMERS—Return to St John in 29 days.

|                         |                         |
|-------------------------|-------------------------|
| S.S. ORURO, Dec. 16.    | S.S. ORINOCO, Jan. 27.  |
| S.S. BENEDICK, Dec. 30. | S.S. ORURO, Feb. 10.    |
| S.S. OCAMO, Jan. 13.    | S.S. BENEDICK, Feb. 24. |

Inquire of R. M. MELVILLE, Toronto.  
 " " ROBERT REFORD & Co., Montreal.  
 " " SCHOFIELD & Co., Limited, St. John.  
 " " PICKFORD & BLACK, Halifax.

# Special Holiday Offer.



Length, 3 ft. ; Height, 13 in. ; Depth, 2 ft.

An Oval Front Show Case, in Polished Oak or Cherry, three feet long, with solid nickel joints, sliding mirror doors and extra quality diamond glass throughout. This magnificent case, and an assortment of quick-selling Toilet Soaps for

**\$25.00** This offer means 56 per cent. profit for you.

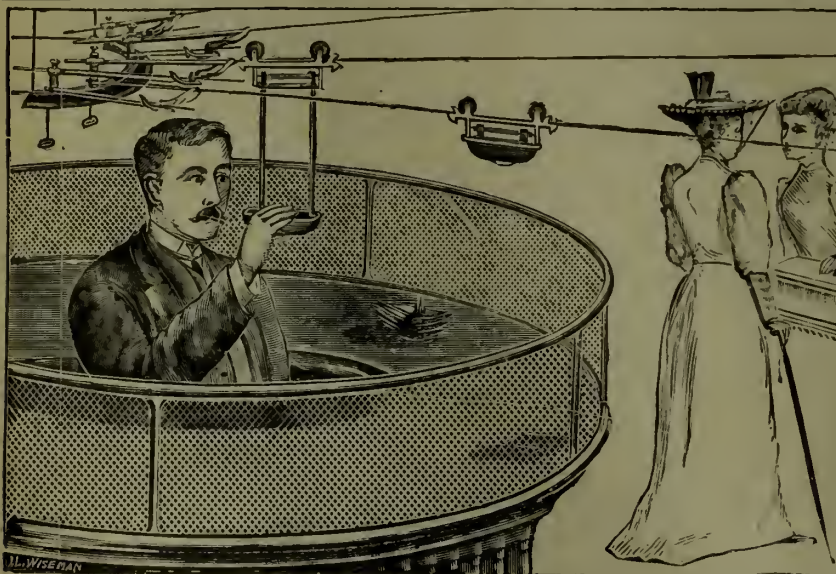
To further advertise our popular lines of Toilet Soaps, we have made arrangements with a large show case manufacturer, whereby we are in a position to make this astonishing offer.

|                                          |                |
|------------------------------------------|----------------|
| Proceeds from selling Toilet Soaps       | \$27.20        |
| Value of Show Case                       | 12.00          |
|                                          | <b>\$39.20</b> |
| Our Special Net Price for a Limited Time | 25.00          |
| Your Net Profit,                         | <b>\$14.20</b> |

Write Us To-Day For Further Particulars.

## JOHN TAYLOR & CO.

77 Front Street East, TORONTO.



# Champion Cash Carriers

These Carriers have been in use for the last twelve years, and have given the best of satisfaction. Will save the cost in 6 months' time.

**S. S. KIMBALL,**

(Bell Telephone 1964 Main.) 577 Craig St., MONTREAL.

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**COX'S GELATINE** Always Trustworthy  
 ESTABLISHED 1725.

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## POLLEY & WHITE

MANUFACTURERS OF

# Canadian Evaporated Apples, Onions AND OTHER VEGETABLES.

Dealers in Dried Apples and Apples for Export.

Correspondence Solicited.  
 Cable Address: "WHITE," TRENTON.

TRENTON, Ont., Canada.



A Box  
of Payne's Cigars  
will make a  
nice Christmas Gift.

J. Bruce Payne, Mfr.,  
Granby, Que.



## "Sterling" Brand Pickles

FOR THE  
NEW YEAR.

You will make no better choice. These pickles are famous the Dominion over, and increased fame has come to them from customers and the trade during the first year of this new century.

- See that your stocks
- are well assorted.
- Ask your wholesaler
- for quotations.

**T. A. LYTTLE & CO.,**  
124-128 Richmond St. West,  
**TORONTO**

1901  
was a great year.  
We want to  
make 1902  
greater.

**Tillson's**  
**Pan - Dried**  
**Oats.**

To  
You All  
We  
Wish a Merry  
Christmas  
AND  
A Prosperous New Year.

The Largest  
Sale in their  
History.

**The Tillson Co'y, Limited,**  
Tilsonburg.

Broke all  
Records in  
1901.

T H E R E ' S

# Rushing, Hustling, Bustling,

---

in the kitchen these days, for sure enough there are only four more days in which to prepare cooking for Christmas feasts. No particular cook wants to be bothered with the cheap, weak, adulterated extract, and it is the wide-awake, up-to-date grocer that will sell and recommend to his lady customers

## *Jonas'* *Flavoring Extracts,*

for he will be repaid twenty-fold in profound thanks from the rushing, hustling, bustling housekeepers and cooks anxious that their cooking should be extra delicious. The purity, strength and richness of Jonas' Extracts go a long way towards assisting them attain this desired end. The high quality of Jonas' Extracts is remembered long after price is forgotten.

AND

whether you sell *Jonas' Flavoring Extracts* or not, we take this opportunity of wishing you one and all

A MERRY CHRISTMAS

AND

A HAPPY AND PROSPEROUS NEW YEAR.

---

HENRI JONAS & CO., - Montreal



**ALWAYS BE PREPARED**

to supply your customers with our

**TEA  
ROSE  
DRIPS****FANCY SYRUP.**

The price is right, reasonable, and will be readily paid by those who desire a syrup that's really very delicious. It is decidedly the best and only kind for you to sell your customers. It is put up in very attractive tins. For sale by all wholesale dealers.

**ROSE & LAFLAMME,**Wholesale  
Distributors.**MONTREAL****BE READY!**

to meet the requirements of the starch user by handling and commending the celebrated and well-known

**IVORY  
GLOSS  
STARCH**

and your opportunities for winning trade will be greatly increased.

It can be depended upon to give good results.

It contains no injurious ingredients.

It sells at a price that pleases the consumer and yet nets a good profit to the retailer.

Manufactured by

**The St. Lawrence Starch Co., Limited,**  
**PORT CREDIT, ONT.**

**We Appreciate Them--**

The favorable remarks our Grocer friends are continually expressing to us regarding our winning team, "Golden Quintessences" (for a 25c. line) and "R.F." (for 10c.). To any who have not yet tried them we shall be pleased to quote prices, and warrant the goods to secure your favor.

**THE ROBINSON MFG. CO., 59-61 Front St. E., TORONTO****IT'S SELLING  
NOW—****Neilson's Home-Made Mince Meat**

In 2-lb., 5-lb. tins ; 12-lb., 27-lb. pails ; 65 lb. tubs.

Housewives like to buy it, grocers make money in selling it.

Have you tried it yet? Write us AT ONCE for prices.

Tel.—Park 294.

**WM. NEILSON, 60 Lynd Ave., Toronto**

We wish our many friends a  
Bright and Prosperous Christmas

W. H. GILLARD & CO.

Wholesale Grocers  
HAMILTON.



THE DOMINION BREWERY CO., LIMITED  
Brewers and Maltsters  
TORONTO

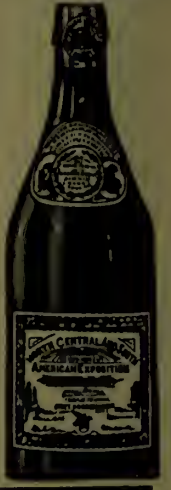
Manufacturers of the Celebrated

WHITE LABEL ALE

ASK FOR IT AND SEE THAT OUR  
BRAND IS ON EVERY CORK.

Our Ales and Porters have been examined by the best Analysts, and they have declared them Pure and Free from any Deleterious Ingredients.

WM. ROSS, Manager.



A QUARTETTE:

ATTRACTIVE Package.  
ATTRACTIVE Quality.  
ATTRACTIVE Price.  
ATTRACTIVE Profit.

PATERSON'S

Camp



Coffee

Batty & Co.

ESTABLISHED 1824.

LONDON.



OLIVES  
AND  
PURE  
OLIVE  
OILS.



INDIAN  
CURRIES  
AND  
CHUTNIES.

Makers of High-class

PICKLES  
OF  
ALL KINDS.



SAUCES  
OF  
ALL KINDS.



# THE ADVERTISING ARENA.

## Hints and Ideas For Business Men.

**A**DVERTISING in a medium that has a standing with the trade from which you seek business, creates a profitable connection between yourself and the buyer. A great many firms when cutting down expenses completely annihilate their advertising. There is a big distinction between economy and annihilation. Discontinuing advertising breaks the helpful connection that has been gained, and it costs more to re-establish the relationship than the cost of keeping connected.

Advertise for people to come to your store. Don't notice them when they come. Let them wait until you finish reading your paper before you wait on them. Then offer them old goods. Lie to them. Beat them on weight and measure. Charge them double prices. They won't call again. Then when your next ad. fails to bring them, say "Advertising doesn't pay."—Advertising World.

### ADVERTISING BY KENTVILLE MERCHANTS.

The value of our columns as an advertising medium is now so well known that the leading business firms are all using space. Business in Kentville has improved so much of late and everything gives prospect of unusually large fall and Christmas trade. The merchants, after a long period of quiet time, have prepared for a large business within the next few months and have made large importations. A glance at the different places of business will reveal this and a look over our columns will convince our readers that good bargains can be secured here. So great is the call for extra advertising space that for a few weeks we may not have the regular amount of news we usually carry. However, as all people are buyers, the advertising columns should be of great interest to them.—The Advertiser, Kentville, N.S.

### "AD-WRITER'S" ADVERTISING PHRASES.

We understand the desires of the rich and respect and guard the interests of the poor.

Take it easy while you read our advertisement. We want the patronage of those who think over a good offer before accepting it.

To keep up to us means something better to-morrow than to-day—always aiming to benefit the supporters of the store, we take the risk of being benefited ourselves.

The store has grown so big because it has given everybody a better money's worth than any other store. Nothing else could have made it what it is, and nothing else can keep it what it is.

Prices always tending downwards; quality always tending upwards; these are the reasons for the success of these big stores, a success you will easily comprehend when you compare these prices and qualities with the prices and qualities you get elsewhere. We can and will please you. Drop in and see.

Clothing at all figures, to suit all

figures. If you weigh 300 we can give you a deal for your money. If you are small and thin, there are some little bargains that will just suit you. If you are one of the tall ones, you may overlook many snaps, but don't fail to look over our offerings.

High-price ranges at low-range prices.

Women find out things! Nearly every married man will tell you this. That is why the Blue Front is so popular with the ladies—they've found out they can buy cheapest and best here.

Learn the lesson of true economy. Buy at the Blue Front, where value and low prices are firmly joined; where fair treatment is assured all; where every article is a worthy one and where credit is given to those who do not wish to pay cash.

The chances are in favor of the buyer every time here. Could not well be otherwise with a superb stock of new furniture, the lowest of prices and terms so liberal they cannot be beaten. The Blue Front is the place for bargains.

Every dollar has a place to fill at this season. Come in and stroll through our store whether you wish to buy or not. But come prepared to change your mind, for stock and prices are irresistible, and you have the benefit of our equitable credit system.

The plums in the picture given away by this paper to-day look luscious and tempting, but all over our house are "plums" equally inviting—they await your picking. Come in and select from the grand stock of home-furnishings those things you need. You'll find superior goods, prices low, and we'll make terms that will suit you.

Every man has two homes, the real and the ideal. Easy enough to get the latter—the one wished for. Simply come to the Blue Front—the place that delights the thrifty—and pick out the needed things. They're here in abundance, at well-liked prices, while our little-at-a-time payments make it easy for those who do not care to pay cash. But, mind you, our cash and credit prices are the same.

### RETAIL ADVERTISING IN MONTREAL— MONTREAL GAZETTE.

Former residents of Montreal, who have returned to the city after an absence of some years, find one of the most noticeable changes in the appearance of the retail stores, recently remarked The Montreal Gazette. It is not that there has been such a great gain in numbers, or, generally speaking, in the size of individual establishments, though the growth in this direction in some instances has been most marked, but it is in the appearance of the retail establishments that comment is located. During the past 10 years, and especially the past five, a great change in this regard has been effected. There has been a marked increase in the number of stores exhibiting individuality on the part of their proprietors. In the olden days, a plate-glass window, and rows of counters and shelves constituted all that was con-

sidered necessary. Now the artistic perceptions of the architect and the decorator are called into requisition, and proprietors endeavor to make their places attractive by means which but a few years ago would have been considered useless and extravagant. It is the prosperous-looking establishments which do the business now. The man with the cobwebs in his windows, the dingy worn-out oilcloth on his floor, the roughly kalsomined walls, with inadequate and ill-appearing lighting facilities, etc., is being driven to the wall, while those places which are up-to-date, with polished floors, richly-grained and highly-polished woodwork—stores in which every effort has been made to please the artistic sense of the purchaser, are doing the business. There is no question about the expenditure so incurred being wise. The daily returns of sales tell the story. People have grasped the idea that the storekeeper who has endeavored to make his place of business attractive is a man who will have a stock equally attractive, and the instances in which this is the exception are exceedingly few. And the prosperity of these places is daily increasing through the constantly growing number of people who are learning that the best is the cheapest, and who will have no other. But while Montreal's retailers have shown progressiveness in this direction, they have lagged behind in the appreciation of an equally important matter—the value of advertising to the retail merchant. Many of them, it is true, advertise, but few of them do it as effectively as it might be done, or as effectively as they decorate and equip their shops. Yet, it is even more important in producing a growing business—the only kind that is satisfactory. Montreal retailers—or most of them—have much to learn concerning the proper use of printer's ink. A great many have yet to appreciate its value.

### FROM THE INSIDE.

"Anyone can deal with the devil"—and so there is a host of writers of glib advertising advice who have little difficulty in solving the innumerable problems of the retailer. Those who deal in theories, however, seldom realize how near the retailer lives to that many-pocketed creature, "the public." The national advertiser knows it mainly in the abstract. If he believes that the coal miners of Pennsylvania can be cultivated profitably, he goes after them with proper space and copy, and, win or lose, his public is largely a factor in a mathematical problem. But the retailer's public is a thing of flesh and blood, and palpability. He lives in the same town with it, sees it every day, knows its wrath when it is displeased, exchanges goods for it, gives its money back, meets it on the street and dreams about it at night. His advertising must be done with extreme caution, for his readers are in the store before the ink is dry on the morning's paper. A sale is never clinched until his customer has eaten up or worn out the goods. When the manufac-



Our packages are larger and more attractive in style than any others.

The quality of our goods is superior to anything else on the market.

**MORSE BROS., Proprietors, Canton, Mass.**

For sale by all Wholesale Grocers; also the McClary Mfg. Co., London, Montreal, Winnipeg, Vancouver and Toronto.

turer is at fault, the retailer has to be his complaint bureau, and when a bad-gred clerk inveighs against a fussy old gentleman, the retailer pays for it. If the fashionmaker blundered, or a bank fails, or the thermometer goes too high or too low, the retailer pays.—Fame.

#### CAUSE AND EFFECT.

Drop a pebble in the water—  
Ripples quickly spread around,  
Growing larger, larger, larger,  
Till like swelling waves they're found.  
It may be a tiny pebble,  
But the ripple it will make  
In an ever-winding circle,  
Will spread over all the lake.

Drop an adlet in the paper—  
It is read as soon as seen.  
Others see it, read it, heed it,  
And a fortune it may mean.  
It may be a tiny adlet,  
But if honest, well displayed,  
You may rest serenely certain,  
An impression it has made.

John S. Grey in Fame.

#### GOOD ADVERTISING AN IMPORTANT MATTER.

There is advertising and good advertising. In other words, it is possible to spend large sums of money on advertising and to reap no benefits therefrom, and it is also possible to build up a large business by means of a gradual and properly developed system of advertising. Many kinds of advertising are open to manufacturers, says Ironmongers' Chronicle, but the advantage of using trade journals as advertising mediums are so obvious that we can allude to the subject without fear of being accused of self-interest. To reach the trade the trade paper must be employed, and to reach the cream of the trade the best journal and one which has attained a high degree of popularity should be selected. It is of little use to advertise the manufacturer's name and address, and with a brevity—not commendable—state that the advertiser "makes tools or implements." What is wanted is to impress readers with some special qualities, of production remind them of seasonable lines, lead them to ask for quotations, and either by judicious wording or pictorial illustration induce them to associate that firm alone as the best maker of those particular goods. The makers of novelties and specialties may go further, and stamp upon the minds of their

readers the real sterling merit of the goods they offer, and above all, by illustration and description, leave a clear impression on the minds of all who study the advertisement of what the article is like, and to what extent it is likely to become popular. Goods should sell because of their merits, and a clear, living advertisement should be like a clearly explained description. Indeed, those who "live by advertising" say a properly drawn advertisement is equal to a verbal description by an eloquent salesman.

#### BRITISH CHEESE AND BUTTER SUPPLIES.

THE GROCER'S JOURNAL, London. Eng., says: "During the past 10 years the total supplies of both cheese and butter have distinctly increased, but much more largely for butter than for cheese. Practically, our home production of both cheese and butter is fairly stationary, the fluctuations being more the result of favorable or adverse seasons than anything else. The figures distinguishing colonial from foreign produce show us that for both these products the quantities obtained from the colonies have increased in far greater proportion than have those from foreign countries. Colonial cheese has increased from 45,751 tons in 1892 to 81,460 tons in 1901, an increase of nearly 80 per cent.; whereas foreign cheese has decreased from 59,452 tons to 49,578 tons, a decrease of 20 per cent. in the 10 years. Of colonial butter the increase has been from 6,323 tons to 32,000 tons, or just 433 per cent.; while the increase in our imports of foreign has been from 101,796 tons to 143,459 tons, or 11 per cent. So far as the prospects for the coming season are concerned it is not thought likely that 1901-2 will see larger total supplies of either cheese or butter than in the past year. This is the deduction made from the droughty season in the United Kingdom which has resulted in a very small home make. The United States will send us smaller quantities of both cheese and butter, while it is not thought that the Australasian shipments will be any larger than last season. With this, the increased supplies of Siberian and Canadian butters and of Canadian cheese will not be sufficient to make up for the deficiency in the home production. As a consequence of this rather higher prices are anticipated.

#### "FACED" INDIAN GREEN TEAS.

THE following is from the proceedings of the general committee of The Indian Tea Association, at Calcutta, on November 5. Letters dated October 4, 11 and 18, from the secretary Indian Tea Association, London, were brought up for final consideration after previous circulation. The principal matters dealt with in these letters were:—

(a) Green teas.—The London committee had considered the circular issued in Calcutta on September 9, in which proposals for bulking green teas in Calcutta were advanced. They were in general agreement with the scheme outlined in the circular. Information was also contained in the letters regarding an offer made by The Baraooora (Sylhet) Tea Co., Limited, to manufacture 200,000 lb. of "faced" green tea for 1902 in consideration of the bounty. This offer had been accepted by the London committee conditionally on (a) funds being available; (b) the tea made by the company in 1901 being suitable; and (c) the teas being sent to the firms in America selected by the Calcutta committee to deal with green teas.

The general committee observed that the offer of The Baraooora Co. had reference to "faced" green teas, which, they understood, were in demand in the United States. The scheme set forth in their recent circular dealt with the unfermented or Ceylon type of green tea, which they believed was preferred in Canada.

#### CONTAINS VALUABLE INFORMATION.

In renewing his subscription to THE CANADIAN GROCER, Gilbert S. McConnell, Vancouver, B.C., writes: "THE CANADIAN GROCER is a great credit to your company and to Canada. It contains most valuable information, and I am exceedingly well pleased to be one of your subscribers."

#### CANADIAN SUGAR 50 YEARS AGO.

The following item from The Toronto Globe, of December 13, 1851, was reprinted in that journal on Saturday, December 14:

#### DR. NAPHEGYI'S BEET ROOT SUGAR.

The doctor has favored us with a sample of sugar manufactured by him at his sugar factory in Paris, C.W., from the sugar beet. Although dark a little in shade, it is pure and crystalline in appearance, and has a very pleasant flavor, much more powerful and more agreeable than muscavado.



*To The Grocery Trade :*

Accept the assurance of  
our hearty good wishes.

LUCAS, STEELE & BRISTOL, Hamilton, Ontario.

*To the Merchants of Canada :*

DEAR SIRS,—We defy any manufacturer to say that we ever copied his label or tried to work on his reputation for goods.

We have used **JERSEY CREAM** for our trade mark for years, and still intend to use it until the courts decide otherwise. We claim we have made no infringement on any man's trade mark. The Trade Mark Act is framed to protect the public from being defrauded; that is, a buyer must be willing to swear that he went into a store and purchased an article and was given one so imitated that he did not notice the difference. The man who would take **JERSEY CREAM YEAST CAKES** for the article that they claim we have copied would have to be stone blind, and a fool. As to damages, gentlemen—when this case is decided we think they will be very much the other way. Go on selling **JERSEY CREAM YEAST CAKES**. We will stand back of you and every package sold, and it will not only be sold over all Canada, but the United States as well, and we shall start a branch in Buffalo in 1902.

Wishing you each and all a Merry Christmas and prosperous New Year, we remain,

Yours very truly,

Toronto and Hamilton

**LUMSDEN BROS.,**

Goods that  
are scarce

We have them

At right prices



Whittings' Imperial Selects, in quarter-boxes  
Five-Crown Imperial Clusters  
Four-Crown Imperial Clusters  
Bevan's Connoisseur Clusters  
Rein's Black Baskets  
Bevan's "Bull" Brand Shelled Almonds  
Schisas' Vostizzas, beautifully cleaned  
Schisas' Casalina Patras, cleaned  
Messinese Fine Filiatra, cleaned

**ALL ORDERS PUSHED  
OUT DAY RECEIVED**

**JAMES TURNER & CO.,** Wholesale Grocers, Hamilton, Ont.

*We thank our many customers for their liberal patronage during the past, and wish one and all a MERRY XMAS and a happy and prosperous New Year.*

*Yours very truly,*

**THOS. KINNEAR & CO.,**

Wholesale Grocers.

**49 Front St. East, TORONTO.**

#### BUSINESS CHANGES.

##### DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

**T**HE Gananoque Departmental Store Co., Limited, Gananoque, Ont., has offered to compromise.

A. Tremblay, general merchant, Chicoutimi, Que., has assigned.

Turcotte & Reynand, grocers, Montreal, are offering to compromise.

A bailiff is in possession of the stock of Mrs. A. Duval, candies, etc., Ottawa.

J. C. Ebsary, grocer, Sydney, C.B., has assigned and his creditors met on December 16.

Alfred Charlevois, general merchant, Coteau du Lac, Que., is offering 40c. on the dollar.

H. H. Playford & Co., tobacco merchants, Nelson, B.C., have assigned to H. R. Cameron.

A demand of assignment of Arsene Charlebois, trader, Point Claire, Que., has been filed.

Douglas & Douglas, general merchants, Leduc, N.W.T., have assigned to R. T. Telford, Leduc.

A. A. Laferriere & Co., general merchants, Berthierville, Que., are offering 25c. on the dollar cash.

The creditors of T. D. Detloo, general

merchant, Innisfail, N.W.T., held a meeting on December 16.

The creditors of H. Desmarais, general merchant, Marieville, Que., held a meeting on December 14.

The creditors of Mrs. Genaide Poulin, general merchant, St. Brigitte Des Saults, Que., met on December 17.

Judgments against Robert Stewart, general merchant, Tatamagouche, N.S., have been entered for \$1,633.

Joseph G. Bradley, grocer, Cornwall, Ont., has assigned to George J. Gogo, and his creditors met on December 18.

Wm. H. Towle, grocer, Guelph, Ont., has assigned to Wm. A. MacLean, and his creditors held a meeting on December 18.

James Thompson, liquor merchant, Kingston, has assigned to Wm. King, and a meeting of his creditors called for December 18.

H. Lamarre has been appointed curator of the assets of H. Desmaris, general merchant, Marieville, Que., and his creditors met on December 18.

##### PARTNERSHIPS FORMED AND DISSOLVED.

J. H. and N. Fink, tinsmiths and grocers, Mattawa, Ont., have dissolved.

Van Tassel & Webber, general merchants, Digby, N.S., have dissolved.

Kirkland & Topp, commission merchants, Vancouver, have dissolved.

Chappell & Warren, grocers, Sydney, N.S., have dissolved partnership.

Hickey, Morris & Frazer, salmon canners, Vancouver, B.C., have dissolved.

N. McLellan & Co., flour and feed merchants, Columbia, B.C., have sold a half interest to E. C. Hennegar.

John T. Vanvleit & Son, grocers, etc., Lacolle, Que., have dissolved, and H. W. Vanvleit has registered as continuing.

Bannerman Bros., grocers, etc., Greenwood, B.C., have dissolved, and David Bannerman, who has bought his brother's interest, continues.

##### SALES MADE AND PENDING.

Andrews & Son, grocers, London, Ont., are negotiating to sell to Y. F. Mossop.

The assets of J. U. Langlois, general merchant, Magog, Que., have been sold.

The stock of E. Noel, general merchant, Montmorency Falls, Que., has been sold at 60c. on the dollar.

The assets of J. Moranda & Frere, general merchants, St. Raymond, Que., were sold on December 17.

James Sinclair, grocer, St. John, N.B., had his stock advertised for sale by the sheriff on December 13.



## PROFITS.

It is for them that you toil. Success in gaining good profits depends upon the quality of the article sold. There is a sure profit for the grocer in handling

**MacLAREN'S IMPERIAL CHEESE or  
" ROQUEFORT "**

because it is known by and sells on its merits.

**A. F. MacLAREN IMPERIAL CHEESE CO., Limited.**

51 Colborne Street, Toronto.



# RUSH ORDERS

Write, wire or 'phone at our expense if requiring any Xmas goods. **WE ARE QUICK SHIPPERS.**

## THE DAVIDSON & HAY, LIMITED

36 Yonge St.

Toronto.

Harry Walker, cigar manufacturer, London, Ont., is about selling out.

Charles Hawkins, grocer, Windsor, Ont., is advertising his business for sale.

The stock of James Sinclair, grocer, St. John, N.B., has been sold by the sheriff.

The stock of Dufour & Lacombe, general merchants, Chicoutimi, Que., has been sold at 79 1/2 c. on the dollar.

### CHANGES.

W. H. Branton, grocer, London, Ont., has closed up.

P. Dumochelle, grocer, Belle River, Ont., has sold out to C. Martin.

E. Noel & Co. have registered as general merchants, Montmorency Falls, Que.

The Dresden Sugar Co., Limited, Dresden, Ont., has obtained a charter.

Mrs. L. N. Picotte, has registered for L. N. Picotte & Co., traders, Montreal.

The Castile & Mill Soap Co., of Preston, Limited, Preston, Ont., has obtained a charter.

R. J. Harper & Co., general merchants, Neepawa, Man., have sold out to A. E. Fremlin.

The stock of W. T. Bremner, general merchant, Baldur, Man., has been sold at 50 c. on the dollar.

The stock and fixtures of C. A. Caruthers, grocer, Winnipeg, have been sold to A. Bell at 50 1/4 c. on the dollar.

Thomas L. Lounds, grocer, Halifax, has removed to Dartmouth, N.S.

H. N. Boss, general merchant, Summit City, B.C., is giving up business.

W. A. Hunter, baker and confectioner, Holland, Man., has sold to E. J. Merrel.

W. O. Purdy, tobacco merchant, St. John, N.B., has sold out to Phillips & Co.

D. T. Gillies, general merchant, Muirkirk, Ont., has sold out to D. S. McGugan.

O. Carson succeeds the St. Ouens Trading Co., general merchants, St. Ouens, Man.

Gordon & McLean, confectioners, Gladstone, Man., are succeeded by Allan McLean.

The stock of Mary Breen, general merchant, Beulah, Man., has been sold to C. W. Clifton & Co.

W. M. Green & Co., confectioners, Neepawa, Man., has sold out to Wilkins & Richardson, who take possession January 1, 1902.

Marie Leclerc, widow of Alphonse Leclerc, has registered as proprietress, under the name of Leclerc & Letellier, wholesale grocers, Montreal.

A. Vailiquette, Montreal, who has been running a departmental store there under the style of E. Lepage & Co., has ceased doing business under that name.

### FIRES.

J. Colborne, general merchant, Harrison, Ont., suffered loss by fire. The stock was insured.

### DEATHS.

E. R. Simard, general merchant, Chateau River, Que., is dead.

### LOBSTER SEASON IS NOW OPEN.

As a result of an interview between Lieut.-Col. Tucker, M.P., of St. John, N.B., and the Acting Minister of Marine and Fisheries, Ottawa, an arrangement was made whereby the size of lobsters caught in St. John county, N.B., is to be not less than 10 1/2 in. hereafter. The date for the commencement of lobster fishing began this year on December 15, instead of January 15, as in the previous year, and will end on May 31, 1902. This only applies to St. John county.

### NEW HALIFAX GROCERY FIRM.

A. M. Boutilier & Co.'s late wholesale grocery and commission business at 61 and 63 Gottingen street, Halifax, has been purchased by J. Frank Crowe & Co., who have removed to the premises at the head of the Central Wharf, lately occupied by A. Pyke & Son, where they have opened out with a complete stock of staple and fancy groceries.



## QUALITY COUNTS.

Why purchase goods of inferior quality when you can buy

### UPTON'S

Jams, Jellies, and Marmalade at the same prices?

The A. F. MacLaren Imperial Cheese Co., Limited,

Selling Agents,

51 Colborne Street, TORONTO

## THE DOMINION COMMERCIAL TRAVELLERS' ASSOCIATION.

THE scrutineers, Messrs. Riddell and Common, reported at the annual meeting of the Dominion Commercial Travellers' Association, held in Karn Hall, Montreal, December 14, that the following had been elected office-bearers for 1901-1902:

President—Mr. James Robinson, by acclamation.

Vice-president—Mr. George Mann, 1,203 votes. The other candidates were Messrs. Gus. Harris, 576 votes, and Fred. Birks, 216.

Directors—Messrs. W. B. Matthews, 1,247; E. F. Doutre, 1,195; R. C. Wilkins, 1,182; W. H. Evans, 1,159; Arthur Fournier, 1,079.

The other candidates were Messrs. W. E. Dickson, A. Gall, R. G. Plow, J. A. Thompson, and F. T. Pilon, but the number of votes cast in their favor was not made public.

Treasurer—Mr. J. S. N. Dougall, re-elected by acclamation.

The total number of ballots cast was 2,078, of which 28 were rejected for various reasons.

Mr. T. L. Paton, the retiring president, occupied the chair. The annual report of the directors was taken as read, the president remarking that it was, perhaps, one of the best statements presented. All the mortgages were in a satisfactory state, except the second mortgage bonds of the board of trade. A proposition has been submitted to the association to forego the interest for two and a half years, to enable the board to erect an up-to-date building, and the proposition had been agreed to.

### SECURITIES IN GOOD SHAPE.

The sanction had been obtained, he said, of all the second mortgage bondholders whose addresses were known to the board of trade, and the intention was to tear down the walls of the burned building this winter, and to then commence the erection of a new structure. The association's security would then be better than it was before. He mentioned that this was the twenty-seventh year of the association's existence, and said that during that time there had been 355 deaths, on which the association had paid out \$304,000. In many cases these payments were the only money the family had at the time of death.

The names of the 32 members who had died during the year were read, and the report was unanimously adopted.

During the evening, Mr. George Fielders, a member of the association who had

returned from the South-African campaign since the last annual meeting, was invited to a seat on the platform.

The trustees of the educational fund reported that of the five pupils under their care at the beginning of the year two had retired. Applications had been received for two scholarships during the year, but the children subsequently removed to Toronto, where education was free. The amount disbursed was \$125.75, leaving a balance of \$44.46, and, as this was not sufficient to meet requirements for the ensuing year, an appropriation of \$150 was asked for.

On the motion of Mr. J. T. Dwyer, seconded by Mr. R. C. Wilkins, the report was adopted, and the appropriation asked for granted.



Mr. James Robinson, the New President.

The trustees of the fund were reelected, namely, Messrs. George Sumner, George Boulter, David Watson, Charles Gurd and Robert Henderson.

The meeting then resolved itself into a committee of the whole, and discussed the revised by-laws of the association.

### OBJECTS OF THE ASSOCIATION.

The objects for which the association is established are:

1. To promote and protect the interests of commercial travellers generally.
2. To elevate the intellectual, moral, social, and material welfare of its members.
3. To make provision against accident or death, and to assist the widows and orphans of deceased members.
4. To secure from transportation companies, hotels, telegraph, telephone, insurance, and other companies and persons,

just and equitable concessions and privileges.

With some slight verbal amendments, the by-laws were adopted, on the motion of Mr. Max Murdock, seconded by Mr. G. A. Mann. Mr. Murdock said that at the first meeting of the directors after the board of trade fire it was discovered that the by-laws had been destroyed. It was thought an opportune time to introduce a new set, and a committee was appointed for the purpose, and it made its presentation to the board three or four months ago.

Mr. Samuel Woods gave notice of motion that, if, after 20 years, a member finds himself unable to pay his annual subscription, it shall be charged against his mortuary account, and deducted, with interest, from the claims of his heir or heirs.

The retiring president thanked the association for the courtesy which had been shown him during his year of office; and the new newly-elected president returned thanks for the honor which had been conferred upon him, an honor which he fully appreciated.

A vote of thanks was, upon the motion of Hon. J. D. Rolland, accorded to the retiring officers.

To Mr. J. H. Morin, who leaves for Toronto next month to join the firm of Messrs. P. D. Dods & Co., a hearty good-speed was wished, and the meeting closed with the singing of "God Save the King."

### THE NEW PRESIDENT.

Mr. James Robinson, the newly elected president, has been a member of the association for 22 years. He was born in Montreal on May 1, 1856, and, since first donning his first pair of bootees, he has been very much felt in the shoe business of Canada. His first experience was with Ames, Millard & Co., now The Ames, Holden Co., Limited, where he worked nine years in the manufacturing departments and obtained an experience that has since been invaluable to him. He commenced to travel for Jas. A. Young & Co., but this concern ceased to exist one year afterward, and Mr. Robinson became identified with the late Hon. G. Bress, of Quebec, with whom he continued for eight years before he launched in the jobbing business on his own account. He began operations in a private house on Park avenue, Montreal, and, although there were lace curtains on the front windows in lieu of a sign, and no outward fact to indicate that a large shoe business was being conducted within, he managed to make a turnover of over \$200,000 in the last 12 months he occupied it.

Seven years ago Mr. Robinson took the premises at 208 210 McGill street, and



# CHRISTMAS SPECIALTIES

CHRISTIE'S Plum Pudding, put up in 1-lb. and 2-lb tins,  
with key attachment.

CHRISTIE'S Shortbread, packed in 1-lb. tins and in bulk.

We confine our sales exclusively to the trade

**CHRISTIE, BROWN & COMPANY, Limited**  
**TORONTO AND MONTREAL**

*E. D. Marceau*  
*Montreal*

*Wishes to all – customers or not – the  
Compliments of the Season---A Joyous  
Christmas and a Most Happy New  
Year.*

expected to have a couple of flats to spare. However, business grew so rapidly that a year ago he found it necessary to remove to 184 186 McGill street, where he has four storeys and a basement, besides a large warehouse for storage purposes. He has now the largest boot and shoe jobbing business in Canada, employing 15 travellers. Although a shrewd buyer, his appearance in St. Rochs is always welcomed, because he knows shoes and places orders heavy enough to keep some of the factories busy all the year round.

Mr. Robinson's ability as an organizer was well exemplified recently by the successful manner in which he reorganized the Maple Leaf Rubber Co., of which he is now president. He also holds presidential positions in the Durham Rubber Co., Bowmanville, Ont., and in the Shoe Jobbers' Association of Canada.

Mr. Robinson was a commercial traveller who began with little, and, by sheer force of energy and pluck, has built up a big business, and, mayhap, has made some money. At any rate he has lots of friends who believe he has and are glad of it.

### LARGE SHIPMENTS FROM PRINCE EDWARD ISLAND.

The Cacouna sailed this morning, having on board a large quantity of oats, butter, poultry, hay, etc. The following was shipped by Carvell Bros.: 43,000 bush. of oats, 120 tons of hay, 21,000 lb. of beef, 12,000 lb. of mutton, 35,000 lb. of turkeys, ducks and geese.

Since the opening of navigation this summer, up till the present time, the firm of Carvell Bros. have shipped 465,000 bush. of oats, 875 tons of hay, 60,000 bush. of potatoes and large quantities of butter, cheese and other products.

This is perhaps the largest shipment of produce ever made during one season in the history of Island commerce. The total amounts of the shipments are perhaps not equalled in Canada. These shipments are of inestimable benefit to the farmers throughout the Island, and are a direct source of gain to them, as they are thus enabled to secure a ready market for their various products. Carvell Bros. will continue exportations to Newfoundland until the close of navigation.—Daily Examiner, Charlottetown, P.E.I., December 13.

John Barclay, who leased the Credit Valley Grist Mills, at Orangeville, a short time ago, has purchased R. Y. Blytt's, mill at Bellwood, Ont., where he has removed.

## THE BEET-SUGAR INDUSTRY.

### WIARTON DOINGS.

THE by-law granting the sugar company at Wiarton, Ont., a bonus to the extent of \$25,000 has passed its second reading without any alteration, and all that remains is to submit it to the electors. Besides the bonus, an assessment of \$80,000 on the company's property is provided for, which will yield \$2,000 a year in taxes. It will only cost \$1,839.55 to retire the bonus debentures.

### PETERBORO' PREPARING.

At Peterboro', Ont., the committee appointed at the recent meeting between representatives of the sugar company and those interested in the sugar industry are sending out circulars to the township councils of that county and also to the adjoining townships of Cavan and Emily. These ask that these municipalities contribute in the providing of the \$50,000 bonus which is required before the company will commence building their \$800,000 factory in that town. As soon as can be arranged a deputation of farmers and others interested will go to Michigan to see the factories there and interview the farmers who are just now marketing their beets.

### WORKING AT GALT.

The by law granting a free site to the North American Beet-Sugar Company, Limited, at Galt, Ont., has been introduced by the local council and will be submitted to the ratepapers on January 6 next. It appropriates \$4,000 for the above purpose, the estimated cost of the land required. If the site costs more the Galt Board of Trade will make it good, while if it costs less the surplus will revert to the town.

Stock in the sugar company is being offered for sale and a large amount has already been subscribed. As soon as \$50,000 is obtained the sugar people will add an equal amount which will enable them to secure a charter. Charlo, R. H. Warnock, manufacturer, also of Galt, has been appointed trustee to receive subscriptions for stock and acreage contracts.

### DRESDEN COMPANY INCORPORATED.

The charter of the Dresden Sugar Co., Limited, Dresden, Ont., has been secured. The incorporators are: James Davidson, Bay City, president; John H. Walsh, Detroit, secretary; S. J. Fitzsimons, Detroit, treasurer; Timothy Hurley, Detroit, and G. E. Weir, Dresden, solicitor.

About 2,200 acres have already been voluntarily subscribed by the farmers, and

an agriculturist is going to work immediately to secure contracts for the rest of the necessary 6,000. The plant will cost \$600,000, and its capacity will be 600 tons of beets daily. It is expected that the factory will be ready for the making of sugar by the fall of 1902. To increase their facilities in the handling of beets, the Michigan Central Railway will be extended from the north through Dresden to Ridgetown.

### TRADE CHAT.

JOSEPH L. SMITH has resigned his position of miller in the Springfield flour mills, Elgin County, Ont., where he has been for the past year and a half, to take charge of the Beaver Valley mills, Clarksburg, Ont.

Bennett & Dunn, Hanover West, Ont., are giving the interior of their store a coat of graining.

Roome & Cole have received the plate glass for the windows of their grocery store at West Lorne, Ont.

W. R. Pike's grist mill at Shannonville, Ont., was burned down recently. It was only partially insured.

A new grocery store and fancy bakery is being opened at Halifax by J. Lounds, next door to W. L. Tuttle's store.

S. Harriette, of Bancroft, Ont., is opening up a general store at Fort Frances, Ont., and has placed G. D. Wadsworth in charge.

James' grocery and butcher shop, at Ashburnham, Ont., has been taken over by John Malalane, who has opened out with a new and complete stock of groceries and meats.

V. L. Mathew's former premises, on York street, Fredericton, N.B., have been occupied by Bloise and Murray Bailey, who have opened out with a new stock of groceries.

To carry on a general store and mercantile business at Petitcodiac, N.B., James E. Humphreys, Clarence Grass, Daniel L. Lutes, John Murray, J. A. Nigilton and the Hon. Josiah Wood are applying for incorporation as The Humphreys & Lutes Co., Limited, with a capital of \$12,000 in 100 shares.

Burglars gained admittance to H. Renaud's grocery store, at the corner of St. Elizabeth and Vitre streets, Montreal, by breaking a glass in the door. Several bottles of liquor and some loose change that was in the cash drawer were secured, by this time the proprietor became aware of their presence, and they hurriedly decamped when they heard him coming.



**Just the Thing** you have been looking for.

# NEW "HORSE SHOE" SALMON

CASES 8 DOZ.  $\frac{1}{2}$ s, FLATS. Same Size as Flat Lobster Tin.

This can be Retailed at 10c. per Tin, and is a Very Popular Seller. Only a limited quantity to offer.

THE **EBY, BLAIN CO.,** LIMITED

WHOLESALE IMPORTING AND  
MANUFACTURING GROCERS.

**TORONTO.**

## INDUSTRIAL GOSSIP.

Those having any items of news suitable for this column will confer a favor by forwarding them to this office addressed to the Editor.

**I**N the Miramichi River, N.B., smelts are now running, and this season's catch is being offered for sale. The shipments of these little fish to the United States from the Miramichi exceed two or three tons daily when the season is at its height.

At the annual meeting of the Petitcodiac Cheese and Butter Co., Petitcodiac, N.B., the following were elected officers: President, D. S. Mann; secretary, H. F. Hughes. Directors—C. W. Robinson, Herbert Trites, Harry Douglass, John Hughes. Auditors—W. McCully, Harry Douglas. The report presented stated that

1,218,176 lb. of milk were supplied by 70 patrons. The receipts were \$11,039.51.

As a result of recent trouble between union cigarmakers and a Kingston house, Hugh Bennett and William Strong are going to locate a new cigar factory in the Golden Lion block, Kingston. They are going to New York to purchase a stock of tobaccos with which to begin operations.

At Dundalk, Ont., the chopping and gristing departments of Moody & Son's flour and grist mill which is being erected has been started, and the flour department will be in operation shortly. Hector Moody is to be the manager of this mill. In Orangeville, Ont., the woollen mill which has been established by the company is running night and day.

## A GOOD FISH STORY.

Down in Prince Edward Island the severe storm of two weeks ago forced a deep body of lully ashore in Kildare River, and when this lully afterwards formed into ice, it was discovered that large numbers of fish were imprisoned therein. The ice of the river has been prospected by a large number of Montrose and Kildare people, who found a multitude of large sea bass, weighing from 10 to 30 lb. each, which were either driven in by the storm or came to the river to spawn. Large quantities of these have been caught and shipped to New York, where it is expected they will bring from 15 to 20c. per lb. At these prices the catch should aggregate the people there \$2,500 at least. As the fish are in good condition they will probably average 15 lb. each.

# Our Future King and Queen used Red Rose Tea--

quality. It is one of the brands of goods that help advertise themselves.

Sell your customers a package and you will find their friends asking for it.

**BLACK, MIXED and CEYLON GREEN.**

**T. H. ESTABROOKS,**

TEA IMPORTER AND  
BLENDER,

**ST. JOHN, N.B.**

**"SUPERIOR"**

**"Breakfast Cream"**  
(CEREAL)

**"Gluten Flour"**

Made by the latest processes from the world's best wheat of Manitoba and the Northwest. It will pay you to push their sales.

**BECAUSE** they are trade winners, put up in the best and most attractive package on the market.

**BECAUSE** the advertising in each case will sell your first order and they will afterwards sell themselves.

**BECAUSE** it pays to sell the best goods.

**BECAUSE** there is nothing your customers will like so well or need so bad when you are out of stock.

In cases containing 3 doz.  $2\frac{1}{2}$ -lb. packages or assorted cases containing  $\frac{3}{4}$  c/o "Breakfast Cream," and  $\frac{1}{4}$  c/o "Gluten Flour."

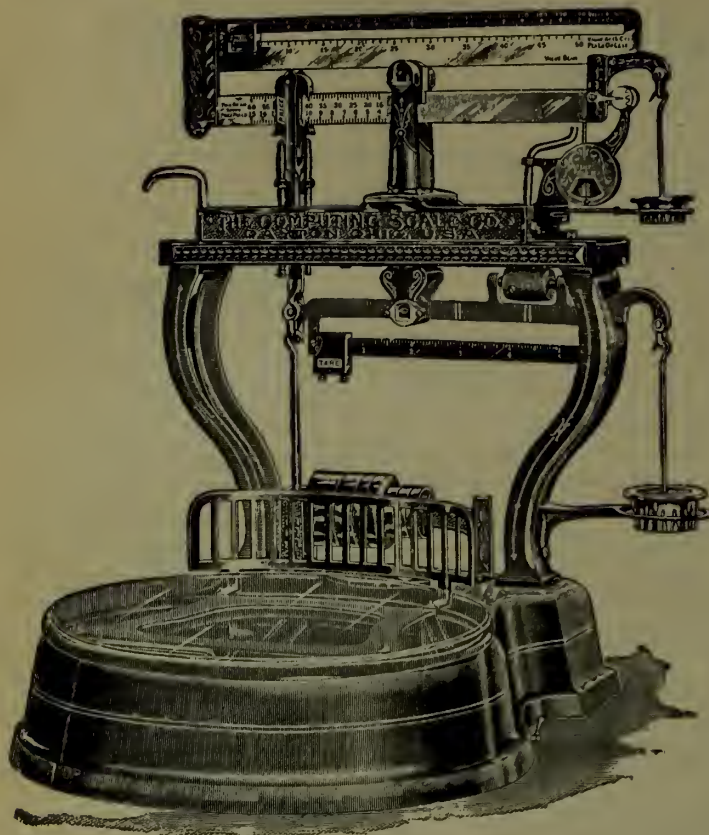
Through your wholesaler at prices quoted on page

**North-Western Cereal Co.,**

- - -

**London, Ont.**

# THE EYE OPENER



**O**UR scales are eye openers for people who have never used a system of getting full and accurate results in handling their merchandise. Many a good, honest, and industrious merchant has failed after long years of patient work and worry, just simply because he gave away more than his profits amounted to, in trying to sell for profit over miserable make-shift weighing devices. Time has proven conclusively that too much care cannot be exercised in the selection of a scale, and time has proven our **MONEY-WEIGHT SYSTEM** of Computing Scales to be the best.

**Our Scales are sold on easy monthly payments.**

**The Computing Scale Company**  
DAYTON, OHIO, Manufacturers.

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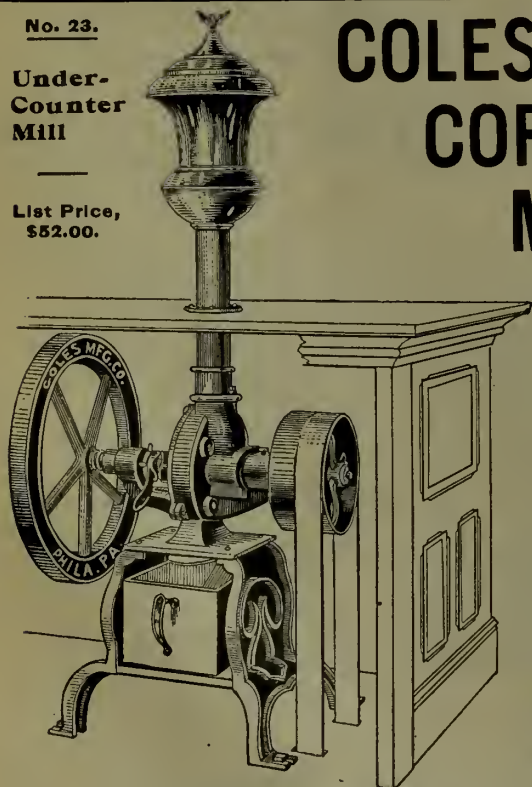
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*White & Ecclestone, Dist. Selling Agents, Vancouver, B. C.*

No. 23.

**Under-Counter Mill**

List Price, \$52.00.



## COLES COFFEE MILLS

None better for Granulating or Pulverizing.

Our mills will Pulverize without heating Coffee.

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders.

**A GREAT LABOR-SAVER.**

Our Grinders wear longest.

Agents { **TODHUNTER, MITCHELL & CO.,** Toronto.  
**DEARBORN & CO.,** St. John, N.B.  
**FORBES BROS.,** Montreal.  
**GORMAN, ECKERT & CO.,** London, Ont.

**COLES MANUFACTURING CO., PHILADELPHIA, PENN'A.**

## Rowntree's

### Chocolates and Pastilles

*The "Court Circular" says of the Chocolates:*

"Unexcelled for purity, delicacy of flavor, and daintiness. They compete with, if not surpass, the finest French chocolates made."

*"Grocery" says:*

"One thing in which Messrs. Rowntree & Co. excel is undoubtedly their Gums. The secret lies in the quality of the Gum, the excellence of the flavoring, and the carefulness in manufacturing."

Two excellent lines of confections made by the manufacturers of

**Elect Cocoa and Elect Lemonade.**

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For Quebec, Ontario and the Maritime Provinces:  
**MR. CHAS. GYDE, 20 St Francois Xavier St., MONTREAL.**

For Manitoba, Northwest Territories and British Columbia:  
**THE HUDSON'S BAY CO., WINNIPEG.**





President,  
**JOHN BAYNE MacLEAN,**  
Montreal.

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**WHEN WRITING ADVERTISERS  
PLEASE MENTION THAT YOU SAW  
THEIR ADVERTISEMENT IN THIS PAPER**

## THE AFFAIRS OF THE ROSS TEA CO.

**W**E have been informed by Mr. Ross, of The Ross Tea Co., that, while what we said last week in regard to the affairs of his company was substantially correct, explanations are necessary in one or two particulars, in order that wrong impressions may not be created.

The reason, for example, that only 100 lb. of tea figured in the assets was that when The Lipton Co. issued the writ delivery of tea was stopped and the bills of lading were handed over to the representatives of the shipping firms. Then, in regard to the meeting of the creditors. He declared that all the creditors whose accounts were \$100 and over were represented and urged him to sell the assets to Mrs. Ross. Two meetings were held, and at the first The Lipton Company's lawyer was present, but the latter did not participate in the proceedings of the second meeting. At the first meeting, Mr. Ross says he offered to pay in full, if given time, as he did not look upon the \$6,000 liabilities as a sum impossible to overcome.

Besides excessive advertising, the serious sickness of one of the principal members of the staff had also handicapped the company.

In regard to the notes extended over a period of 18 months, referred to in our last issue, Mr. Ross says he did not refuse to procure an endorser, but it was impossible for him to get one to meet the approval of The Lipton Company.

Within the last few days Mr. Ross has completed arrangements whereby new capital is to be put into the business, and he wishes to emphasize the statement that as soon as possible the company will pay its liabilities in full.

## CANADIAN FLOUR FOR AFRICA.

The Department of Agriculture, at Ottawa, has received an order from the War Office for 1,000 tons of Canadian flour for shipment to South Africa. This is equal to 10,000 barrels.

Flour exporters to whom "The Canadian Grocer" has spoken, do not look for the development of a large trade with South Africa, Australia being more favorably situated geographically for supplying that market. And our official trade returns do not offer much encouragement, for, while during the fiscal year ending June 30, 1900, we exported 31,457 barrels to British Africa, only 5,000 barrels were sent during the fiscal year ending June 30, 1901.

While a large trade may not be developed in flour with South Africa, it is possible a steady trade for a moderate quantity may be secured. As long, however, as there is an absence of a direct steamship service between Canada and South Africa, we can expect but very little results. Canadian products exported to Africa via New York are frequently allowed to lie on the wharves at the latter point weeks together, goods from the United States being invariably given the preference over those from this country.

## CAUSE OF THE WEAK POTATO MARKET.

The American market for potatoes went off considerably last week. A cargo from Scotland and another from Hamburg, arriving at New York, was the cause of the decline. As it is unknown whether there will be heavy arrivals from these ports, it is uncertain whether the market will decline further or not.

## THE ADVANCE IN CHEESE.

The improved feeling in cheese reported a week ago has caused the prices in Toronto and Montreal to advance  $\frac{3}{4}$  c. per lb. Holders on this side of the Atlantic have now greater confidence in the

future, and are not so liberal in their offerings. Several inquiries have been received from dealers in Great Britain, indicating that the demand there has begun to improve, and the outlook is distinctly brighter. The dealers over there seem to be getting over their cautiousness in bidding, and more cable offerings are being made.

## SUGAR AT THE LOWEST POINT ON RECORD.

**G**RANULATED sugar in Canada is to-day at the lowest point on record, the price at Montreal now being \$1 per 100 lb., and at Toronto \$1.18. This is the result of a 10c. decline which went into effect at 12.55 p.m. on Wednesday.

Since our last report the sugar market, generally, has become much demoralized. Beet sugar in Europe has again receded to the lowest point on record, which it touched a couple of weeks ago, namely, 7s.  $\frac{3}{4}$  d. f.o.b. Hamburg for 88 degree for December shipment. This is on the basis of 3 $\frac{3}{4}$  c. for centrifugals in New York, and as a result 25,000 tons of beet have been bought in Europe by United States refineries.

In New York the Arbuckles have again led in the reduction of refined, having marked their figures down 10c. The reduction in Canada was doubtless in sympathy with that act.

An increase of 280,000 tons in Mr. Licht's estimate of the European beet crop, making the quantity 6,710,000 tons, has naturally had a bearish influence. And there are those who believe that a 7,000,000-ton crop is not at all improbable.

The number of central sugar factories in Cuba at work on the new crop is increasing, and Willett & Gray, the sugar experts, say that supplies from that crop will soon be available at the seaports.

## TORONTONIANS SENDING FIGS TO NEW YORK.

There has been a heavy demand this week in Toronto for natural figs for shipment to New York. As a result from 8,000 to 10,000 bags have been picked up and shipped to that point, several cars being required for the purpose.

Wholesale dealers in Toronto are quite gratified. They had imported an unusually large quantity this season, and these sales on New York account relieve them of a good deal of concern. The wholesale price of naturals in Toronto to the retail trade is 3 $\frac{1}{4}$  c., and one house informs us that they had intended reducing the figure to 3c. had not the demand from New York opportunely come in and relieved it of the necessity of doing so.



## THE INTERCOLONIAL RAILWAY QUESTION.

**T**HE resolution passed by the Halifax Board of Trade a couple of weeks ago recommending the handing over of the Intercolonial Railway to the Canadian Pacific Railway has naturally become a live subject for discussion. Had any other board of trade in the Dominion adopted such a resolution, it is improbable it would have attracted as much attention, Halifax being the main point on the I.C.R., and consequently more concerned than any other in such a new departure as the resolution proposes.

Whatever may be one's views as to the pros and cons of the question we believe that more good than harm will result from its again being brought before the attention of the people of this country.

The transportation question in this country transcends all others; and it is likely to do so for some years to come. Anything, therefore, which tends to keep the public view centred upon it and stimulates its discussion is to be courted rather than discouraged.

The particular phase of the transportation question which has been thrust upon the attention of the people of Canada by the resolution of the Halifax Board of Trade has, like all other questions, two sides to it.

Undoubtedly there would be some advantages gained by handing the management of the Intercolonial over to the C.P.R. In the first place, it would take the road out of politics, and then it would make it part and parcel of a system stretching from the Atlantic to the Pacific.

But the question here arises: Would these advantages outweigh the disadvantages that would be entailed? Candidly, we do not believe they would. There is an old maxim which recommends us not to put all our eggs in one basket. And in this particular instance it appears quite applicable. At present the I.C.R., it must be remembered, is a competitor of the C.P.R. And experience has taught us that it is not usually for the good of the community when big corporations swallow up their smaller rivals. We all know what a continual string of complaints are coming from the Northwest in regard to tariff rates on the C.P.R. While we believe that the cause of these complaints is not by any means always so much the management of the C.P.R. as the geographical conditions peculiar to a line running through such an unproductive extent of country, yet there is enough of truth in them to warn us against surrendering what we have in the Maritime Provinces for a prospect which, to say the least, cannot be called promising.

In building the Intercolonial the object in view was not so much commercial as political necessities. It was a part of the Confederation compact. It has been a burden on the Dominion Treasury; but it was not expected to be anything else. It does not, however, follow that it will always be so.

The desideratum may not, perhaps, be soonest secured by continuing the railway under Government control direct.

The Minister of Railways is undoubtedly as anxious as the head of any privately-owned railway to be able to present a satisfactory statement at the end of each year. Aside from all other considerations, it would provide exceedingly good political literature. But that which he would do he is prevented from doing by the party system which obtains in the administration of the affairs of the road. In an ordinary business concern, appointments to the staff are usually made on

### Notice to Advertisers

WEDNESDAY NEXT, Dec. 25, being CHRISTMAS DAY and a PUBLIC HOLIDAY, it will be necessary for us to close this paper for press on Monday.

We ask advertisers who wish to change their advertisements to kindly let us have copy, etc., on Monday next, otherwise we cannot guarantee insertion of new matter.

THE PUBLISHERS.

the basis of fitness; in an institution under the management of Government, whatever its political shade may be, the basis is party fealty and strength of political influence. Then there is the horde of hungry office-seekers whose claims for position the strongest of Governments do not appear to be strong enough to resist. A privately-owned railway would certainly never prove profitable under such conditions. And we cannot look for anything else under a Government-owned road.

The tendency of public opinion is undoubtedly strongly tending in the direction of national railways. This, in the face of the evident growing dissatisfaction with the present system of party Government, is significant.

If the Halifax Board of Trade advocated the placing of the management of the Intercolonial under a non-partizan commission it would have found supporters from one end of the Dominion to the other. We have, in Australia, an example of the beneficial results which have been obtained from placing the railways under a commission. And the bringing of this

about in Canada is the task to which the business men of this country should set themselves.

In spite of the recurring deficits the prospects for the Intercolonial are gradually becoming brighter. The latest figures regarding the earnings to which we have access are those for 1900, and in that year they were easily the largest on record, being \$1,599,422, against \$3,780,805 in 1899 and \$2,958,243 in 1890, an increase of over 55 per cent. in 10 years.

### MISREPRESENTING CANADA.

**A**T the coronation proceedings in London in June next Canada is to be represented by an arch. And on this arch is to be a snow-capped peak.

We hope that those who have displayed such good taste will also see that Sir Wilfrid Laurier, Canada's representative at the coronation proceedings, will be attired in costume in keeping with the arch. His head must be encased in a toque and his garments must be of fur—Arctic bear, of course. And if snowshoes are not on his feet they must be, at least, slung across his back. His manner must not be sunny either; it must be cold enough to freeze the words of the King as he takes the coronation oath. A contrivance by which a little snow can be kept falling on his head would be timely. Unless these little details are attended to it is to be feared Sir Wilfrid may attire himself as the people of England do, thus bringing about incongruous conditions between himself and the snow-peaked arch which might cause a smile at Canada's expense.

But, perhaps, after all, the surest way to prevent incongruity would be to knock the snow-capped peak off the arch and allow Sir Wilfrid to don the regulation court uniform. Snow and ice, at any rate, have altogether too long been made to misrepresent Canada. We have both in winter, of course, but they are not the predominant features of our country; and it is the predominant that should be depicted on a coronation arch.

On the Pacific Coast snow and ice are rare and in December flowers are blooming in the gardens. In Toronto sleighing is of short duration and rare, and even in the coldest parts of the country the atmosphere is so dry that the cold is felt less severely than it is in certain parts of Great Britain, where the climate is damp and chilly.

As a well-known authority on climatic conditions pointed out in *The Canadian Magazine* a few years ago, "Canada has climates which are as warm in summer as many parts of the South of France, and summers as long as in the central department of that country."

It is to be hoped Lord Stratheona will see that the snow-capped peak is knocked off the proposed arch.



## A NEW CEREAL COMPANY.

**M**R. E. A. SHOEBOOTHAM, as promoter and manager of The North-Western Cereal Co., London, is placing on the market in the two specialties manufactured by that firm, what he claims to be the two finest cereal products offered through the trade. He has had an experience of many years in the growing, manufacturing and selling of cereals and cereal goods. In 1893 he introduced in Western Ontario, for E. D. Tillson, of Tilsonburg, the then new process of flaked cereal goods, in Molina rolled wheat, flaked barley, flaked peas, pan-dried oatmeal, etc., and he recalls interesting stories of the tall guessing some of the merchants made at that time as to what the ordinary yellow pea really was, when shown to them, in those large mellow golden flakes. Later, as agent for The Cream of Wheat Co., of Minneapolis, for over a year and a half, Mr. Shoebotham successfully promoted the introduction of the product of that company through the Canadian wholesale trade. His various wholesale and commission agencies, in addition to experience gained in his retail business of Shoebotham & Co., grocers and pure food specialists, St. James Park, London, has placed him in a position to acquire an intelligent knowledge of what the trade demands, both from the standpoint of health and that of popular favor. Believing in certain specific natural foods, thoroughly boiled or baked in the good old way, as essential to the building up and retaining of full physical and mental force, he is full of forceful argument that it is in the uses of those natural elements of constant development and repair to the system, that we are, as individuals and as a people, what we are. With the latest scientific improvements to hand to equip Canadian mills, and the best wheat berry in the world growing in the Canadian Northwest from which to manufacture, Mr. Shoebotham determined some months ago to produce two lines of goods, to be not only the finest Canadian, but, what he terms, the most superior health-food products in America. With that object in view and to give it his fullest attention, he sold out his retail business, and the result is the formation of The North-Western Cereal Co., with its two initial lines, "Superior Breakfast Cream" (cereal) and "Superior Gluten Flour."

Not only in his own business, but on general trade questions as well, Mr. Shoebotham is ever active in matters affecting the public and commercial interests. As vice-president of The London Retail Merchants' Association, he was the representative of that body on the deputation that waited on the Ontario Legislature at its last session in the matter of trading stamps.

## MONTREAL FRUIT GROWERS DINE.

The second annual dinner of The La Chine Horticultural Society, Montreal, held on Saturday evening, December 14, at the Lake View House was a grand success, considering the infancy of this society.

President James Ramsay was the proposer of the first toast, "The King," which was duly honored by the singing of the National Anthem. Speeches were made by A. J. Bowles, of the Montreal Horticultural Society; J. McKenna, of The Montreal Gardeners and Florists'

Club, F. D. Monk, M.P., Jos. A. Des-carriers, K.C., and others. A gold locket was presented to Jos. Bennett, for valuable services rendered.

This society was organized two years ago with a membership of 15, and now it has 150 members on the roll.

## HINTS TO BUYERS.

Contributors are requested to send news only not puffs of goods they handle, or the arrival of standard goods that everyone has in stock, or that they are offering goods at close figures, or that they have had an unusual large sale this season.

Lucas, Steele & Bristol offer a nice assortment of Franco-American soups,  $\frac{1}{2}$  pints, to retail at 15c.

"C. & B." 1-lb. peels, mixed, are offered cheap; also Batger's  $\frac{1}{2}$ -lb., by Lucas, Steele & Bristol.

The Victoria Biscuit Co., Guelph, are putting up a currant biscuit to retail at 10c. It promises to be a good seller.

The Eby, Blain Co., Limited, are clearing out their stock of Malaga table raisins and Eleme figs at special prices.

The Eby, Blain Co., Limited, report a large sale for the new size "Horseshoe" salmon which they advertise in this issue.

Buyers of Keeler's or "C. & B." marmalade in 2 and 7-lb. tins can get a snap by applying to Lucas, Steele & Bristol.

A large demand for mince meat is reported by T. A. Lytle & Co., who are well-known manufacturers of this table delicacy.

## AN IMPROVED CAN.

The Acme Can Works, of Montreal, have just put on the market a can that embodies several improvements that will appeal to all manufacturers or packers in need of the best procurable can. The most noticeable feature of it is that the lid is so fitted on that it does not protrude from the body of the can, allowing the manufacturer to put on a label that will not be wrinkled or torn by the lid, thus materially improving the appearance of the goods. The top of the can is rolled, allowing the lid to be put on quite easily. All users of cans should not fail to procure samples.

## SHIPMENTS OF APPLES.

Under date of December 18, Messrs. Woodall & Co., cabled from Liverpool that there were "5,700 barrels of apples selling, and that the market was active and dearer."

During the week ending December 14, the total shipments of apples from Boston, New York, Portland and Halifax to Liverpool, London and Glasgow, were 9,466 barrels as compared with 32,016 barrels for the same week in 1900, and 16,775 for the same period in 1889.

The total shipments of apples from these ports since this season opened were 488,019 barrels compared with 902,006 in 1900, and 901,341 for the same period in 1899.

## A VISITOR FROM CEYLON.

Mr. George Croll, of Crossfield, Lam-pard & Co., Colombo, Ceylon, was in Toronto last week and in company with his firm's local representative, Mr. J. L. Watt, called upon a number of the wholesale houses. Speaking of the improved condition of the tea market, Mr. Croll ventured the opinion that he did not think we should, for many years, at any rate, see the market in such a demoralized condition as it was during the last year or two.

## MARRIAGE OF R. T. MACDONALD.

Mr. Robert T. Macdonald, the Secretary-Treasurer of The A. F. MacLaren Cheese Co., Limited, Toronto, is no longer a bachelor. He joined the ranks of the benedicts on the 4th inst., when he was married to Miss Edith Annie, only daughter of Chas. Roddy, Esq. The ceremony was performed by Rev. John Neil. "The Canadian Grocer" tenders congratulations.

## A GROCERY FIRM'S CALENDAR.

Laporte, Martin & Co. have just issued a handsome calendar for 1902, and, as usual, will be pleased to send one on request to any member of the trade, mentioning "The Canadian Grocer."

## CREAMERY CHANGES HANDS.

The liquidator of The T. E. Crealy Dairy Co., Limited, Clinton, Ont., has sold their creamery to John E. McGregor, butter manufacturer, who will take charge of it shortly. He intends to conduct the business on a cash basis, and, as under his management the butter made at Cedar Springs realized the highest prices, the outlook there is very bright.

## WORKS THE RIGHT WAY.

Mr. W. J. P. McGregor, Toronto, was in Montreal this week calling upon the trade and telling of the merits of his "Quaker" marmalade, McGregor's chocolates and butterscotch.

He is one of those bright young Canadians who put up goods of real value, push them for all they are worth, and are enthusiastic believers in the future of their business.

## BAD FISH SHIPPED TO PORTO RICO.

In his report to the Canadian Department of Trade and Commerce, the British Consul at Porto Rico makes a serious indictment of Canadian fish-dealers whom he accuses of shipping large quantities of codfish, the majority of which, amongst other food, has been condemned and destroyed by the authorities of that island. As all impure food will be stopped at the port of entry by the Porto Rican Board of Health, dealers in Canada are advised to take warning and refrain from shipping impure fish.

R. W. Hannah, Board of Trade, Toronto, would like to contract for 10 cars of good potatoes for shipment after January 1. If you can offer any write to him.

R. W. Hannah, Board of Trade, Toronto, would like to hear from grain dealers or general storekeepers in Manitoba and the Northwest who can offer a few carloads of Nos. 1 or 2 white oats. If offering any, kindly quote lowest price f.o.b. or delivered at Toronto.

## KEEP POSTED ON YOUR BUSINESS

and please don't hug yourself with the delusion that you can't be taught, or that there's nothing to learn. Such conclusions as these have often had fatal terminations—that is to say, fatal so far as your worldly interests are concerned.

Any man that has only half studied the Tea situation for the past year must readily admit that Japans are passing through a crisis, and one that they will never recover from. Their young and relentless rival,

# "SALADA"

Uncolored  
Ceylon  
Green Tea

is slowly but surely driving them to the edge of the precipice of public condemnation.

After a while—not long to wait—over they'll go, and be a relic of the past, like China Black Teas.

Make no mistake, this is about the safest kind of a prophecy you can pin your faith to.

But, if you are an anxious inquirer, we have some further interesting remarks that we shall be glad to make on request.

Address, "SALADA," Toronto-Montreal.



*For Christmas Trade*

## LILY WHITE GLOSS STARCH IN BEAUTIFUL TOY TRUNKS.

A trunk can be sold empty for 20c, leaving cost of Starch about 4½c. per lb. Retails at 10c.

**TALK ABOUT PROFITS!**

**The Brantford Starch Works, Limited,**  
BRANTFORD, ONTARIO.

**NOW** look here! You are wideawake storekeepers and you know that sloppy goods take for a time, provided they are cheap, and CHEAP goods generally are sloppy. We have Jams in our mind when we say the above. There is very little satisfaction selling cheap goods, anyhow. We know we are asking more than anyone else for JAMS, but we have to. Our Jams are the best in Canada. We make them BEST and they sell BEST. We are out for the best trade, because it lasts longer and is the easiest to hold when quality, not quantity, is the consideration.

**THE CANADA BISCUIT COMPANY, Limited**

Office Phone: Main 3624.  
Warehouse Phone: Main 3676.

King and Bathurst Streets, TORONTO



# MARKETS AND MARKET NOTES

## INFORMATION FOR BUYERS.

If any reader wishes to know where any article can be purchased in Canada or abroad, a letter to the Editor will probably place him in communication with the seller.

## ONTARIO MARKETS.

Toronto, December 19, 1901.

### GROCERIES.

**W**HILE the volume of business this week exhibits some falling off, there is still a good trade being done. A number of the orders are of the rush description. A large quantity of currants is going out, and the wholesalers complain that they are behind with their orders. The position of the Valencia raisin market continues to increase in strength, higher prices being called this week. A good demand is also being experienced for figs, and a feature of the trade is a demand which is being experienced from New York for naturals, a large quantity of which have been shipped to that point. The sugar market is demoralized, as far as prices are concerned, our quotations being 10c. lower than a week ago. This decline is in sympathy with the outside markets. Canned goods are still attracting little or no attention, but prices rule steady. The coffee market is firm, but very little business is being done. Spices are meeting with a seasonable demand. Teas continue firm in price, and in Indians and Ceylons there have been again some fair transactions booked during the past week.

### CANNED GOODS.

The situation in canned vegetables is much the same as it was a week ago, the demand being only light, with prices steady and unchanged. The wholesale trade is looking for a brisk demand, after the opening of the new year. The price of tomatoes still rules at 82½ to 85c., and for peas and corn at 80c. upwards. Very little is being done in canned fruits and the ruling prices are still \$1.75 to \$1.90 for peaches; \$1.65 to \$1.70 for strawberries, and \$1.60 to \$1.80 for raspberries. Canned salmon appears to be a little firmer on the Coast, and in some instances, local wholesalers have been unable to get orders filled for further supplies of certain brands. Advices from the Coast say that efforts are being made to reorganize the packers for the coming season, and that if both the Fraser River and Northern canneries can be included and rules and regulations that cannot be evaded are made, it will certainly be a good thing for those whose brands are in most demand. The fixed selling price for Fraser sockeye is \$4 f.o.b. the Coast, and efforts that have been made to buy below these figures are reported to have failed. The ruling prices for canned salmon are: Fraser River sockeye, \$1.42½ for five-case lots

and over, and \$1.45 for less quantities; Northern sockeye, \$1.25 to \$1.30; cohoes, \$1.05 to \$1.15.

### COFFEE.

The outside markets are again a little firmer, and very little business is being done either on importation or retail account. Quotations rule as before. We quote: No. 7, 8c.; No. 6, 8½c.; No. 5, 8½c.; No. 4, 9c.; No. 3, 10 to 12c.

### CANDIED PEELS

A large trade is still being done in this line and the season, so far, has been more than usually good. We quote as follows: Lemon, 10 to 12½c.; orange, 11 to 13c.; citron, 15 to 18c., according to brand and quality.

### NUTS.

A good business is being done in all kinds of nuts. A cable advice received this week says that the market for Taragona almonds is steady at about the same prices which have been ruling all the season. The ruling prices are: Grenobles, 10½c. by the bale, up to 12c. for smaller quantities; Marbots, 9½ to 10½c.; filberts, 9½ to 10½c.

### RICE AND TAPIOCA.

A fair, steady trade is to be noted in this line. We quote: B rice, 3½c.; Japan

See pages 31 and 32 for  
Toronto, Montreal, and St.  
John prices current.

rice, 5½ to 6c.; tapioca, 4 to 4½c.; sago, 4½ to 5c.

### SPICES.

Nothing particular has developed during the past week and a fair trade is being done in all seasonable lines.

### SUGAR.

During the past week the sugar market has become quite demoralized. Beet-root sugar in Europe has again fallen to 7s. 3d. for December shipment, and 7s. 1½d. for January shipment. The former quotation is just on the parity of 3½c. for centrifugal sugars in New York, and is again at the lowest point which the market has ever touched. Both holders and buyers in New York are reported to be somewhat indifferent. The meltings in the United States last week were again in excess of the receipts by about 3,000 tons. On Wednesday, at noon, the price of refined sugars in Canada was reduced 10c. per 100 lb., making granulated on the basis of 4c. Montreal, the lowest point ever touched. This was in sympathy with a similar reduction in the United States. The demand here is poor, being of a hand-to-mouth character. The latest advices from Europe are that Mr. Licht has increased his estimate of the present beet crop by 280,000 tons, making the output 6,710,000 tons.

### SYRUPS AND MOLASSES.

The demand for molasses is only moderate, and the same may be said of syrups. The ruling price for molasses is 25 to 28c. for New Orleans, and bright sugar syrups, 35 to 37c. The ruling quotations on corn syrup are: 3½c. in bbls.; 3½c. in ½ bbls.; 3½c. in ¼ bbls.; \$1.60 in 38-lb., and \$1.20 in 25-lb. pails.

### TEAS.

There have again been some fair transactions on the local market in Indian and Ceylon teas, principally in low-grade descriptions, although some mediums have changed hands. These transactions would have been larger were not buyers' views still somewhat above the ideas of the sellers. Mail advices from London, England, under date of December 6, say that the tendency in Indian teas has been towards better competition for lower and medium grades, while grades over 7d. attracted less attention and frequently showed a weaker market, especially for broken pekoe kinds. The total shipments of Indian tea from April 1 to the end of November, 1901, were 118,584,800 lb., against 125,420,000 in 1900. In regard to Ceylon teas, the advices say that the comparatively heavy sale passed with fair demand for low-priced teas, but rather irregularly and somewhat cheaper for medium and good-liquoring teas. Darjeeling teas are very dear, and and are practically 1d. higher than a week ago. The Japan tea market continues firm. Locally, there is not much inquiry, and very few offerings are being made. There have been a few sales of China greens during the past week, but these are still scarce and dear.

### FOREIGN DRIED FRUITS.

**CURRENTS**—The outside markets continue firm in price. Locally, the demand continues brisk, and wholesalers report that they are somewhat behind with their orders for cleaned currants. Prices rule same as last week. Fine Filiatras, 6 to 6½c., and Campos are quoted at the same figure; Patras, 6½ to 7c.; Vostizzas, 7½ to 8c.

**VALENCIA RAISINS**—The position of the Valencia raisin market is even stronger than it was a week ago. One house received a cable on Monday announcing an advance of 1s. 6d., also stating that the supplies were short and falling off. Still a later cable to another broker was received refusing an order and stating that the crop was exhausted. Locally, the demand continues



active on retail account, and some business has been done on importation account at the higher prices now ruling. Ruling prices are  $5\frac{1}{2}$  to 6c. for fine off stalk and  $6\frac{1}{2}$  to  $7\frac{1}{2}$  c. for selected.

**MALAGA RAISINS**—The demand for Malaga raisins is fairly good with prices much as before. We quote as follows: Black baskets, \$2.25; "Empire Clusters," \$2.60; "Dehesa Clusters," \$3.10; "Excelsior Clusters," \$4.60; "Connoisseur Clusters," \$2.10; "Extra Dessert Clusters," \$3.35; "Royal Buckingham Clusters," \$5.

**PRUNES**—The demand continues good with quotations as before. We quote as follows: Californian prunes: 100-110's, 5c.; 90-100's,  $5\frac{1}{2}$  to  $6\frac{1}{4}$  c.; 80-90's,  $6\frac{1}{2}$  to 7c.; 70-80's,  $6\frac{3}{4}$  to  $7\frac{1}{4}$  c.; 60-70's,  $7\frac{1}{2}$  to 8c.; 50-60's, 8 to  $8\frac{1}{2}$  c.; 40-50's,  $8\frac{3}{4}$  to 10c. French, 100's,  $3\frac{1}{2}$  to 4c.

**FIGS**—The feature of the local trade this week is the large sales that have been made in natural figs for shipment to the New York market. It is estimated that about 8,000 to 10,000 bags have gone forward. This has considerably relieved the local market, which was overstocked, and some of the wholesalers were getting ready to cut prices in order to get rid of their supplies. The ruling price here is  $3\frac{1}{4}$  c. per lb., while in New York the price to the retail trade is said to be 6 to  $6\frac{1}{4}$  c. per lb. We quote mat figs  $3\frac{1}{4}$  c.; naturals,  $3\frac{1}{4}$  to  $4\frac{1}{2}$  c., according to quality; tapnets,  $3\frac{1}{4}$  c., and Eleme figs range all the way from  $8\frac{1}{2}$  to 18c.

**DATES**—There is just a fair trade being done at  $4\frac{1}{2}$  to  $4\frac{3}{4}$  c. for Hallowees, and  $4\frac{1}{4}$  to  $4\frac{1}{2}$  c. for Sairs.

**CALIFORNIAN EVAPORATED FRUITS**—These are meeting with very little attention, and prices rule at 13 to 16c. for apricots in 25-lb. boxes, and at 11 to 13c. for peaches.

#### GREEN FRUITS.

The influence of the nearness to Christmas is being felt in the green fruit business, and apples, and especially oranges, are being eagerly bought up. Jamaicas and Floridas find a ready sale, while Mexicans and Valencias are great favorites. The Californian crop, which is just beginning to come in, was never in better shape, and dealers are very much satisfied with their quality. Cranberries sell very readily, but there are very few Cape Cod left, while Budd's long-keepers are no longer being offered. Almeria and Malaga grapes are much wanted, and their price remains firm. Apples are meeting with a good demand, and in some fancy lots are selling at \$5 per bbl. We quote as follows: Apples, \$4 to \$5 per bbl.; bananas, \$1.50 to \$2 for firsts, and 80c. to \$1 for first eight hands; Jamaica oranges, \$4 75 to \$5 per

bbl., or \$2.75 to \$3 per box; Florida oranges, \$3.75 per box; Mexican oranges, \$2.50 per box; Californian lemons, \$3.50 to \$4 per box; Messina lemons, \$2.75 to \$3 25 per box; Californian oranges, \$3.75 per box; Valencia oranges, \$4 to \$5.50 per case; Malaga grapes, \$6 to \$6.50; Almeria grapes, \$5.50 to \$6.50 per keg; cranberries, fancy Jerseys, \$10; Cape Cod, \$10; pineapples, 23 to 25c. each by the case.

#### VEGETABLES.

The vegetable market is in rather a depressed condition, and movements from stock are somewhat slow. Greenhouse lettuce and radishes are being offered, the former 10c. lower and the latter 10c. higher per bunch. Large quantities of cabbage have been received which are finding a moderate demand at 30 to 50c. Potatoes are a little easier. We quote: Carrots, parsnips and beets, 20c. per peck; turnips, 15c. per peck and 35c. per bag; lettuce, 30 to 40c. per doz.; radishes, 40 to 50c.; mint and parsley, 20 to 25c.; cauliflower, \$1.00 to \$1.50 per doz.; celery, 50 to 75c.; red cabbage, No. 1, 5 to 10c.; cabbage, 30 to 50c.; pickling onions, 35 to 40c. per peck; dry onions, \$1 per bush.; potatoes, 85 to 90c. per bag; Hubbard squash, 15 to 30c. each.

#### COUNTRY PRODUCE.

**EGGS**—No strictly fresh eggs are being offered, but a good demand has set in for cold-stored and limed from different quarters. The prices are ranging slightly higher. We quote: Fresh-gathered, 19 to 21c.; cold-stored, 17 to 19c., and limed, 16 to 17c. per doz.

**BEANS**—A better trade is doing in this line owing to the colder weather and inquiries from the lumber camps. We quote: choice handpicked, \$1.70 to \$1.75; prime, \$1.50 to \$1.60 per bush.

**HONEY**—The demand has improved and larger sales are being made. The prices are unchanged. We quote: Clover, in 60-lb. tins,  $9\frac{1}{2}$  c.; less quantities, 10c. per lb.; in combs, \$2 to \$3 per doz.

**DRIED APPLES**—In sympathy with the high prices of green apples, the price of evaporated has advanced  $\frac{3}{4}$  to 1c. per lb. A better demand has set in. We quote: Evaporated apples  $9\frac{3}{4}$  to 10c. in carlots and  $10\frac{3}{4}$  c. in less quantities. Dried apples 5 to 6c. per lb.

**POTATOES**—More offerings are being made this week, but the price is still high. Some lots are being offered 2c. lower than last week, the ruling prices being 68 to 70c. in carlots on the track. The retail price is from 85 to 90c. per bag.

#### BUTTER AND CHEESE.

**BUTTER**—Farmers will persist in feeding their cows on turnips, thereby flooding the

market with inferior butter, which is hard to move. The creameries have shut down for the season, and their butter has gone up 1c. per lb. We quote as follows: Choice 1-lb. prints, 17 to 18c.; large rolls, 16 to 17c.; tubs, best quality, 15 to 16c.; tubs, medium grade, 12 to 14c. per lb. Creamery prints sell at 21 to 22c., and creamery solids,  $20\frac{1}{2}$  to 21c. per lb.

**CHEESE**—The improved feeling in cheese reported last week has resulted in a rise of  $\frac{1}{2}$  c. per lb., and the market is very much firmer. We quote: Cheese, 10 to  $10\frac{1}{4}$  c. per lb.

#### POULTRY.

**DRESSED POULTRY**—Shippers are making their usual mistake in holding back their consignments of dressed fowl until within a day or so of Christmas, hoping thereby to obtain better prices. But, instead, the market becomes very weak, in consequence, and dealers find it hard to move stock at the last moment. The receipts this week are poor; the cold weather ought to make them better. Geese are  $\frac{1}{2}$  c. higher, while turkeys are firm at 8 and 9c. We quote: Chickens, 30 to 50c. per pair; ducks, 40 to 75c. per pair; geese, 6 to 7c. per lb.; turkeys, 8 to 9c.

**LIVE POULTRY**—More consignments of live poultry have come in this week than last, and dealers are making ready for another large shipment to the Old Country. The prices are firm. The Canadian Produce Company, 36 and 38 Esplanade east, Toronto, will pay until further notice for spring chickens, 6c. per lb. For ducklings, 5c. per lb. For hens (including last year's birds)  $2\frac{1}{2}$  c. per lb. These prices are for live weight on arrival. Crates shipped free and express paid up to 50c. per 100 lb. of chickens.

#### FISH AND OYSTERS.

Lake Erie herrings are now freely offered at 5c. per lb., and find ready sales at that price. For this season, a good movement is reported in all lines, the only complaint being the scarcity of ciscoes. Oysters are very firm in price, but, although the Baltimore market is higher, the prices have not been advanced locally. We quote as follows: Fresh fish—Codfish, 6 to 8c.; whitefish, 7 to  $7\frac{1}{2}$  c.; Lake Erie herring, 5c.; trout,  $7\frac{1}{2}$  c.; halibut, 14c.; sea salmon, 13 to 15c.; haddock, 6c.; herring, 5c.; perch, 4c.; British Columbian salmon, 20c. Smoked fish—Ciscoes, \$1 to \$1.25; finnan haddie,  $7\frac{1}{2}$  to 8c.; Digby herring, 60 to 75c. per bundle. Prepared fish—Dried cod, in 112-lb. bundles, \$4.75 per cwt.; flitched cod, \$5.50 to \$6; boneless cod, in bricks,  $4\frac{1}{2}$  to  $5\frac{1}{2}$  c. per lb.; steak cod,  $6\frac{1}{2}$  c. per lb.; shredded cod (2 doz. in box), \$1.80 per



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**GROCCERS**  
IN SMALL TOWNS.If you trade  
any of your  
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Highest Prices. Prompt Returns.**The Wm. Ryan Co.,**... Limited.  
70 and 72 Front St. E., Toronto.**HONEY**We can give you this in any size tins  
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tions, it will pay you.**Rutherford, Marshall & Co.**

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Consignments of Produce Solicited.

The  
**DAWSON** Commission  
Co., LimitedFRUIT, PRODUCE AND  
COMMISSION MERCHANTS.Cor. Market and  
Colborne Streets,

TORONTO

box; boneless fish, loose, in 25-lb. boxes,  
4 to 4½c., and in 5-lb. boxes, 5c. per lb.  
Oysters—Standards sell at \$3.75 per small  
pail or \$1.50 per Imperial gallon; selects,  
\$2 per Imperial gallon.**GRAIN, FLOUR AND BREAKFAST  
FOODS.**GRAIN—As the bears were unable to  
sustain the recent advances in Manitoba  
hard wheat, it has taken a tumble of 3c.  
since last week and is now selling at 86c.  
grinding in transit, or 85c. Toronto and  
west. Excepting oats and barley, which  
are 1c. easier, the arrivals of grain on the  
local market have been poor. White and  
red wheat are 4c. higher; the other prices  
remain unchanged. We quote: White and  
red Ontario wheat, 70 to 80c.; goose, 66½  
to 67c.; oats, new, 48 to 49c.; rye, 58c.;  
barley, 57 to 61c.; peas, 77 to 80c.; buck-  
wheat, 54c.FLOUR—The prices are very firm and  
there is a good demand from all quarters  
which keeps millers busy. The advances  
of last week will likely be maintained for a  
considerable time. We quote: Ontario  
patents, in bags, \$3.70 to \$3.80; Hun-  
garian patents, \$4.15; Manitoba bakers',  
\$3.90; straight roller, \$3.40 to \$3.50 per bag  
in Toronto.BREAKFAST FOODS—Standard rolled oats  
are 10c. higher; the other prices are firm,  
with, perhaps, an upward tendency. There  
is a continued good movement in all lines.  
We quote as follows: Oatmeal, standard  
and granulated, in carlots on track  
here, \$5.75; standard rolled oats in  
carlots on track here, \$5.35; in bbls., 15c.  
more; broken lots are 25c. per bbl. extra;  
rolled wheat, \$2.50 in 100-lb. bbls.; corn-  
meal, \$4.00; split peas, \$4.50; pot barley,  
\$4.50.**HIDES, SKINS AND WOOL.**The market is featureless. The usual  
movement is reported, with a fair local  
demand for hides and skins. The prices  
remain steady.HIDES—We quote: No. 1, green, 8c.;  
No. 2 green, 7c.; No. 1 green, steers, 8½c.;  
No. 2 green, steers, 7½c.; cured, 8¼ to  
8¾c.SKINS—We quote: No. 1 calfskins, 9c.;  
and No. 2, 7c.; deacons (dairies) 55 to 60c.  
each; sheepskins, 65 to 70c.; deerskins,  
12½ to 14c. per lb.WOOL—We quote: Fleece, 13c., and  
unwashed, 8c.**SEEDS.**The keen local competition has forced a  
further rise in all kinds quoted below, and  
red clover is now 15c., alsike 25c. and  
timothy 75c. higher. More liberal offerings  
of the latter are being made, and in the  
other lines the movement is brisker. As

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BUTTER AND EGGS. POULTRY AND GAME.

FRUITS OF ALL KINDS IN SEASON.

EARLY VEGETABLES.

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33 Church Street, TORONTO.

**FISH AND OYSTERS**Largest variety of fresh and frozen Fish in the  
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Secretary Winnipeg Fruit and Produce Exchange  
Correspondence and Agencies Solicited.

Storage, Track Facilities.

**Foreign Shippers**If you want to offer your goods in  
**WINNIPEG, CANADA**, we will be  
pleased to answer your inquiries.**E. NICHOLSON**Wholesale Commission Merchant and  
Broker.

115 Bannatyne St. East, Winnipeg Canada.

**Winnipeg Fruit Merchants.****THE RUBLEE FRUIT CO.  
LIMITED.**IMPORTERS OF FOREIGN AND DOMESTIC  
GREEN AND DRIED FRUITS, NUTS, Etc.151 Bannatyne St., 12th St.,  
WINNIPEG, MAN. BRANDON, MAN.

usual, better prices will be paid for extra fine samples. We quote: Red clover, \$4.80 to \$5.25; alsike, \$6.50 to \$8.50, and timothy, \$2.25 to \$3 per bush.

#### MARKET NOTES.

The Christmas fruit trade is now reaching its height and jobbers are busy filling orders.

All grades of Canadian refined sugars were reduced 10c. per 100 lb. at 12.55 p.m. on Wednesday.

As expected last week cheese has taken a rise of  $\frac{1}{2}$ c. per lb. owing to the better feeling in Great Britain.

From 8,000 to 10,000 bags of natural figs have been shipped from Toronto to New York during the past week.

Manitoba hard wheat has taken a drop of 3c., while on the local market, red and white Ontario wheat are 4c. higher.

Creamery butter has, in both solids and pound prints, taken an advance of 1c. owing to the closing down of the creameries.

Live poultry are being more plentifully offered this week, and local shippers are preparing to send another large consignment to Great Britain in a few days.

The vegetable market is in rather a depressed condition generally. Hot-house lettuce is being offered 10c. per bunch lower, while radishes are 10c. higher.

#### LONDON TRAVELLERS ENTERTAIN.

The London commercial travellers held their annual entertainment in their rooms, Duffield Block, London, Ont., on Saturday evening, December 14. It was in the form of a tramp social. Of course, when it is known that a prize was given for the most disreputable-looking son of the road, it will be understood that they were arrayed in a manner peculiar to the tramp fraternity. An excellent musical programme was provided, and, as every singer and dancer who acquitted themselves well were roundly applauded, the entertainment was a huge success.

#### TRAVELLERS MAY INCREASE FEES.

A proposal has been left to a committee, and will be brought forward at the annual meeting of the Toronto Commercial Travellers' Association, that each member pay an additional fee of \$2 every year at the time he receives his renewal certificate or a new one. One dollar of this is to go to increase the reserve fund, 10 per cent. of the other dollar to the relief, and the balance to the contingent fund. This will sustain the continued payment of \$1,000 at death, increase the reserve fund so that \$1,200 may be paid, and provide a relief and contingent fund, whereby members who may be disabled may receive financial assistance as a matter of right, instead of having to appeal for voluntary subscriptions as at present.

#### QUEBEC MARKETS.

Montreal, December 19, 1901.

#### GROCERIES.

THERE has been a brisk movement of Christmas supplies this week, and the large number of rush orders that have come to hand show the retail trade throughout the country to be very satisfactory. Dried fruits, nuts and high-class canned goods are all in good request and particularly in the better grades. The trend of values continues upward. Probably the most noticeable evidence of this is in Californian raisin values which show advances of  $\frac{3}{4}$  to 1c. per lb.; the statistical position is strong and further advances are expected. As yet there are some houses that have not yet changed their quotations in sympathy and it would seem a good time for the retailer to lay in his stock of seeded raisins. An order cabled for selected Valencia raisins was turned down this week with the statement that the fine grades were entirely exhausted in the primary markets. Some orders have gone forward for currants at the enhanced values, as high prices are looked for. The scarcity of almonds has led to higher prices; Sicily filberts are  $\frac{3}{4}$ c. a lb. higher and Grenoble walnuts slightly lower. Hallowee dates are  $\frac{3}{4}$  to  $\frac{1}{2}$ c. per lb. higher. Rolled oats are higher again this week as also is lard.

#### SUGAR.

The demand for sugar has been quite brisk this week, yet of a consumptive order. The raw-sugar market is without any material change and a steady course of values is looked for. Montreal refined sugar is selling at \$3.35 to \$4.05 for yellows and \$4.10 for granulated. City 5c. extra and Acadian 5c. less.

#### TEAS.

There is but little to report in teas, as there is very little doing this week. Quotations are all very firm and there is every confidence in the local market. All attention is now centred on the agitation for the removal of the tea duty in the United States as it is felt that the opening of that market must have a wholesome influence on this side of the line. For this reason holders of tea in Canada feel that they have a good thing and they will not let it go at any concession.

#### SYRUPS.

There is a fair demand for corn syrup and a better demand for bright sugar syrup. We quote as follows: 3 $\frac{1}{2}$ c. in bbls.; 3 $\frac{3}{4}$ c. in  $\frac{1}{2}$  bbls.; 3 $\frac{1}{2}$ c. in  $\frac{1}{4}$  bbls.; \$1.60 in 38 $\frac{1}{2}$ -lb. and \$1.20 in 25-lb. pails.

#### MOLASSES.

Just now the demand for molasses is quite slow and it will continue so till February, at least. It would appear now that we are to have a strong market next spring just as we had a weak one last spring, for the latest news from the Barbados is to the effect that the prospects are not nearly so bright as 12 months ago. Stocks of molasses here are by no means large. Prices are unchanged at 28 and 29c.

#### CANNED GOODS.

There is a good business being done in fancy canned goods, but the staple domestic stuff is not moving freely just now. Prices are steady at 82 $\frac{1}{2}$  to 87 $\frac{1}{2}$ c. for tomatoes; 80c. for corn, and 80 to 95c.

for peas. Salmon is wanted in fair quantities at \$1.00 to \$1.05 for pink; \$1.30 for spring; \$1.32 for Rivers Inlet red sockeye; \$1.45 for Fraser River red sockeye, and \$1.42 $\frac{1}{2}$  to \$1.45 for Clover Leaf talls.

Canned oysters are being quoted at \$1.30 for 1-lb. and \$2.30 for 2-lb., and there has been a very fair inquiry for this relish the last few days. Fruits are in but moderate demand.

#### SPICES.

The feature of the spice market is another advance in the primary pepper market. The position of both peppers and gingers is exceptionally strong. We quote as follows: Nutmegs, 30 to 55c. per lb., as to size; penang mace, 45 to 50c. per lb., as to quality; pimento, ground, 12 $\frac{1}{2}$  to 15c.; cloves, 15 to 25c.; pepper, ground, black, 17 to 22c., according to grade; white, 25 to 27c.; ginger, whole, Cochin, 15 to 17c.; Japan, 13 to 14c.; Jamaica, 16 to 20c.; Afghan, 12 to 13c.; ground, Japan, 15c.; Cochin, 16 to 17c.; Jamaica, 20 to 22c., and Afghan, 13 to 14c.

#### COFFEE.

A fairly good trade is being done in coffee at steady values. Roasted coffees are worth: Mocha, 27 to 32c.; Javas, 25 to 32 $\frac{1}{2}$ c.; Rios, 13 to 18c.; Santos, 15 to 22 $\frac{1}{2}$ c.; Maracaibos, 15 to 22c.

#### RICE AND TAPIOCA.

The market for Patna rice continues very strong in view of the temporary scarcity that will exist till the new crop comes on the market, which will not be till next March or April. Meanwhile there are houses disposing of early purchases at prices advantageous to the retailer while they last. We quote in combine district as follows: B rice in bags, \$3.10; in  $\frac{1}{2}$  bags, \$3.15; in  $\frac{1}{4}$  bags, \$3.20; in pockets, \$3.25. In 10-lb. lots an allowance of 10c. is made. CC rice, \$3 in bags; \$3.05 in  $\frac{1}{2}$  bags; \$3.10 in  $\frac{1}{4}$  bags; and \$3.15 in pockets. In the open territory prices are about 10c. less. Patna rice is worth 4 $\frac{1}{2}$ c. per lb., and tapioca, 3 $\frac{3}{4}$  to 3 $\frac{1}{2}$ c.

#### FOREIGN DRIED FRUITS.

CURRENTS.—Several orders have been cabled at the advance noted last week. Latest reports indicate that the currant market the world over is strong with a still higher tendency. At present quotations it would cost 5 $\frac{1}{2}$ c. to lay down fine Filiatras in half cases in Montreal. The demand for currants is very good and prices are firm. Fine Filiatras are worth 5 $\frac{1}{2}$ c. in  $\frac{1}{2}$  cases; 6c. cleaned; 1-lb. cartons, 8c. and finest Vostizzas, 7 $\frac{3}{4}$  to 8c.

VALENCIA RAISINS.—A cable order this week brought back the information that stocks of fine raisins were exhausted and that only low grades were obtainable. This news only accentuates the importance of the scarcity now felt in Canada. Trade in selected and layers has been very good. Locally, finest off stalk is worth 5 $\frac{1}{2}$  to 5 $\frac{3}{4}$ c.; selected, 6 $\frac{1}{2}$  to 6 $\frac{3}{4}$ c., and layers, 6 $\frac{3}{4}$  to 6 $\frac{1}{2}$ c.

CANDIED PEELS.—A good business is being done. The best English peels are worth 10 to 10 $\frac{1}{2}$ c. for lemon; 10 $\frac{1}{2}$  to 10 $\frac{3}{4}$ c. for orange, and 14 $\frac{3}{4}$  to 14 $\frac{1}{2}$ c. for citron.

PRUNES.—The market is firm at the recent advance. The demand has been quite brisk. Eighty-five per cent. of cars



must now be taken in the large fruits. We quote as follows: Californians,  $8\frac{1}{2}$ c. for 40-50's, 8c. for 50-60's,  $7\frac{1}{2}$ c. for 60-70's,  $7\frac{1}{2}$ c. for 70-80's,  $6\frac{1}{2}$ c. for 80-90's,  $6\frac{1}{2}$ c. for 90-100's.

**MALAGA RAISINS.**—There is a good movement of Malaga fruit in all grades. We quote: London layers, \$1.50 to \$1.60; "Connoisseur Clusters," \$2.15 to \$2.25;  $\frac{1}{4}$ 's, 65 to 70c.; "Royal Buckingham Clusters," \$3.30 to \$3.35;  $\frac{1}{4}$ 's, \$1.05 to \$1.10; "Excelsior Windsor Clusters," \$4.50 to \$4.60;  $\frac{1}{4}$ 's, \$1.30 to \$1.40.

**SULTANA RAISINS.**—The Christmas trade has been exceptionally good. A general idea as to values is 9 to  $10\frac{1}{2}$ c.

**DATES.**—Hallowee dates are higher and are now worth  $4\frac{1}{4}$  to  $4\frac{1}{2}$ c.

**FIGS.**—Retailers have been ordering their Christmas supplies quite freely and table figs are heavy sellers. Tapnet figs are worth  $97\frac{1}{2}$ c. to \$1.

**APPLES.**—Evaporated apples are selling at  $9\frac{1}{2}$  to  $9\frac{3}{4}$ c., while dry are offered at  $7\frac{1}{4}$  to  $7\frac{3}{4}$ c.

**CALIFORNIAN RAISINS.**—Prices on Californian raisins which were withdrawn on December 4, pending a rearrangement between the packers and the conflicting interests, have again been named on a basis of a rise of  $\frac{3}{4}$  to 1c. per lb. The supply of 2-crown raisins and therefore of choice is limited, and orders can be booked only in the ratio of 20 per cent. on 2-crown or choice seeded. The stock of raisins in California is not half of what it was twelve months ago and the prices on seeded are limited to a quantity not exceeding 100 ears. Another advance is consequently not out of the

question. Out of wholesalers' hands seeded raisins are still selling at  $9\frac{1}{4}$  to  $9\frac{1}{2}$  cents.

#### NUTS.

Shelled almonds are  $\frac{1}{2}$ c. higher and Jordan shelled almonds, 5c. per lb. higher. Grenoble walnuts are a little lower, while Sicily filberts have moved up a notch. A good business is doing. We quote as follows: Walnuts,  $9\frac{3}{4}$  to 11c.; Tarragona almonds, 12 to 13c.; shelled walnuts,  $18\frac{1}{2}$  to 19c.; shelled almonds, 26 to 27c.; Jordan shelled almonds, 42c.; filberts,  $8\frac{3}{4}$  to 9 $\frac{1}{4}$ c.; pecans, 15 to 16c.

#### FISH.

**FISH.**—There is no change to report in the market this week. We quote as follows: Haddies,  $6\frac{1}{2}$ c.; bloaters, 90c. per box; kippers, 90c. per box; smoked, medium herrings, 12c. per box; fresh haddock and cod,  $3\frac{1}{2}$ c. per lb.; whitefish,  $6\frac{1}{2}$ c.; dore,  $6\frac{1}{2}$ c.; pike, 5c.; halibut, 9c.; salmon, 9c.; trout, large and medium, 7c.; No. 1 herrings, Nova Scotia,  $\$5.37\frac{1}{2}$  per bbl, No. 1 herrings, Nova Scotia,  $\$2.90$  per  $\frac{1}{2}$  bbl.; No. 1 Holland herrings,  $\$6.50$  per  $\frac{1}{2}$  bbl.; No. 1 Scotch herrings,  $\$6.50$  per  $\frac{1}{2}$  bbl.; No. 1 Scotch herrings, 98c. per keg; Holland herrings, 72c. per keg; salted eels,  $6\frac{1}{2}$ c. per lb.; No. 1 green codfish,  $\$6$  per bbl.; No. 1 green haddock,  $\$4.75$  per bbl.; No. 1 pickled sardines,  $\$5.50$  per bbl.; No. 2 mackerel,  $\$12.50$  per bbl.; No. 3 mackerel,  $\$9$  per bbl.; Ivory boneless cod, 1 and 2-lb blocks, 6c. per lb.; loose boneless cod, 5c. per lb. in 40-lb. boxes; dressed codfish,  $\$5$  per case; dried codfish,  $\$5$  per 112-lb. bundle; No. 1 Labrador salmon,  $\$17.50$  in tierces; No. 1 La-

brador salmon,  $\$12$  per bbl, No. 1. Labrador salmon,  $\$6.25$  per  $\frac{1}{2}$  bbl.; No. 1 B.C. salmon,  $\$5.50$  per  $\frac{1}{2}$  bbl.; standard bulk oysters,  $\$1.30$  per gal.; select. bulk oysters,  $\$1.50$  per gal.; Malpeque shell oysters, in shell,  $\$4.50$  per bbl.; Marshall's kippered herrings, and same with tomato sauce,  $\$1.45$  per doz.; Canadian kippered,  $\$1$  per doz.; Canadian  $\frac{1}{4}$  sardines,  $\$3.75$  per 100; canned Cove oysters, No. 1 size,  $\$1.30$  per doz.; canned Cove oysters, No. 2 size,  $\$2.20$  per doz.

#### GREEN FRUITS.

A brisk trade is being done in oranges for the Christmas trade. Lemons are 25c. per box higher. We quote: Jamaica oranges,  $\$4.50$  to  $\$4.75$ ; Florida oranges,  $\$3.75$  to  $\$4$ ; Californian sunflowers,  $\$3.75$  to  $\$4$ ; Valencia oranges, 420's,  $\$4$ ; 520's,  $\$4.75$ ; 714's,  $\$5.25$ ; Messina lemons,  $\$2.75$  to  $\$3.00$  per box; Malaga lemons,  $\frac{1}{2}$  chests,  $\$5.25$  to  $\$6$ ; pineapples, 15 to 20c.; Canadian apples,  $\$3$  to  $\$5$  per bbl.; limes,  $\$1.50$  per box; cocoanuts,  $\$3.50$  per bag of 100; bananas, No. 1,  $\$1.75$  to  $\$2.25$ , and eight hands,  $\$1$  to  $\$1.50$ ; Spanish onions,  $\$1$ ; sweet potatoes, Vineland's,  $\$4$  to  $\$4.25$ ; Malaga grapes,  $\$5.50$  to  $\$7$  per keg; cranberries,  $\$7.50$  to  $\$9.50$ ; barrel onions,  $\$3$ ; chestnuts, 10 to 11c.; Italian chestnuts,  $12\frac{1}{2}$ c.; holly,  $\$4.50$  per large case.

#### FLOUR AND GRAIN.

**FLOUR.**—A fair trade is being done in flour but the demand is for small lots. Values show little change. In car lots we quote: Spring wheat patents,  $\$4.10$  to  $\$4.30$ ; winter wheat patents,  $\$3.85$  to  $\$4$ ; straight rollers,  $\$3.65$  to  $\$3.75$ ; strong bakers',  $\$3.80$  to  $\$4$ .

## FIRST IMPRESSIONS COUNT.

The dealer who is striving as much for the sales of to-morrow as for the sales of to day is the dealer who stands the best chance for doing a successful, profitable business. The demand for pure, healthy, invigorating tea, like

# JAPAN TEA

is daily increasing. And why? Because tea-drinkers know they can rely on its quality. With **JAPAN TEA** quality does quality's work for the grocer—one sale is instrumental in producing another—its unapproachable quality is so apparent that a good impression of the seller is produced. That means continued patronage from the purchaser. You grocers who consider the importance of "first impressions" will appreciate the intrinsic merits of **JAPAN TEA**.

# NOW IS THE TIME

to send to us for your

# TEAS and COFFEES

Our prices are low—our values high. Why not send for quotations?

(TEAS FOR THE WHOLESALE TRADE ONLY.)

## S. H. EWING & SONS, 96 King St., MONTREAL

**GRAIN**—We quote: Manitoba No. 1 hard, 82 to 83c. December; peas, 87½c.; rye, 59 to 60c.; No. 2 barley, 57c.; oats, 51 to 52c.; buckwheat, 57c.; corn, 67 to 67½c.

**OATMEAL**—The market is firm and active. Wholesalers quote rolled oats at \$6 per bbl. in small lots and \$2.90 to \$2.95 in bags.

**FEED**—The tone of the market for feed is firm under a good demand at \$21 for Manitoba bran and \$23 for shorts per ton, including bags.

**BALED HAY**—Although the Liverpool market has shown a little easiness values here are quite firm. We quote No. 1 timothy at \$10.50 to \$11; No. 2 timothy, \$9.50 to \$10; clover mixture, \$8.50 to \$9; clover, \$7.50 to \$8.

### LIQUORS.

#### SCOTCH WHISKIES.

|                                                   | Per case of quarts. |                     |
|---------------------------------------------------|---------------------|---------------------|
| Roderick Dhu                                      | \$9 50              | less 3 p.c. 30 days |
| Usher's O.V.G. Special Reserve                    | 10 50               | " " "               |
| Usher's G.O.H.                                    | 13 00               | " " "               |
| Gaelic, Old Smuggler                              | 9 75                | " " "               |
| Greer's O.V.H.                                    | 9 50                | " " "               |
| Old Mull                                          | 9 75                | " " "               |
| Sheriff's One Star                                | 10 25               | " " "               |
| " V.O.                                            | 10 50               | " " "               |
| Kilmarnock                                        | 9 75                | " " "               |
| Doctor's Special                                  | 10 00               | " " "               |
| House of Lords                                    | 10 75               | " " "               |
| Bullock, Lade & Co.—                              |                     |                     |
| Special blend                                     | 9 25                |                     |
| Extra special                                     | 11 00               |                     |
| John Dewar & Sons—                                |                     |                     |
| Extra special                                     | 9 50                |                     |
| Special liqueur                                   | 12 25               |                     |
| Extra                                             | 16 50               |                     |
| James Ainslie & Co.—                              |                     |                     |
| Highland Dew                                      | 6 75                |                     |
| Glen Lion, extra special                          | 12 50               |                     |
| J. Brown & Co.—                                   |                     |                     |
| Duke of Cambridge                                 | 12 00               |                     |
| Mitchell's—                                       |                     |                     |
| Heather Dew                                       | 7 00                |                     |
| Special Reserve                                   | 9 00                |                     |
| Mullmore                                          | 6 50                |                     |
| W. Teaches & Sons—                                |                     |                     |
| Highland Cream, qts., \$9.50 less 3 p.c. 30 days. |                     |                     |

#### CANADIAN WHISKIES.

|                              | In barrels.        | per gal.    |
|------------------------------|--------------------|-------------|
| Gooderham & Worts, 65 O. P.  | \$4 50             |             |
| Hiram Walker & Sons          | 4 50               |             |
| J. P. Wiser & Son            | 4 49               |             |
| J. E. Seagram                | 4 49               |             |
| H. Corby                     | 4 49               |             |
| Gooderham & Worts, 50 O. P.  | 4 10               |             |
| Hiram Walker & Sons          | 4 10               |             |
| J. P. Wiser & Son            | 4 09               |             |
| J. E. Seagram                | 4 09               |             |
| H. Corby                     | 4 09               |             |
| Rye, Gooderham & Worts       | 2 20               |             |
| " Hiram Walker & Sons        | 2 20               |             |
| " J. P. Wiser & Son          | 2 19               |             |
| " J. E. Seagram              | 2 19               |             |
| " H. Corby                   | 2 19               |             |
| Imperial, Walker & Sons      | 2 00               |             |
| Canadian Club, Walker & Sons | 3 60               |             |
|                              | Less than one bbl. | per gallon. |
| 65 O. P.                     | \$4 55             |             |
| 50 O. P.                     | 4 15               |             |
| Rye                          | 2 25               |             |

#### CHAMPAGNE.

The prices below are subject to the trade discount of 5 and 3 per cent.:

|                      | Quarts. | Pints.  | Per Case. |
|----------------------|---------|---------|-----------|
| Comte de Castellane— |         |         |           |
| Cuvee Reservee       | \$12 00 |         |           |
| Carte d'Or           | 13 50   |         |           |
| Champagne Ve Amiot—  |         |         |           |
| Carte d'Or           | 16 00   |         |           |
| " Blanche            | 13 00   |         |           |
| " d'Argent           | 10 50   |         |           |
| Pommery—             | Quarts. | Pints.  |           |
| Sec and Extra Sec.   | \$28 00 | \$30 00 |           |
| Mumm's—              |         |         |           |
| Extra Sec.           | 28 00   | 30 00   |           |
| Moet & Chandon—      |         |         |           |
| White Seal           | 28 00   | 30 00   |           |
| Brut Imperial        | 31 00   | 33 00   |           |
| Perrier-Jouet—       |         |         |           |
| Brut                 | 28 00   | 30 00   |           |
| Reserve Dry          | 28 00   | 30 00   |           |

#### GIN.

|                             | Per Case. |
|-----------------------------|-----------|
| Pollen Zoon—                |           |
| Red, cases of 15 bottles    | \$9 75    |
| Green, " 12 "               | 4 75      |
| Violette, " 12 "            | 2 45      |
| P. Hoppe "Night Cap" Brand— |           |
| Red, cases of 15 bottles    | 10 50     |
| Green, " 12 "               | 5 25      |
| Yellow, " 15 "              | 10 75     |
| Blue, " 12 "                | 5 40      |
| Poney " 12 "                | 2 50      |
| Draught—                    | Per Gal.  |
| Hogsheads                   | \$2 95    |
| Quarter casks               | 3 00      |
| Octaves                     | 3 05      |

|                                              |       |
|----------------------------------------------|-------|
| De Kuyper—                                   |       |
| Violet, 2 doz. cases                         | 5 30  |
| Green, " "                                   | 6 00  |
| Red, " "                                     | 11 50 |
| White, " "                                   | 4 00  |
| Terms, net 30 days, 1 per cent. off 10 days. |       |
| In five-case lots, freight may be prepaid.   |       |
| Key Brand—                                   |       |
| Red cases                                    | 10 25 |
| Green " "                                    | 4 85  |
| Poney " "                                    | 2 60  |
| Melcher's—                                   |       |
| Infantes (4 doz.)                            | 4 75  |
| Picnic                                       | 7 75  |
| Poney                                        | 2 60  |
| Blue cases                                   | 4 75  |
| Green " "                                    | 5 50  |
| Red " "                                      | 10 25 |
| Honeysuckle, small                           | 7 90  |
| " large                                      | 15 25 |

#### COUNTRY PRODUCE.

**EGGS**—The market is firm and active at 17 to 18c. for pickled and 22 to 28c. for cold storage and new laid.

**HONEY**—The demand is rather slow at unchanged prices.

**DRESSED POULTRY**—The demand for poultry has improved with the colder weather and higher values are looked for. In fact, some dealers are holding out for 10½c. for first-class turkeys. We quote: Fresh killed, dry plucked turkeys, 9½c. per lb.; seconds, 8½ to 8¾c.; choice chickens, dry picked, 7 to 8c.; scalded, 6½c.; fowl, 4 to 5c.; ducks, 8 to 9c.; and geese, 5 to 6c.

**ASHES**—Business in ashes is dull and prices rule steady. We quote: Firsts, \$4.40 to \$4.45; seconds, \$3.95 to \$4; pearls, \$6.75 to \$7 per 100 lb.

#### BUTTER AND CHEESE.

**CHEESE**—Business in cheese is not extensive for the very good reason that holders here are very conservative sellers, and it is claimed that even 10½c. for finest western has been refused. Finest Septembers are worth 10 to 10½c.; finest Octobers, 9½ to 10c.; finest Township Octobers, 9½ to 10c.; finest Quebec, 9½ to 9¾ cents.

*The best selling tea in Canada today is*  
*Blue Ribbon Ceylon*  
*packed and sold by*  
*Blue Ribbon Tea Co.,*  
*112 Front St. East - Toronto*



**BUTTER.**—The butter market is steady under a good local demand and a few export inquiries. Finest creamery is selling to the retail trade at 21 to 21½c., while dealers are paying 20½c. laid down here. Western dairy brings 15½ to 16c.

## MONTREAL NOTES.

Pure lard is up ½c.

Sicily filberts are ½c. higher.

The cable market is very strong.

Seeded raisins are nearly 1c. higher in California—now's the time to buy.

Small cheese is ½c. higher and is now quoted out of wholesale hands at 11¼ to 11¾ cents.

## NEW BRUNSWICK MARKETS.

OFFICE OF THE CANADIAN GROCER

St. John, N.B., December 17, 1901.

**B**USINESS is still active though the rush is over at least with the wholesale trade. The retailers are having their turn. It is certain no Canadian city can show more handsomer retail grocery stores than St. John; and now they look their best. In the window-dressing no effort has been spared to make them attractive. The markets are very firm; this is particularly noticed in all pork products. Winter export business is large. The number of steamers entering our port is larger than ever and the railway facilities for handling freight much better. Besides the regular business several steamers are continuously loading hay for South Africa. The St. John men for the present contingent left the city during the past week. There was considerable enthusiasm. Many more men could have been procured.

**OILS.**—In burning oils business continues very large. Prices this season have ruled low and the market is considered easy. In paint oils the high prices continue, though, at this season sales are but fairly active. Lubricating oils are quiet; prices remain unchanged. Spring orders are being taken. Cod oil is a light stock this year and supplies of seal oil are also short. Wax and candles are unchanged. Fancy candles have a certain demand at this season.

**SALT.**—There continues to be regular arrivals of Liverpool coarse salt and some large shipments are due. Sales are, however, good and there are little or no stocks on hand. Prices ex-steamer are rather lower, but there is little change ex-store. Sales of Liverpool factory-filled are very light. Canadian seems to have the demand. We quote as follows: Liverpool coarse, 50 to 60c.; English factory-filled, 95c. to \$1; Canadian fine, \$1 per bag; cheese and butter salt bulk, \$2.40 per bbl.; 5-lb. bags, \$2.85 to \$2.90 per bbl.; 10-lb. bags, \$2.70 to \$2.75 per bbl.; 20-lb. wood boxes, 22c. each; 10-lb. wood boxes, 14c. each; cartons, \$2 per case of 2 doz.; English bottled salt, \$1.25 to \$1.30 per doz.; mineral rock salt, 60c. per 100 lb. (Selected lumps.)

**CANNED GOODS.**—These are not an active line. Vegetables are unchanged in price; there are fair stocks held. In fruits the demand is confined to a few lines and the season is yet early for best sales. Blueberries are the short line, though gallon apples show the best profit. There is little or no sale for the three-pound apple. Meats at this season

# Fix this Fact in your Mind—

"You cannot compete successfully unless you buy new lines when they are first packed."

Now is the time to buy

## Clark's Pork and Beans in Chili Sauce.

We are just putting this line on the market, the largest and handsomest 10 cent line packed.

Ask your Wholesale House about it.

# EPPS'S

GRATEFUL.  
COMFORTING.

IN ½-LB. LABELLED TINS.

14-LB. BOXES.

Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal.

In Nova Scotia, E. D. ADAMS, Halifax.

In Manitoba, BUCHANAN & GORDON, Winnipeg

THE MOST  
NUTRITIOUS.

# COCOA

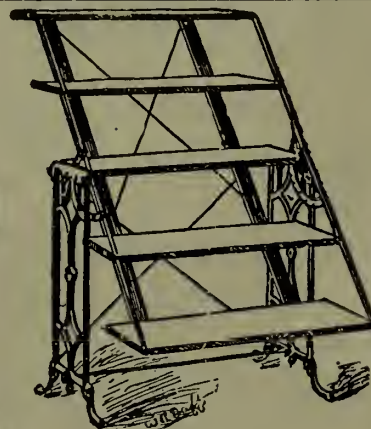
**GRIMBLE'S** English Malt  
Six GOLD Medals **VINEGAR**  
GRIMBLE & CO., Limited, London, N.W., Eng.

## HOLIDAY DISPLAYS.

Now is the time to plan.

You will soon be too busy to think.

Show the people what you have and sales will follow.



For window or store decorating they are unequalled.

Easily and instantly adjusted to any angle

Useful for many purposes, and always ready for use.

## BOECKH'S ADJUSTABLE DISPLAY TABLES

are what every up to-date storekeeper requires to keep his goods prominently before the public. A card will bring full particulars.

UNITED FACTORIES, Limited,

TORONTO, ONT.

are quiet; prices are unchanged. In salmon cohorts are very late in arriving. A good quantity is sold to arrive. In general, sales are not heavy. Dealers seem to have stocked up early. In domestic fish kippered herring are very short and higher prices are expected. Haddies are firm. Sardines are plentiful.

**GREEN FRUITS.**—Sales are large. Oranges, in particular, sell freely. There is a good variety. Jamaicas have still a large sale, and are nice fruit. Valencias are free sellers. The Liverpool market was rather firmer the past week. The previous low prices are causing extra heavy Christmas sales. Some Californians and Floridas are sold. Lemons are low, and sales good. In apples, the high prices affect business. There has, however, been a good sale owing to the season. Prices are very firm. Cranberries are tending higher. Very few are now offered except Cape Cods. Keg grapes are quite low this season, and at present sell freely.

**DRIED FRUITS.**—Dealers are short in nearly every line. Citron is particularly short. Importations were fully as large as usual and prices higher, but still the demand rather exceeded the supply. In rasins, small boxes were short, particularly Valencias, but importations were lighter than usual. Seeded Californians were also short, but the market has been supplied from New York. There has been some interest in Californian fruit owing to advances on the Coast. New York did not advance in proportion. In prunes, prices are unchanged. Small sizes are reported short; there is a fair sale. Apricots and peaches sell slowly. There have been further arrivals of dates this week. Sales have been large. The market shows quite an advance. Evaporated apples are held firm at full figures. Sales are not large. Onions are very firm, tending higher.

**DAIRY PRODUCE.**—Butter shows little advance. Best grades bring full figures, but of medium stock the market is well supplied. There is a fair sale. Cheese are rather firmer, but local sales are not large. Eggs show a wide range in price. For strictly fresh stock retail prices are very high, being really above market value.

**SUGAR.**—Prices remain unchanged. Sales are very active, particularly for granulated. There are but two grades of yellows offered. The demand is much better distributed than before the even prices were adopted.

**MOLASSES.**—The market seems rather firmer. There have been steady sales. Stocks held are in few hands. The demand is for Porto Rico. There is still quite a large stock here.

**FISH.**—The season for fresh fish is now open. There have been some frozen herring offered and the supply is rather better than usual for the season; still there is no large quantity, and a continued supply is doubtful. Fresh cod is in fair receipt, but haddock is scarce. This has caused an advance in finnan haddies. Large quantities continue to go west. Smoked herrings are lower. This is the one dull spot, there being no bloaters and but few kippers. In pickled herring there is quite a range in price. Some few Canso fish are offered. In smelt the season is hardly yet fully open. New York is the big market. In dry cod and pollock prices are unchanged. We quote: Haddies, 5½ to 6c.; smoked herring, 6 to 7c.; fresh haddock and cod, 2½c.; boneless fish, 4 to

5c.; pollock, \$1.60 to \$1.70 per 100 lb.; pickled herring, \$2.15 to \$2.25 per half bbl.; Canso herring, \$5.75 per bbl.; kippered herring, \$1 per box; Shelburne, \$2.50 per half bbl.; dry cod, \$3.50 to \$3.60; frozen herring, 90c. per 100; smelt, 5 to 6c. per lb.

**FLOUR, FEED AND MEAL.**—Flour continues scarce and rather higher in price, with market firm. Oatmeal, while high, is more freely offered. Oats hold high. Cornmeal is rather higher and the market is firm. Feed is very high and there is a fair sale. Beans are unchanged from the rather lower prices of the last few weeks. There is a good demand for yellow eyes. Barley is again higher and tending upward. Blue peas are scarce. We quote as follows: Manitoba flour, \$1.70 to \$1.80; best Ontario, \$1.10 to \$1.20; medium, \$3.60 to \$3.80; oatmeal, \$5.70 to \$5.90; cornmeal, \$3.10 to \$3.20; middlings, \$26 to \$28; oats, 58 to 60c.; handpicked beans, \$1.65 to \$1.70; prime, \$1.55 to \$1.60; yellow eye beans, \$2.80 to \$3.00; split peas, \$1.50 to \$1.55; barley, \$1.25 to \$1.35; hay, \$12 to \$14.

#### ST JOHN NOTES.

Jones & Schofield are offering pure maple syrup.

J. F. Estabrooks & Son received a shipment of dates this week.

York River lunch oysters is the latest addition to Bowman & Angevine's list of specialties.

Geo. E. Barbour received quite a large shipment of frozen herring this week, the first of the season.

The St. John Board of Trade is distributing a finely illustrated paper published in the interest of the city trade.

J. A. Tilton, the local representative of The Sadler, Dundas & Flavell Milling Co., was in Sussex this week. Mr. Tilton has a large brokerage connection.

An effort is being made to adopt a standard time in St. John. Atlantic standard seems the favorite, as being nearest to local, and if the railways will come into line, will, no doubt, be adopted.

#### NOVA SCOTIA MARKETS.

Halifax, December 16, 1901.

**A**S might naturally be expected, trade in the grocery line is well sustained at this season of the year. Crops have been good, work for the laborer has been plentiful, and as a consequence there is a good amount of money in circulation. Fancy groceries are in demand at this season, and sales are extensive. Commercial travellers returning from provincial trips report large sales, and business beyond the average in most of the provincial towns.

There is still a great scarcity of the highest grades of butter, and customers who have been used to buying nothing but the best dairy have to content themselves, in many cases, with a second grade, while the price rules as high this season for a second grade as ordinarily for first creamery. Retail prices run from 23 to 27 and 28c.

Eggs are in demand and fresh stock is retailing at 25 to 27c. Imported eggs are

also in the market in large quantities, prices ruling at about 20c.

Flour and feeds have all risen largely during the last week, and the expectation is that prices may run still higher. One merchant in the city advertises a rise of 40c. per barrel in flour. Wholesalers are quoting 10 to 20c. advance, according to grade. Wholesalers who quoted middlings a week ago at \$26 and bran at \$24 are now quoting \$26 and \$28. The demand at this season is large and sales have been fairly good.

Prince Edward Island potatoes are still coming in in considerable quantities, but extensive shipments to the West Indies have run the price up from 35 to 42c. Native potatoes rule 10 to 15c. higher.

Apples still rule high, the retail price of Bishop pippins and other such standard varieties being: No. 1, \$3.00 to \$3.50; No. 2, \$2.50 to \$3.00. Very few apples are being sold this season at auction. Considerable quantities are being shipped to the Old Country, by various steamers, probably the largest shipment by steamer Evangeline, being 14,999 barrels and 691 half barrels.

Business in fish is fairly active, though prices are not ruling as high as they were a month ago. A story is current that not long ago a Nova-Scotian firm shipped, whether by accident or design is not stated, a quantity of "sour" fish to the United States. These were returned at considerable loss in duty and expenses to the shipper. If by design, the shipper has been taught a lesson which ought to be useful to him.

Fish prices are quoted here as follows: Salmon, No. 1, ex-vessel, \$12; No. 2, \$9; No. 3, \$8. Mackerel, city inspected, Nos. 1, 2 and 3 respectively, \$11, \$9, \$8. Alewives, \$3.50 to \$3.75; Shore herring, \$2.50 to \$3.75; Newfoundland, No. 1, \$3.50.

The mobilization here of 900 to 1,000 men, and an equal number of horses, from now until January 17, will largely increase the trade, both in wholesale and retail, for groceries, provisions, flour, feed, etc.

R. C. B.

#### CANADIAN FRUIT PACKING.

The Fruit Trade News, of London, England, in its issue of November 30, contains a cut and sketch of Mr. Lewis Woolverton, of Grimsby, Ont., editor of The Canadian Horticulturist. "The whole industry in Canada," concludes The Fruit Trade News, "is developing right and left, and at the present time apples and pears of the finest quality are being shipped to our markets. We have often written in praise of the fine apples and pears that are sent from Canada, as they are unsurpassed by any grown in outside centres. The many Canadian fruit growers are now well up to date in their methods of culture, grading, packing, and shipping, and much of the awakening that has taken place in fruit growing circles is due to The Canadian Horticulturist, The Ontario Fruit Growers Association, and, amongst many other advanced friends of the industry, to Mr. Lewis Woolverton."



Should be in every Household.

"ALWAYS READY AND NEVER FAILS."



# ST. CHARLES Evaporated Unsweetened CREAM

FOR ALL THE PURPOSES OF NATURAL MILK.

"A HANDSOME SHELF PACKAGE."—You doubtless have noticed many times that a few dozen cans of ST. CHARLES CREAM nicely arranged on your shelves makes a handsome display.

The Gold-and-White labels used on "St. Charles" are very rich, and every can reaching you wrapped in tissue paper, the labels always come out neat and clean. A clean stock of First-Class Staple Goods pleases the customer and makes quick sales.



Sold by all the leading jobbing houses. Prices and full particulars promptly forwarded on application to the FOREIGN DEPARTMENT.

## St. Charles Condensing Co.,

Canadian Factory at Ingersoll, Ont.

ST. CHARLES, ILLS., U.S.A.

### We cannot all go to South Africa, if we would.

But we that stay at home may show our patriotism by giving the products of Canada preference.

### Delhi Epicure Pork and Beans IN TOMATO SAUCE

### Delhi Tomato Catsup IS A HOME PRODUCT

AND GUARANTEED EQUAL TO THE BEST IMPORTED BRAND.

You can buy our goods cheaper and stand a chance of seeing your money again. Think the matter over and send your wholesale house a sample order. Specify Delhi. If your house don't keep the goods in stock write us direct.

## Delhi Canning Co.,

## Delhi, Ont.



# The THISTLE Brand

ARE

HIGH-GRADE

## TOMATOES - CORN - PEAS - Etc.

GUARANTEED  
SECOND TO NONE.

BRIGHTON CANNING CO.

## Delivered in 5-Case Lots.

We deliver **Kent Baked Beans** in lots of five Cases or over to any point in Ontario. Cost to retailers, 90c. per dozen, leaving a clear profit of 30c. per dozen—60c. per Case.

This leaves the retailer a good margin of profit, and gives to the consumer an article at 10c. that never fails to satisfy.

## THE KENT CANNING CO., CHATHAM, ONT.



## MANITOBA MARKETS.

Winnipeg, December 16, 1901.

**M**ANITOBA is experiencing real winter weather at last, the mercury having dropped from 20 deg. above zero to 30 below in 24 hours. There has been another slight snowfall, and these circumstances have tended to increase trade, particularly in the line of heavy clothing, which up to date has moved very slowly. The cold also having put a stop to all kinds of outside farm work, the farmers are turning their attention more to shopping, and this has increased demands on the jobbing trade; in fact, wholesale grocery houses complain that they have almost more than they can do. As is usual during the holiday rush, there are few changes in price, and none of importance.

**FLOUR**—The market is an active one, the consumptive demand being almost unprecedented. There is a difference of opinion as to price between the two great milling concerns. Ogilvie's have made a 10c. advance, and quote Hungarian patent, \$2.10; Glenora patent, \$1.95; Alberta patent, \$1.75; Manitoba, \$1.55; Imperial XXXX, \$1.35; Nestor, \$1.20. Lake of the Woods Five Roses, \$2; red patent, \$1.85; Medora, \$1.45; XXXX, \$1.25.

**CEREALS**—Rolled oats have, as anticipated, again advanced 10c. per sack, and quotations now are: Rolled oats, in 80 lb. sacks, \$2.40; in 40-lb. sacks, \$1.22½; in 20-lb. sacks, 63c.; standard and granulated oatmeal, \$2.90. Rolled wheat is without change at \$2.30. Cornmeal is very firm at \$2. Split peas have advanced, and are now quoted at \$2.75 to \$2.80. Beans are in nominal demand at \$1.90 for prime medium.

**SUGAR**—No change has taken place in this market. There is the usual heavy Christmas demand, and prices remain firm at last week's figures. Extra standard granulated, \$4.95; ground, \$4.40; powdered, \$6.65; lump, \$6.40 to \$6.65; bright yellow, \$4.30.

**SYRUPS**—The demand for syrups is increasing, and, though prices have not actually advanced, there is a great firmness owing to the high price of corn on this market. Corn syrups always have precedence over the cane varieties. It is likely that there may be an advance in a few days.

**DRIED FRUITS**—The demand is, of course, very active, and there are some changes in price. Currants are slightly lower here, although New York reports received on this market indicate increasing strength of price and shortage of supply at that point, and advices from Greece report an advance there. In Winnipeg the prices

were really abnormally high, and this week have been put down from 7½ to 6½c. for the best grades of Filiatras; cleaned currants 1c. per lb. more. Raisins of all grades are in good demand. Californian raisins are increasingly popular on this market. This is no doubt due to the fact that from year to year the Californian packers have improved the curing of their goods, and while their raisins are not as luscious as Denia fruit, they have the saving grace of being very much less liable to sugar. The seeded raisins in cartons are constantly growing in favor. The consumption this season will be fully double that of last year. The demand for the better qualities of table fruit is marked, and there is some danger of stocks running short before the holiday season is over. Fancy 4 crown muscatels, 7¾c.; do 2-crown, 6½ to 6¾c.; Malaga blue fruit, \$2.25 to \$5.50 per box, according to quality; Valencia layers, \$2.25; fine off-stalk, \$2; Eleme figs, 14 to 17c., according to size and grade; cooking figs, 4¼ to 4½c. per lb.

**CANDIED PEEL**—The demand is unusually heavy, and there is some talk of scarcity in supply. Prices range from 11 to 12½c. for orange, 10 to 12c. for lemon and 15 to 17c. for citron.

**RICE**—There is a reasonable demand and no change of prices, although it is expected Rangoon will be somewhat easier.

**COFFEE**—Unchanged, with No. 5 Rio at 10 to 10½c.

**FISH**—Owing to the heavy storms on the Atlantic seaboard, haddies and bloaters are both scarce on this market. We quote: Finnan haddies, 10c.; Labrador herrings, \$4; Holland herrings, in kits, \$2; mackerel, \$1.80 per kit. Oysters are in good demand at \$2 to \$2.25 per gal.

**CHEESE**—There is a very good demand for fancy cheese for Christmas trade, and there is also a good showing of Gorgonzola and Edam—foiled and plain; Roquefort, Neufchatel, Stilton and Ontario Cheddar, besides our own Manitoba cheese, which is selling well at 11c. This list should be sufficient for the most exacting buyer.

**GREEN FRUITS**—The demand is heavy, and very large shipments have been made during the week for the Christmas trade. We quote: Apples, \$5.50 to \$6.50; Washington apples, \$2 per box; Californian navel oranges, \$4 to \$5.25, according to size; Mexican oranges, \$4.50 to \$5 per case; Japanese oranges, \$1 per box; pears, Winter Nellis, \$3; bananas, per bunch, \$3.50 to \$3.75; lemons, \$5.25; Malaga grapes, \$8 per keg; cranberries, \$10 per bbl.; cocoanuts, \$1 per doz.

**HONEY**—There is a fair demand. We quote: 60-lb. tins, 15c. per lb.; in glass, \$2.25 per dozen; comb honey, 22c. per section.

**VEGETABLES**—The local market is very quiet, with potatoes at 30 to 35c. per bush. and celery and fresh lettuce in good demand.

## MARKET NOTES.

Mr. Bell has purchased the stock of groceries of C. A. Carruthers at 50¼c. on the dollar. The book debts went to other parties at an average of 35c.

The banquet of the Northwest Commercial Travellers' Association will be held at the Clarendon on December 30.

## WINDSOR GROCERS AND PROVISION DEALERS.

**A**T the annual meeting of the Windsor Grocers' and Provision Dealers' Association, held November 12, the consummation of a Retail Merchants' Association was effected, and the following officers for the ensuing year were elected:

President, Geo. H. Nairn, grocer.  
Secretary, B. G. Dains, grocer.  
Vice-President, A. E. Edgar, boots, shoes and clothing.  
Treasurer, Robt. Paddon, plumber.  
Financial Secretary and Collector, Bruce Allison, grocer.  
Auditor, A. J. Valentine, of Dupuis & Valentine, general merchants.

This Association has started out under new auspices, with its membership largely augmented. President Nairn has issued a stirring inauguration message to the membership. The constitution has been revised, and a most useful and successful career is predicted for the new year.

At the first regular meeting of the new Association, held on November 12, a resolution was adopted requesting the various members of different businesses to bring copies of their trade journals to the meeting place. The secretary was also instructed to ascertain the facts in connection with the Dominion Retail Merchants' Association, notice of such an organization having appeared in a recent number of THE GROCER.

This Association has in operation perhaps the most perfect system of protection against dead beats. The secretary will be glad to furnish it to kindred associations on application. His address is P. O. Box 179, Windsor, Ont.

## THE WINNIPEG BREAD STAMP.

The Winnipeg bakers object to a clause in the proposed new by-law requiring them to stamp the weight on all loaves. So a deputation from them appeared at the meeting of the market, license and health committee of the Winnipeg City Council recently to protest. They claim that stamping the weight on all loaves would be impossible, owing to the large quantity of fancy bread made. The matter was left to a sub-committee.



**SALESMAN WANTED.**

**F**IRST-CLASS SPECIALTY SALESMAN, FOR Manitoba and Northwest. Give references, state experience, age and salary expected. Apply box 72, THE CANADIAN GROCER. (51)

**W**ANTED—Thoroughly competent grocery traveller for Manitoba and Northwest. Must have good connection—liberal terms to the right man. Apply, Box 73, CANADIAN GROCER. (51)

**C**ANADIAN ADVERTISING is best done by THE E. DESBARATS ADVERTISING AGENCY MONTREAL

## Oysters and Fish M. DOYLE FISH COMPANY

Limited

TORONTO ONT.

We are the only house who offer you oysters in Canadian measure (Imperial), 4 gal. Imp. is equal to 5 gal. wine. Agents for Booth's "Oval" Brand. 53 years on the market. Extra Standard, \$3.00 per pail. All kinds of Fresh Fish always on hand. Carload Manitoba Whitefish just arrived.

**BERNARD CAIRNS**

Leader in

**RUBBER STAMPS**

SEALS, PRICE MARKERS, Etc.

10 King Street West, - TORONTO.

Awarded Diploma at Toronto Exposition, 1901.

ESTABLISHED 1869

**Geo. Stanway & Co.**Brokers and  
General Commission MerchantsTeas, Sugars, Molasses, | 46 Front St. East,  
Canned Goods | **TORONTO**

Correspondence Solicited.

**ROCK SALT FOR HORSES  
and CATTLE.**

TORONTO SALT WORKS, Toronto, Ont.

**Grenoble Walnuts**Second shipment in store.  
Good Quality.**WARREN BROS. & CO.**

TORONTO.

Established 1862.

**E. THOMPSON & CO.**

LIVERPOOL,

Offices—11 Victoria St. . . . ENG.  
Warehouses—48-52 Thomas St.

We solicit correspondence and offers of all kinds of **CANNED GOODS** and **DRIED FRUITS**, etc., suitable for the English and Continental markets. Consignments will receive best attention and advances made when required.

REFERENCE—Canadian Bank of Commerce.

American Agent—

**G. H. THOMPSON,**

107 Hudson St., NEW YORK.

**ARE YOU USING OUR**Cold Blast  
or Jubilee  
GlobesAetna or  
Quaker Flint  
Chimneys?

Give them a Trial.

**THE SYDENHAM GLASS CO.,**  
of WALLACEBURG, Limited

# Have a Look at Our Factory

**W**E don't pretend to have the largest in Canada, or do we claim to do up more goods than any other.

But we do claim to have a model canning factory, built with all the latest and most modern improvements and ideas, up to-date in every particular, special attention being paid to sanitary conditions. Our motto is **QUALITY**, and

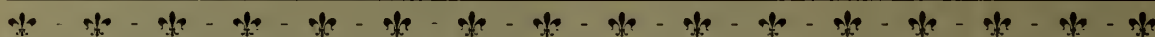
## QUALITY TALKS.

Our processer is an expert. He commands a high salary, and his goods tell the story.

Have you ever sold them? If not, order your wholesaler to send a sample order. Travellers may push some other brand. Some need pushing; ours don't.

# F. R. LALOR CANNING CO., Dunnville, Ont.

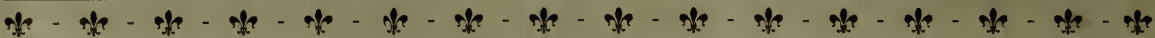
Limited



*We wish our numerous customers and friends throughout the Dominion a Merry and Joyful Christmas. Thanking you one and all for the many favors extended to us during the year just closing and hoping for a continuance of your esteemed patronage during 1902.*

*LAPORTE, MARTIN & CIE.*

*Montreal*





# CURRENT MARKET QUOTATIONS

December 19, 1901.

This list is corrected every Thursday, and the quotations herein given are for the cities of Montreal, Toronto, St. John, N. B., and Halifax. The prices are solicited for publication, and are of such quantities and qualities as are usually ordered by retail dealers on the usual terms of credit. For Winnipeg market report and prices, see page 26.

Goods in large lots and for prompt pay are generally obtainable at lower prices. All quotations for staple products are under the direct control of the Editors, who call daily upon all the leading houses in the principal centres.

## BUTTER, CHEESE AND EGGS

|                                 | Montreal. | Toronto. | St. John, Halifax. |
|---------------------------------|-----------|----------|--------------------|
| Dairy, choice, large-rolls, lb. | \$0 16    | \$0 17   | \$0 16             |
| " " pound blocks.....           | 17        | 18       | 18                 |
| " " tubs, best.....             | 16        | 17       | 14                 |
| " " " inferior.....             | 15        | 16       | 12                 |
| Creamery, boxes.....            | 21        | 20½      | 21                 |
| " prints.....                   | 22        | 21       | 22                 |
| Cheese, new, per lb.....        | 11        | 10       | 10½                |
| Eggs, new laid, per doz.....    | 23        | 25       | 26                 |

## CANNED GOODS

|                                 | Montreal. | Toronto. | St. John, Halifax. |
|---------------------------------|-----------|----------|--------------------|
| Apples, 3's.....                | 1 00      | 85       | 90                 |
| " " gallons.....                | 2 50      | 2 75     | 2 25               |
| Asparagus.....                  | 2 20      | 2 25     | 2 40               |
| Beets.....                      | 1 00      | 1 00     | 95                 |
| Blackberries, 2's.....          | 1 30      | 1 40     | 1 70               |
| Blueberries, 2's.....           | 92½       | 91       | 80                 |
| Beans, 2's.....                 | 80        | 90       | 85                 |
| Corn, 2's.....                  | 75        | 80       | 83                 |
| Cherries, red, pitted, 2's..... | 2 25      | 2 30     | 2 10               |
| " " white.....                  | 2 25      | 2 30     | 2 25               |
| Peas, 2's.....                  | 80        | 85       | 80                 |
| " " silted.....                 | 95        | 1 05     | 1 00               |
| " " extra sifted.....           | 1 05      | 1 15     | 1 20               |
| Pears, Bartlett, 2's.....       | 1 50      | 1 60     | 1 50               |
| " " 3's.....                    | 1 90      | 2 01     | 2 00               |
| Pineapple, 2's.....             | 2 03      | 2 40     | 2 25               |
| " " 3's.....                    | 2 40      | 2 60     | 2 50               |
| Peaches, 2's.....               | 1 75      | 1 85     | 1 75               |
| " " 3's.....                    | 2 60      | 2 70     | 2 80               |
| Plums, green gages, 2's.....    | 1 30      | 1 35     | 1 10               |
| " " Lombard.....                | 1 20      | 1 25     | 1 10               |
| " " Damson, blue.....           | 1 00      | 1 25     | 1 00               |
| Pumpkins, 3's.....              | 85        | 85       | 90                 |
| " " gallon.....                 | 2 10      | 2 25     | 2 10               |
| Raspberries, 2's.....           | 1 40      | 1 50     | 1 60               |
| Strawberries, 2's.....          | 1 50      | 1 75     | 1 75               |
| Succotash, 2's.....             | 1 00      | 1 25     | 1 15               |
| Tomatoes, 8's.....              | 85        | 87½      | 82½                |
| Lobster, tails.....             | 2 75      | 3 75     | 3 25               |
| " " 1-lb. flats.....            | 3 00      | 3 75     | 3 70               |
| " " ½-lb. flats.....            | 1 75      | 1 85     | 1 80               |
| Mackerel.....                   | 1 00      | 1 10     | 1 15               |
| Salmon, sockeye, Fraser.....    | 1 35      | 1 60     | 1 45               |
| " " Northern.....               | 1 21      | 1 30     | 1 25               |
| " " Horseshoe.....              | 1 42½     | 1 45     | 1 50               |
| " " Cohoes.....                 | 1 00      | 1 15     | 1 05               |
| Sardines, Albert, ½'s.....      | 12        | 12½      | 13                 |
| " " 2's.....                    | 20        | 21       | 20                 |
| " " Sportsman, ½'s.....         | 11½       | 12       | 12½                |
| " " key opener, ½'s.....        | 9         | 11       | 10½                |
| " " P. & C., ½'s.....           | 20        | 18       | 23                 |
| " " Domestic, ½'s.....          | 27½       | 30       | 33                 |
| " " Mustard, ½ size, cases..... | 7         | 8        | 9                  |
| 50 tins, per 100.....           | 7 50      | 11 00    | 8 50               |
| Haddies.....                    | 1 00      | 1 10     | 1 15               |
| Kipper Herring.....             | 1 00      | 1 85     | 1 00               |
| Herring in Tomato Sauce.....    | 1 00      | 1 65     | 1 70               |

## CANDIED PEELS

|                    | Montreal. | Toronto. | St. John, Halifax. |
|--------------------|-----------|----------|--------------------|
| Lemon, per lb..... | 9½        | 10       | 12½                |
| Orange, ".....     | 10        | 10½      | 12                 |
| Citron, ".....     | 14        | 15       | 18                 |

## GREEN FRUITS

|                                     | Montreal. | Toronto. | St. John, Halifax. |
|-------------------------------------|-----------|----------|--------------------|
| Oranges, Jamaica, per box.....      | 4 00      | 3 00     | 3 50               |
| " " per bbl.....                    | 4 00      | 4 25     | 5 50               |
| Lemons, Malaga, per box.....        | 3 75      | 4 25     | 4 50               |
| " " California.....                 | 3 70      | 4 01     | 4 50               |
| Bananas, Firsts, per bunch.....     | 1 75      | 2 25     | 2 50               |
| Apples, per bbl.....                | 2 00      | 4 50     | 3 25               |
| Cocconuts, per 100.....             | 3 25      | 4 50     | 5 00               |
| Malaga grapes, per keg.....         | 6 00      | 7 00     | 9 00               |
| Cranberries, Cape Cod, per bbl..... | 10 00     | 9 50     | 10 00              |
| " " Jersey.....                     | 9 50      | 9 50     | 8 75               |
| Sweet Potatoes, per bbl.....        | 4 50      | 5 00     | 3 50               |

## SUGAR

|                                       | Montreal. | Toronto. | St. John, Halifax. |
|---------------------------------------|-----------|----------|--------------------|
| Granulated St. Lawrence and Red.....  | 4 00      | 4 15     | 4 15               |
| Granulated, Acadia.....               | 3 85      | 4 13     | 4 00               |
| Paris Imp, bbls, and 100-lb. bxs..... | 4 70      | 4 68     | 0 05               |
| " " in 50-lb. boxes.....              | 4 60      | 4 78     | 4 91               |
| Extra Ground Cane, bbls.....          | 4 50      | 4 70     | 5 55               |
| Powdered, bbls.....                   | 4 15      | 4 70     | 5 80               |
| Phoenix.....                          | 8 95      | 4 13     | 4 04               |
| Cream.....                            | 4 00      | 4 04     | 4 03               |
| Extra bright coffee.....              | 3 85      | 8 93     | 8 95               |
| Bright coffee.....                    | 8 85      | 8 03     | 8 73               |
| Bright yellow.....                    | 8 61      | 8 73     | 8 50               |
| No. 8 yellow.....                     | 8 43      | 8 63     | 8 48               |
| No. 2 yellow.....                     | 8 21      | 8 48     | 8 21               |
| No. 1 yellow.....                     | 8 21      | 8 48     | 8 21               |

## HARDWARE PAINTS AND OILS

|                                     | Montreal. | Toronto. | St. John, Halifax. |
|-------------------------------------|-----------|----------|--------------------|
| Wire nails, base.....               | \$2 85    | \$2 85   | \$3 20             |
| Cut nails, base.....                | 2 55      | 2 55     | 2 85               |
| Barbed wire, per 100-lb.....        | 8 05      | 8 05     | 8 50               |
| Oiled and Annealed Wire, No. 9..... | 2 80      | 2 80     | 2 80               |
| White lead, Pure.....               | 6 70      | 6 12½    | 6 80               |
| Linseed oil, 1 to 4 bbls., raw..... | 79        | 81       | 81                 |
| " " " boiled.....                   | 81        | 84       | 84                 |
| Turpentine, single bbls.....        | 58        | 59       | 61                 |
| Benzine, in bbls., per gal.....     | 16½       | 16½      | 19                 |

## SYRUPS AND MOLASSES

|                                 | Montreal. | Toronto. | St. John, Halifax. |
|---------------------------------|-----------|----------|--------------------|
| Syrups—                         |           |          |                    |
| Dark.....                       | 1½        | 30       | 32                 |
| Medium.....                     | 2½        | 85       | 87                 |
| Bright.....                     | 2½        | 85       | 87                 |
| Corn Syrup, barrel, per lb..... | 3½        | 3½       | 36                 |
| " " ½ bbls., ".....             | 3½        | 3½       | 36                 |
| " " " kegs.....                 | 8½        | 8½       | 34                 |
| " " 3 gal. pails, each.....     | 1 60      | 1 60     | 1 60               |
| " " 2 gal. ".....               | 1 20      | 1 20     | 1 20               |
| Honey.....                      | 1 65      | 1 60     | 1 60               |
| " 25-lb. pails.....             | 1 65      | 1 60     | 1 60               |
| " 38-lb. pails.....             | 1 40      | 1 40     | 1 40               |
| Molasses—                       |           |          |                    |
| New Orleans.....                | 22        | 30       | 25                 |
| Barbadoes.....                  | 29        | 32       | 24                 |
| Porto Rico.....                 | 38        | 42       | 30                 |

## CANNED MEATS

|                                  | Montreal. | Toronto. | St. John, Halifax. |
|----------------------------------|-----------|----------|--------------------|
| Comp. corn beef, 1-lb. cans..... | 1 45      | \$1 60   | \$1 60             |
| " " 2-lb. cans.....              | 2 70      | 2 95     | 1 65               |
| " " 8-lb. cans.....              | 7 90      | 9 60     | 2 70               |
| " " 14-lb. cans.....             | 16 50     | 23 00    | 8 25               |
| Mixed callops, 2-lb. can.....    | 2 75      | 3 00     | 2 80               |
| Lunch tongue, 1-lb. can.....     | 3 00      | 3 00     | 2 60               |
| " " 2-lb. can.....               | 6 00      | 7 00     | 3 25               |
| English brawn, 2-lb. can.....    | 2 40      | 2 75     | 6 00               |
| Camp sausage, 1-lb. can.....     | 1 15      | 1 50     | 2 75               |
| " " 2-lb. can.....               | 2 40      | 2 45     | 2 80               |
| Soups, assorted, 1-lb. can.....  | 1 15      | 1 50     | 2 50               |
| " " 2-lb. can.....               | 2 40      | 2 45     | 4 00               |
| Soups and Bouill, 2-lb. can..... | 1 75      | 2 50     | 1 50               |
| " " 6-lb. can.....               | 3 50      | 5 85     | 4 25               |
| Sliced smoked beef, ½'s.....     | 1 65      | 1 70     | 1 70               |
| " " 1's.....                     | 2 75      | 3 10     | 2 00               |

## FRUITS

|                                 | Montreal. | Toronto. | St. John, Halifax. |
|---------------------------------|-----------|----------|--------------------|
| Foreign                         |           |          |                    |
| Currents, Provincials, bbl..... | 5½        | 6        | 6½                 |
| " " Filletas, cases.....        | 6½        | 6½       | 8½                 |
| " " ½-cases.....                | 6         | 6        | 7                  |
| " " Patras, cases.....          | 6         | 6        | 7                  |
| " " ½-cases.....                | 6         | 6        | 7                  |
| Amalas.....                     | 6½        | 7        | 7½                 |
| Vostizkas, cases.....           | 7½        | 8        | 8½                 |
| Dates, Holloweys.....           | 3½        | 4        | 4½                 |
| " " Sairs.....                  | 3½        | 4        | 4½                 |
| Figs, Elemes.....               | 1 00      | 8        | 18                 |
| " " Mats, per lb.....           | 3         | 3½       | 3½                 |
| " " Tapnets.....                | 3 30      | 3½       | 3½                 |
| " " Naturals.....               | 3         | 3½       | 3½                 |
| Prunes, California, 30's.....   | 9         | 10       | 12                 |
| " " 40's.....                   | 8½        | 8½       | 9                  |
| " " 50's.....                   | 8½        | 8½       | 9                  |
| " " 60's.....                   | 8         | 7½       | 8                  |
| " " 70's.....                   | 7½        | 7½       | 8                  |
| " " 80's.....                   | 7         | 7        | 7½                 |
| " " 90's.....                   | 8½        | 5        | 8½                 |
| " " 100's.....                  | 8         | 5        | 6                  |
| " " Bosnia, A's.....            | 5         | 5        | 5                  |
| " " B's.....                    | 7½        | 8        | 8                  |
| " " U's.....                    | 5         | 6½       | 8½                 |
| " " French, 50's.....           | 5         | 5        | 5                  |
| " " 100's.....                  | 5         | 5        | 5                  |
| Raisins, Fine off stalk.....    | 5½        | 3½       | 4                  |
| " " Selected.....               | 6½        | 6½       | 6                  |
| " " Selected layers.....        | 9         | 10       | 12½                |
| " " California, 2-crown.....    | 5         | 5        | 6½                 |
| " " 3-crown.....                | 7½        | 7½       | 8                  |
| " " 4-crown.....                | 7½        | 8        | 8½                 |
| " " 1's seeded, 8-cr.....       | 9½        | 10       | 9                  |
| " " Empire clusters.....        | 1 50      | 1 60     | 2 00               |
| " " Black clusters.....         | 2 25      | 2 25     | 2 25               |
| " " Extra clusters.....         | 8 85      | 8 85     | 8 85               |
| " " Ithaca clusters.....        | 8 10      | 8 10     | 8 60               |
| " " Royal B. clusters.....      | 3 25      | 8 30     | 5 00               |
| " " Cornish clusters.....       | 2 10      | 2 10     | 2 10               |
| " " Excelsior clusters.....     | 4 80      | 4 80     | 4 80               |

## PROVISIONS

|                                   | Montreal. | Toronto. | St. John, Halifax. |
|-----------------------------------|-----------|----------|--------------------|
| Dry Salted Meats—                 |           |          |                    |
| Long clear bacon.....             | 12        | 10½      | 11                 |
| Smoked meats—                     |           |          |                    |
| Breakfast bacon.....              | 15        | 13½      | 14                 |
| Rolls.....                        | 12        | 11½      | 11                 |
| Medium Hams.....                  | 14        | 12½      | 13                 |
| Large Hams.....                   | 18½       | 12       | 12½                |
| Shoulder hams.....                | 13        | 11       | 8                  |
| Backs.....                        | 15        | 18½      | 11                 |
| Meats out of pickle 1c. less..... |           |          |                    |
| Barrel Pork—                      |           |          |                    |
| Canadian heavy mess.....          | 21 00     | 20 50    | 21 50              |
| " " short cut.....                | 22 00     | 21 00    | 21 00              |
| Plate beef.....                   | 12 50     | 13 00    | 13 00              |
| Lard, tierces, per lb.....        | 11        | 11       | 11½                |
| " " tubs.....                     | 11½       | 11½      | 12½                |
| " " pails.....                    | 11½       | 11½      | 12½                |

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and friends throughout  
Canada, our best wishes and  
Compliments of the Season.

**L. CHAPUT, FILS & CIE.**  
MONTREAL.

**COFFEE**

|                          | Montreal. | Toronto. | St. John,<br>Halifax. |
|--------------------------|-----------|----------|-----------------------|
| Green—                   |           |          |                       |
| Mocha.....               | 24        | 23 28    | 25 30                 |
| Old Government Java..... | 27        | 22 30    | 25 30                 |
| Rio.....                 | 10        | 7½ 9½    | 12 13                 |
| Santos.....              |           | 9½ 10½   |                       |
| Plantation Ceylon.....   | 29        | 28 30    | 29 31                 |
| Porto Rico.....          |           | 22 25    | 24 28                 |
| Gautemala.....           |           | 22 25    | 24 26                 |
| Jamaica.....             | 18        | 15 20    | 18 22                 |
| Maracaibo.....           | 13        | 13 18    | 12 13                 |

**NUTS**

|                               |        |          |           |
|-------------------------------|--------|----------|-----------|
| Brazil.....                   |        | 15 16    | 15        |
| Valencia shelled almonds..... | 22 23  | 30 35    | 30 35     |
| Terragona almonds.....        | 10     | 11½ 12   | 13        |
| Formegetta almonds.....       |        | 10½      |           |
| Jordan shelled almonds.....   | 30     | 40 43    |           |
| Peanuts (roasted).....        | 7½ 8   | 7 9      | 9 10      |
| " (green).....                | 8½     |          |           |
| Cocoanuts, per sack.....      | 3 00   | 3 75     | 8 50 4 00 |
| " per doz.....                |        | 80 60 70 |           |
| Grenoble walnuts.....         | 10 10½ | 10½ 11   | 12        |
| Marbot walnuts.....           | 10     | 9½ 10½   |           |
| Bordeaux walnuts.....         | 9      | 8 8½     | 9         |
| Sicily filberts.....          | 8 8½   | 9½ 10½   | 10 11     |
| Naples filberts.....          |        |          | 10 11     |
| Pecans.....                   | 13½ 14 | 13 15    | 13 14     |
| Shelled Walnuts.....          | 16 17  | 18 23    | 15        |

**SODA**

|                                  |           |           |           |
|----------------------------------|-----------|-----------|-----------|
| Bl-carb, standard, 112-lb. keg   | 1 85 1 80 | 2 00 2 25 | 1 70 1 75 |
| Sal soda, per bbl.....           | 70 75     | 80 90     | 85 90     |
| Sal Soda, per keg.....           | 95 1 00   | 1 00      | 95 1 00   |
| Granulated Sal Soda, per lb..... |           | 1         |           |

**SPICES**

|                                |       |       |       |
|--------------------------------|-------|-------|-------|
| Pepper, black, ground, in kegs |       |       |       |
| pails, boxes.....              | 16 18 | 18    | 14 15 |
| " in 5-lb. cans.....           | 14 17 | 19    | 15 16 |
| " whole.....                   | 15 17 | 19    | 12 13 |
| Pepper, white, ground, in kegs |       |       |       |
| pails, boxes.....              | 26 27 | 26 27 | 24 28 |
| " 5-lb. cans.....              | 25 26 | 25 26 | 20 22 |
| " whole.....                   | 23 25 | 23 25 | 20 22 |
| Ginger, Jamaica.....           | 19 25 | 22 25 | 20 25 |
| Cloves, whole.....             | 12 30 | 14 35 | 18 20 |
| Pure mixed spice.....          | 25 30 | 25 30 | 25 30 |
| Cassia.....                    | 13 18 | 20 40 | 18 20 |
| Dream tartar, French.....      | 25    | 24 25 | 20 22 |
| " best.....                    | 28    | 25 30 | 25 30 |
| Allspice.....                  | 10 15 | 13 18 | 18 18 |

**WOODENWARE**

|                                |             |           |       |
|--------------------------------|-------------|-----------|-------|
| Pails, No. 1, 2-hoop.....      | 1 75        | 1 72      | 1 90  |
| " 3-hoop.....                  | 1 91        | 1 83      | 2 05  |
| " half, and covers.....        | 1 5         | 1 80      | 1 75  |
| " quarter, jam and covers..... | 1 25        | 1 80      | 1 45  |
| " candy, and covers.....       | 2 50 3 0    | 1 88 2 90 | 3 20  |
| Tubs No. 0.....                | 10 00 10 21 | 9 15      | 11 00 |
| " 1.....                       | 8 00 8 25   | 7 50      | 9 00  |
| " 2.....                       | 7 00 7 25   | 8 70      | 8 00  |
| " 3.....                       | 8 00 8 25   | 5 90      | 7 00  |

**PETROLEUM**

|                                | Montreal. | Toronto. | St. John,<br>Halifax. |
|--------------------------------|-----------|----------|-----------------------|
| Canadian water white.....      | 14½ 15½   | 16       | 16½                   |
| Sarnia water white.....        | 18 17     | 18       | 16 16½                |
| Sarnia prime white.....        | 18        | 15       | 15½                   |
| American water white.....      | 19        | 17½      | 17½                   |
| Pratt's Astral (barrels extra) | 18½ 19    | 17       | 18½                   |

**TEAS**

|                                                   |        |       |       |
|---------------------------------------------------|--------|-------|-------|
| Congon—Half-chests Kalsow,<br>Moning, Paking..... | 18 80  | 12 60 | 11 40 |
| Caddies Paking, Kalsow.....                       | 17 40  | 18 50 | 15 40 |
| Indian—Darjeelings.....                           | 35 55  | 35 55 | 30 50 |
| Assam Pekoes.....                                 | 20 40  | 20 40 | 18 40 |
| Pekoe Sonchong.....                               | 18 25  | 13 25 | 17 24 |
| Ceylon—Broken Pekoes.....                         | 35 42  | 35 42 | 34 40 |
| Pekoes.....                                       | 20 30  | 20 30 | 20 30 |
| Pekoe Sonchong.....                               | 17½ 40 | 17 35 | 17 35 |
| China Greens—                                     |        |       |       |
| Gunpowder—Cases, extra first                      | 42 50  | 42 50 |       |
| Half-chests, ordinary firsts                      | 22 28  | 22 28 |       |
| Young Hyson—Cases, sifted                         |        |       |       |
| extra firsts.....                                 | 42 50  | 42 50 |       |
| Cases, small leaf, firsts.....                    | 35 40  | 35 40 |       |
| Half-chests, ordinary firsts                      | 22 38  | 22 38 |       |
| Half-chests, seconds.....                         | 17 19  | 17 19 |       |
| " thirds.....                                     | 15 17  | 15 17 |       |
| " common.....                                     | 13 14  | 13 14 |       |
| Pinganeys—                                        |        |       |       |
| Young Hyson, ¼-chests, firsts                     | 28 32  | 38 32 | 30 40 |
| " " " seconds.....                                | 18 19  | 18 19 |       |
| " Half-boxes, firsts ..                           | 28 32  | 28 32 |       |
| " " seconds.....                                  | 18 19  | 18 19 |       |
| Japans—                                           |        |       |       |
| ¼-chests, finest Maypickings                      | 38 40  | 38 40 |       |
| Choice.....                                       | 32 36  | 33 37 |       |
| Finest.....                                       | 28 30  | 30 32 |       |
| Fine.....                                         | 25 27  | 27 30 |       |
| Good medium.....                                  | 22 24  | 25 28 |       |
| Medium.....                                       | 19 20  | 21 23 |       |
| Good common.....                                  | 16 18  | 18 20 |       |
| Common.....                                       | 13 15  | 15 17 |       |
| Nagasaki, ¼-chests, Pekoe.....                    | 16 22  |       |       |
| " " Oolong.....                                   | 14 15  |       |       |
| " " Gunpowder.....                                | 18 19  |       |       |
| " " Siftings.....                                 | 7½ 11  |       |       |

**RICE, MACARONI,  
SAGO, TAPIOCA.**

|                                |           |        |           |
|--------------------------------|-----------|--------|-----------|
| Rice—Standard B.....           | 3 00 3 10 | 3 ½    | 3 25 3 40 |
| Patna, per lb.....             | 4 25 4 50 | 4½ 5   | 5 8       |
| Japan.....                     | 4 40 4 90 | 5½ 8   | 5 6       |
| Imperial Seta.....             | 4 80 4 90 | 4½ 5½  | 5 5       |
| Extra Burmah.....              |           | 4½ 4½  | 4 5       |
| Java, extra.....               |           | 5 6    | 5 7       |
| Macaroni, dom'le, per lb., bnk | 5 8       | 7½     |           |
| " imp'd, 1-lb. pkg., French..  | 8 12      | 9 10   |           |
| " " " Italian.....             | 8 10      | 11 12½ |           |
| Sago.....                      | 3½ 4      | 4½ 5   | 4½ 5      |
| Tapioca.....                   | 3½ 4      | 4 4½   | 4½ 5      |



**"GROCERS' SECTION" MEETS.**

Last Thursday night, December 12, the grocers' section of the Retail Merchants' Association, Toronto branch, held their meeting in their room, 155 Bay street. President F. C. Higgins was in the chair.

The question of having a better profit on biscuits was ventilated. The committee that was appointed to wait on the manufacturers and also the wholesale dealers were instructed to do so at the commencement of the coming year.

Some excellent results, it seems, have been obtained from the credit reporting department of the Retail Merchants' Association, one member claiming that he had had recently over \$65 collected in bad debts, some of which were outlawed. The appointment of J. W. Nettleton and D. Snuggs to the above committee made at the previous meeting was confirmed.

The executive committee were instructed to bring in a report on the best means of providing an entertainment of some sort or a banquet to start off the new year.

The meeting then adjourned.

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GROCERS  
ONLY:

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are having a  
LARGE SALE on our  
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**WE** wish to take this opportunity to thank all our numerous friends for their liberal patronage in the past, and to respectfully solicit a continuance of the same for the future.

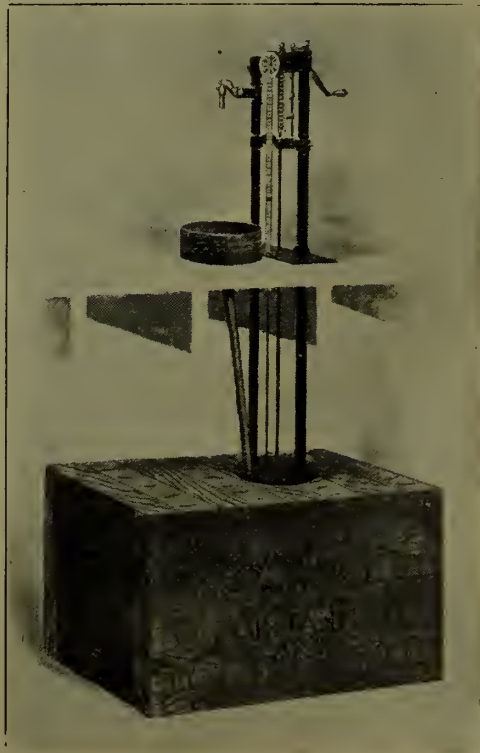
Our celebrated brands of Chewing Gum:

**VICTORIA FRUIT  
MALTED PEPSIN  
MAPLE LEAF**

are daily growing in popularity, and we intend to make them still more so.

**THE CANADIAN CHEWING GUM CO.,**

363 Spadina Ave., Toronto.

**Winter is Coming**

**AND YOU MAY  
REASONABLY  
EXPECT YOUR  
OIL TRADE TO  
LARGELY IN-  
CREASE.**

Are you tired of going down cellar for your oil and toiling up stairs with heavy unwieldy cans and jugs? If you have been doing this don't you think it about time to give your back a rest, and stay where you can see that the "light-fingered" customer does not get away with goods valued at many times the profit on the oil sale? You can do this if you like by installing in your store a

BASEMENT OUTFIT  
**BOWSER OIL TANKS**

Are equipped with Full Brass Cone Valves, Dial Discharge Registers, and Anti-Drip Nozzles, and Measure Accurate, Gallons, Half-Gallons and Quarts at a Stroke. Fifty Different Styles.

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Self-Measuring  
Oil Outfit

As shown above.

## THE PROVISION TRADE.

The Markets—England's Egg Supply—Miscellaneous Notes.

### ENGLAND'S EGG SUPPLY.

IT is possible that the people of this country eat more eggs per head than those of any other, and this may explain why it is that Denmark and Normandy, as well as Ireland, pour millions of these savory breakfast dainties into the English market. But, as if the existing supply were inadequate, New Zealand is now preparing to enter into the competition. The distance of that colony from our shores has hitherto rendered such a trade impracticable. However, a colonial chemist claims to have discovered a preserving process which will keep the eggs in good condition for three years, and, if experiments should fully realize his hopes, the difficulty of remoteness will be surmounted, though the ultimate success of the venture would still remain to be proved. There is such a thing as a public taste, and it is sometimes eccentric, and possibly in this case it might draw a line at the effects of the chemical treatment. But why does the English agriculturist not make a greater effort to retain more of this business in his own hands? If it is profitable to Irishmen and foreigners it ought to be equally so to him. —Grocers' Journal, London.

### CHEESE AND BUTTER EXPORTS.

For the season of navigation just closed the exports of cheese from the port of Montreal amounted to 1,799,075 boxes, as compared with 2,075,137 for 1900, a decrease of 276,062 boxes.

For the season of 1901 the total butter shipments from the same port equalled 412,056 packages, as compared with 256,912 for 1900, which is very gratifying, as it is an increase of 155,144 for the year.

### ANOTHER MONTREAL SWINDLE.

A swindling gang who alleged that they were a branch of the Smithfield market of London, Eng., opened up business at 94 Foundling street, Montreal, under the name of the Hudson, Robertson Produce Exchange. The partners in this concern were Bishop and Robertson. Soon after they started a tailor obtained a warrant against Bishop for obtaining a suit of clothes on false pretences. But when a detective arrived to execute this warrant, he found that the birds had flown. Upon closer inquiry it was found that they did not pay

for anything at all, even the scales which they used being borrowed.

### PORK-PACKING AT STOUFFVILLE.

Under the name of the Pakenham Pork-Packing Co., a pork-packing concern has been started at Stouffville, Ont., with a capacity of 1,000 hogs per week. They are utilizing the most improved methods in their business.

### FIRE IN A ST. JOHN PACKING HOUSE.

On the morning of December 14, fire broke out in the pork-packing establishment of the F. E. Williams Co., St. John, N.B., and before the flames could be arrested by the firemen, who were notified, considerable damage was done to the stock and machinery valued at about \$12,000, but how much it is impossible to say. The building also suffered some slight damage. The total amount of insurance on the building and contents is about \$8,800. The cause of the fire is unknown.

### THE PROVISION MARKETS.

#### TORONTO.

There is a free movement in western hogs with the price remaining firm at \$8 per cwt., though \$8.10 is asked. The local movement in dressed hogs is good, the cold weather bringing in large quantities of heavier hogs, but light shops are mostly in demand. The price is firm at \$8.10 to \$8.25. Lambs are  $\frac{1}{2}$ c. higher, while select live hogs are 50c. higher. We quote: Dressed hogs, \$8.10 to \$8.25; beef carcasses, \$5.50 to \$6.50 per 100 lb.; hind quarters, \$6 to \$7 per 100 lb.; front quarters, \$4.50 to \$5 per 100 lb. Veal, 6 to 7 $\frac{1}{2}$ c. per lb.; lambs, 6 to 6 $\frac{1}{2}$ c. Live hogs: Selects, \$6.50, and lights \$6 per 100 lb.; choice export cattle bring \$4.75 to \$5 per 100 lb.; lights sell at \$4 to \$4.50.

Provision houses are busy cutting pork for curing, and the prices of hog products are very firm, owing to the high prices of dressed hogs. The advance in lard has been maintained, with a good demand for it. The prices are the same as last week. We now quote as follows: Long clear bacon, 11c.; smoked breakfast bacon, 14 to 15c.; rolls, 11 $\frac{1}{2}$ c.; medium hams, 13 $\frac{1}{2}$ c.; large hams, 12 $\frac{1}{2}$  to 13c.; shoulder hams, 11c., and backs, 13 $\frac{1}{2}$  to 14c.; Canadian heavy mess pork, \$19.50

to \$20; short cut, \$21; lard, in tierces, 11c. per lb., tubs, 11 $\frac{1}{4}$ c., and pails, 11 $\frac{1}{4}$ c.

#### ST. JOHN, N. B.

Pork products are very high. Large quantities of round hogs were shipped West from parts of our Province, and now our local packers cannot get supplies. Round hogs sell at 8 to 8 $\frac{1}{2}$ c. Beef shows little change. Lard, which was rather lower, has again advanced, and the market is particularly strong.

#### WINNIPEG.

CURED MEATS—The market is firm and the demand good. No change in prices is reported for the week. We quote: Hams, 13 $\frac{3}{4}$ c.; shoulders, 10 $\frac{1}{4}$ c.; picnic hams, 8 $\frac{1}{2}$ c.; breakfast bellies, 14 $\frac{1}{4}$ c.; spiced rolls, 11 $\frac{1}{4}$ c.; dry salt, long clear, 11c.; dry salt backs, 11 $\frac{1}{2}$ c.

LARD—We quote: 20-lb. pails, \$2.40; 50-lb. pails, \$6.70; 3 and 5 lb. in 60-lb. cases, \$7.70.

### PROVISION NOTES.

P. Burns & Co., Vancouver, have bought the butcher department of the S. Fader Co.'s stores.

A. S. & W. H. Masterman, pork-packers, Montreal, have assigned, and their creditors will meet on December 23.

The pork packing branch of the T. E. Williams Co., Limited, grocers and pork-packers, St. John, N. B., was damaged by fire. The loss is covered by insurance.

The new soap factory at Preston, Ont., is now running at full capacity, turning out a good quality of soap, suitable for woollen mill purposes.

Established 1873.

Pork Packers, Commission Merchants,  
Buyers and Exporters of  
**Eggs, Butter,  
Cheese, Poultry.**

**D. GUNN, BROTHERS & CO.**

76-78-80 Front St. E. - TORONTO.

## CONSIGNMENTS

of EGGS, BUTTER, CHEESE, etc.  
will receive our careful attention.

Write us when you have Eggs and Butter to offer. Cases supplied.

The J. A. McLean Produce Co., Limited,  
77 Colborne St., TORONTO.



The busy Christmas week will soon be here and you will want your stock complete.

Kindly let us have your orders for

**REGISTERED**  
*Bow Park*  
**HAMS**

and

**REGISTERED**  
*Bow Park*  
**BACON**

as early as possible, so there will be no delay in filling your orders.

**The Brantford Packing Co.**  
**BRANTFORD, ONT.** LIMITED

THE NEWEST THING ON THE MARKET IS

**REGISTERED**  
*Bow Park*  
**BRANDS**

**CREAM CHEESE**

Finest Flavor and we will Guarantee its Purity.

**Retails at 10 cents.**

Prepared by

**Shuttleworth & Harris,**  
**BRANTFORD, CAN.**

Toronto Agents:

THE WM. RYAN CO., Limited, FRONT STREET EAST.

## For Christmas

**ENGLISH BREAKFAST BACON**  
**SUGAR-CURED HAMS**  
**HOME-MADE MINGEMEAT**  
**FULL CREAM STILTONS.**

Here are four lines with which to tempt the appetite of the veriest epicure.

Try them on your customers. Try them now—always—and all the time.

**F. W. FEARMAN CO.,**  
Limited  
**Hamilton, Canada.**

## Christmas Meats

Your trade will demand something Choice in Smoked Hams and Breakfast Bacon.

Our Curing will give your customers satisfaction and hold their trade. Order early to avoid disappointment.

**The Park, Blackwell Co.,**

LIMITED.

PORK PACKERS AND EXPORTERS,

**TORONTO, CANADA.**

Liverpool Agents:

Messrs. Miller Bros.  
16 Tooley St.

London Agents:

Messrs. W. P. Sinclair & Co.  
12 North John St.

## MIDDLESEX CHEESE OUTPUT.

The total cheese sales on the London Board of the County of Middlesex production for the last 12 years amounted to 372,191 boxes, which, at an average weight of 65 lb. to the box, equals 24,192.415 lb., for which the sum of \$2,153 124 has been paid to the manufacturers. The following table gives the number of boxes sold and the range of prices paid each year for the last 12 years :

|           | Sales,<br>boxes. | Price per lb.<br>c. |        |
|-----------|------------------|---------------------|--------|
| 1890..... | 44,078           | 8                   | to 10½ |
| 1891..... | 44,850           | 8½                  | to 10½ |
| 1892..... | 44,424           | 8½                  | to 10½ |
| 1893..... | 31,114           | 8½                  | to 11  |
| 1894..... | 40,336           | 8½                  | to 10½ |
| 1895..... | 27,452           | 3 1-16              | to 8½  |
| 1896..... | 16,349           | 6½                  | to 10½ |
| 1897..... | 47,775           | 7½                  | to 9½  |
| 1898..... | 31,600           | 6½                  | to 9½  |
| 1899..... | 18,019           | 7 9-16              | to 11½ |
| 1900..... | 16,896           | 9 1-16              | to 11½ |
| 1901..... | 9,298            | 8 1-11              | to 9½  |

From the above it will be perceived that the largest sales were made in 1897, when a total of 47,775 boxes were sold at an average price of 8½c. per lb., the range being 7½ to 9½c. The highest prices were paid in 1899, when 11½c. was received, while the lowest was in 1895, when some of the lots only realized 3 1-16c. per lb. The highest average, 9½c., was obtained in 1893.

## EGG EXPORTS FROM CANADA.

The total exports of eggs from Canada for the year ending June 30 were 11,363,914 doz., having a total value of \$1,692,286, as compared with 10,187,966 doz., with a total value of \$1,457,942, exported the year before. This is an increase of 1,175,948 doz., and, in value, of \$234,354. The average price received has been 14.9c. per doz., as contrasted with an average figure of 14.3c. for the previous year. The table below gives the total exports and their value in detail :

| To                           | Quantity.  | Value.      |
|------------------------------|------------|-------------|
| Great Britain, doz.....      | 11,273,452 | \$1,677,727 |
| Australasia, doz.....        | 2,860      | 620         |
| Belgium, doz.....            | 3,903      | 520         |
| British West Indies, doz.... | 4,913      | 757         |
| Newfoundland, doz.....       | 10,816     | 1,563       |
| China, doz.....              | 580        | 98          |
| St. Pierre, doz.....         | 29,343     | 3,826       |
| United States, doz.....      | 37,197     | 7,185       |

Total doz..... 11,363,914 \$1,692,296  
Total for year previous.. 10,187,966 \$1,457,942

## TO JOIN THE RETAIL MERCHANTS ?

In Kingston, Ont., the Retail Grocers' Association is discussing the advisability of joining with the Retail Merchants' Association. At a meeting of the grocers, which was held there on December 11, this matter was brought up and considered, but, as only a small number were present, no action was taken, and the matter was left over until the next meeting. Besides, at this meeting a number of accounts were passed.

## Every Grocer

who desires to have the finest goods for his customers, will see that he is never without a full stock of :

COWAN'S

Hygienic and Perfection Cocoa

Queen's Dessert, Royal Navy and Perfection Chocolate.

Cake Icings—Chocolate, Pink, Lemon Color and White.

Chocolate Cream Bars, Chocolate Ginger, Chocolate Wafers, etc.

ALL ABSOLUTELY PURE GOODS.

THE COWAN CO., Limited,

TORONTO.

THIS BRAND

ON Bacon  
— AND —  
Hams

guarantees the consumer an article perfectly cured, and prepared by the most improved process in the world.

The Farmers' Co-Operative Packing Co.  
of BRANTFORD, Limited.

Makers of Breakfast Bacon, Long Clear Bacon, Short Roll Bacon, Long Rib Bacon, Long Roll Bacon, Square Cut Shoulders, Back, or Windsor Bacon, Shoulder Butts, Wiltshire Bacon, Mess Pork, Cumberland Bacon.

## PICKLES

—There is no line more profitable to the Grocer nor giving better satisfaction to his customers than

ROWAT'S  
PICKLES

Ask your Jobber for them.

## SELLING AGENTS:

Snowdon & Paterson, F. H. Tippet & Co.,  
449 St. Paul St., Montreal. 10 Water St., St. John, N.B.  
C. E. Jarvis,  
Holland Block, Vancouver, B.C.





# LARD



Orders can be filled by any of the leading jobbers in Canada or direct.

An endorsement for **Boar's Head** brand of **Refined Lard Compound** enjoyed by no other compound is that at times when hog lard is sold at  $\frac{1}{2}$  c. to 1 c. per lb. less than **Compound, Fairbank's Boar's Head** brand maintains a good volume of business, because the consumers who used it were willing to pay  $\frac{1}{2}$  c. to 1 c. more than for the product of the swine. **Fairbank's Boar's Head** brand is now  $1\frac{1}{2}$  c. to 2 c. per lb. less than hog lard and those who use it will insist upon having it in the future regardless of the price of hog lard.

|             |   |          |
|-------------|---|----------|
| Tierces     | - | 400 lbs. |
| Boxes       | - | 50 lbs.  |
| Pails, wood | - | 20 lbs.  |
| " tin       | - | 20 lbs.  |

|            |   |         |
|------------|---|---------|
| Pails, tin | - | 10 lbs. |
| " "        | - | 5 lbs.  |
| " "        | - | 3 lbs.  |

## THE N. K. FAIRBANK COMPANY

Wellington and Ann Sts., MONTREAL, QUE.

Annual Sales  
Exceed  
33,000,000 lbs.



Grand Prix  
Highest Award,  
Paris 1900.

The extraordinary success of **CHOCOLAT-MENIER** all over the world, is rivaled by "**MENIER'S BREAKFAST COCOA.**" This Cocoa is absolutely pure. Sold this year for the first time in Canada and the United States, its sale is already enormous.

Ask your wholesaler for it. If he will not supply you, write to **HERDT & CO., 180 St. James Street, Montreal, Canada.**

**A GOOD MARGIN OF PROFIT FOR THE RETAILERS.**

## HOW TO DRAW NEW TRADE.

By J. Nathan Price.

EVERY retailer, no matter in what business he may be engaged, is anxious to know how to draw new trade to his store, and, indeed, if he does not know how to do so he cannot succeed, because in time some of his old customers, for one reason or another, leave him. If he cannot secure new customers to take the places of the ones who have ceased to patronize him his business will go backward. Good advertising is the most commendable method of accomplishing the desired result, and by that I mean straight, legitimate advertising in the local newspapers. But there are other ways of advertising, and that is by introducing schemes. I have read recently some articles submitted in a competition for a prize to be awarded the merchant who has "worked the best scheme," and the evidence of these merchants is conclusive that the merchant who uses his brains will succeed. Perhaps one of the best schemes ever worked was the one originated by Sir Thomas Lipton—long before he had been honored by the title—and was proprietor of a little provision store in Glasgow, Scotland. He had an educated pig covered with a blanket, on which was written an advertisement for his hams and bacon. The pig would be taken to a block 10 or 12 blocks away from the store and then released, whereupon he would at once start back for the store. A crowd would follow, and the pig would, of course, lead them to the Lipton store. We have the word of Sir Thomas for it that "many would follow the pig into the store and make purchases." Another scheme, that was used by a Pennsylvania merchant and which caused trade to increase 50 per cent., was the giving away of an alarm clock to every person who purchased \$25 worth of goods. A card was given with the first purchase and the amount of purchase stamped thereon. When the total of purchases aggregated \$25 the card was accepted in payment for a clock. As no cards were stamped unless cash was paid for the goods, the scheme not only brought new customers, but caused many of the regular ones who had been in the habit of having goods charged, to pay cash also. The story is told of another merchant who had about decided to give up the attempt of making his business pay, when news came to him that a little church in the town was about to raise money to put up a new edifice. He proposed to the leaders of the church that he get up a supper, the proceeds to go to a building fund. The supper was held, and every sandwich was wrapped in a paper having printed on it "Adams' Building Fund Supper." The merchant's name was Adams, and he grew to be so popular because of his generosity that the \$62 the supper cost him proved to be a good investment, for his business prospered wonderfully ever after. As I have said, there is no doubt about the success of the merchant who uses his brains. There are numbers of schemes that can be worked to advantage. They will suggest themselves to the man who gives a little thought to the matter, and local happenings in a town will help one to grasp an idea. For instance, I know of a church in Jersey City that held a fair last week. Near the church are two meat markets. One has been there for years, and its proprietor serves a majority of the members of the church with

meat. The other market was opened a month ago, and its proprietor is unknown in the neighborhood. Had he gone to the people who had charge of the fair, and offered to give 5 per cent. of his profit to the fair fund for the week during which the fair was held, he would have secured the trade of many of the church members.

Now, there is another side to the working of schemes. When they include the giving of presents to attract trade they lead to competition, and before it ends each merchant is trying to beat his competitor by giving something more costly. Therefore, I advise against the present-giving practice. If you see a chance to do yourself good by offering a percentage of your profits to some charity or to help some church, there can be no objection to your doing so, because there is not much chance, and but little likelihood that it will lead to an epidemic of profit-sharing. Out in Topeka, Kan., the merchants are at this writing striving to rid themselves of all sorts of gift enterprises, and had not the gift-giving there grown to be a losing venture it is reasonable to presume the practice would not have been considered of enough importance to call for united action. These merchants have signed an agreement which provides that no merchant shall issue premium stamps or give away any articles in any gift enterprise whatsoever or any advertising scheme other than the regular established methods. The practice there had gotten to the stage where the butchers were giving away photographs and heads of cabbage with two pounds of spareribs; the grocers were giving away a bottle of catsup with a bag of salt, and the hardware men a set of pots with every cooking stove. It is apparent that action was necessary. There is undoubtedly new business to be gained in working schemes, but discretion must be used in selecting the schemes. It would please me greatly to have the opinions of my readers on this subject. If any of them have used schemes I should like to have accounts of what success was gained.—Butchers' Advocate.

## P.E.I. CHEESE PRODUCTION.

This season there has been a falling off in the production of cheese of 20,000 boxes in Prince Edward Island. This is to be attributed to the long drought in the early part of the season and the poor pasture all summer. Besides the horn fly was particularly active the past season. These two things combined have so greatly interfered with the supply of milk that a number of factories had to close down before the end of the season.

One thing that is gratifying to the cheese men of the Island is the steady improvement in the quality of the cheese. The peculiarly distinct flavor, known as the "Prince Edward Island" flavor amongst dealers has almost entirely disappeared to the great gain of the cheesemakers there.

The Inverness Salmon Cannery at the mouth of the Skeena river, B.C., has been purchased from Turner & Ford by C. F. Todd, Victoria, owner of the Beaver and Richmond canneries on the Fraser river.

## OYSTERS.

FOR YOUR SUPPLY, SEND TO

STANDARD OYSTER CO.,

89 and 91 Broadway, - BUFFALO, N.Y.

Oldest and most reliable firm in the business.  
Wholesalers and Jobbers.

Established 1879. Branch, 63 Colborne St., TORONTO

PERTH  
ROLLER  
MILLS

PERTH, ONT.

Write us for prices of the best grades of Flour, Bran, Shorts, etc. Mixed cars a specialty.

JOHN HAGGART,

GEO. B. JONES,

Proprietor.

Manager.

## Jelly That "Jells."

A lady in a grocery store was once heard to ask for some jelly powder "that would jell." She meant a powder that would make a good firm jelly, not the kind that falls to pieces, or in other words, that won't jell.

## N. &amp; B. Jelly Powder.

Is warranted to "jell" and is delicious and wholesome into the bargain. You may depend on it, your customers will be more than satisfied.

Nicholson & Brock  
TORONTO.

(A Sample Free)

## BASKETS

We make them in all shapes and sizes. We have

Grain and Root Baskets,  
Satchel Lunch Baskets,  
Clothes Baskets,  
Butcher Baskets,

In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

THE . . .

Oakville Basket Co.  
Oakville, Ont.



# CEYLON AND INDIA TEA

## BLACK

The merit of the **Black Teas** has established them high in popular estimation. They are drunk wherever the English language is spoken. They follow the flag and drive out less meritorious growths.

## OR

But some consumers are wedded to light drawing kinds, with pale liquor and without the full body and richness of the black kinds.

## GREEN

The **Green Teas** of Ceylon and India are made expressly for this trade. In Make, Quality and Price they challenge comparison with other growths.

They are grown, prepared and packed with the same skill by the British Planters who have revolutionized the black tea trade.

They have caught on in Canada and are no longer in the experimental stage. Try them.

## THE UTILIZATION OF WASTE.

PETER J. AUSTIN, in an article contributed to the September Forum, notes some methods for the utilization of waste as follows :

"Common garbage is boiled down, and the grease, when purified, is utilized in making soap. City refuse is used as fuel to make steam and electricity, and certain chemicals can be extracted to purify drinking water, while from the ashes cement is made. Cesspool matter is dried into a powder and forms a valuable fertilizer. Waste soapsuds from textile factories are precipitated with lime and a gas is obtained with three times the illuminating power of coal gas. Glycerine is also produced.

"The list of articles that are made from a dead horse picked up on the street is hair-raising : Mattresses, glue and gelatine, sausage coverings and pin cushions. Bones furnish empyreumatic oils, tallow, paints, shoe blacking, sulphate of ammonia, etc. Human hair is used for manure ; old boots, under the chemist's magic, become wine jelly. From an old skirt a fine grade of whiskey has been made, and wholesome, palatable sawdust cakes are common.

"Some of the products obtained from sawdust are gas, wood alcohol, acetic acid, tar, oils, benzole, paraffine, naphthalene, carbolic acid and creosote. Artificial wood, capable of taking a high polish, is made from sawdust ; also parquet floors, terracotta, lumber and dinner plates.

"Skim milk produces sizings for paper, waterproof glues and paints. Fish scales make artificial pearls. Deposits in wine casks, purified, become cream of tartar, and cork waste forms the basis of linoleum."

## PRUNE VINEGAR.

According to the San Francisco Chronicle, the Oregon Agricultural Experiment Station is performing a very useful service in some experiments which it is making in producing vinegar from prunes. The most serious problem which confronts Pacific Coast prune growers is the profitable disposal of the very small prunes and of that portion of the larger sizes which partly ferments in drying. In bad drying years there are more of these inferior prunes than growers would be willing to acknowledge, and it has been the custom to dump everything into stock, to the great injury of the reputation of the fruit. It will probably be difficult to stop this practice. Nothing, in fact, will stop it but a severely discriminating market, but in those years when the prune crop is very large there is always a great quantity of small prunes selling at a very low price and seriously injuring the

market for the larger sizes. Last year there was an excess both of small and poor prunes. An effort was made to convert this stock into brandy, for which purpose it is largely used in France. But the French are a brandy-drinking people, while Americans drink whisky, and all sorts of brandy appear to sell there just as all sorts of whisky sell here. Our distillers found that by ordinary processes brandy made from prunes had a taste which was not liked, while if this taste were refined out the product cost more than grape brandy. So that outlet does not seem to promise well. We should suppose, however, that alcohol for the use in the arts could be profitably made from prunes.

## CANNED GOODS OF THE FUTURE.

SLOWLY but surely our food supply is being concentrated in the conventional tin can, and the term "canned goods" every day covers a greater multitude of virtues, if not of sins. Why not can human virtues ? We bottle up electrical energies in safe storage batteries ; we embalm every human thought and feeling in word symbols, and we preserve the precious tones of loved ones in the cylinder of the phonograph. Who then shall deny the possibility of canning mental and moral qualities, and supplying human deficiencies in these to order, by the case ? Canned food at this moment enables us to live at all, to think and to feel. Why not take the next step, and can thoughts and feeling ? The grocer who reads this may yet listen with unmoved countenance to the consumer's inquiry : "Have you any canned fine sentiments to day ? Any fresh brilliant

ideas ? Oh ! My wife wants you to send up two cases of 'Premier' sweet temper, and half a dozen cans of connubial affection, if you are sure that it is genuine, and a couple of cans of square dealing for my business lunches."

We only anticipate by a few years' time when we print a probable extract from a future market report of canned goods as follows :

"Premier" Common Sense—Scarce and much sought for.

Humility, "Meek" Brand, Talls—Very little of this commodity sold on male orders, possibly because of its liability to swell and burst the cans.

"Premier" Perseverance—This brand has the reputation of "getting there" and staying.

Patriotism, "American" Brand—Cheap and popular, with prices well sustained. Showy labels have stimulated consumption.

"Premier" Veracity—Sales limited, but demand is of a healthy character.

"Premier" Originality—There are many counterfeits of this brand, but dealers are rapidly learning to detect them and reject imitations.

Self Denial — Stock low, with little demand. Halves and quarters sell better than wholes.

"Premier" Integrity, Square — Scarce and high, but regarded by the trade as a good investment, even at higher cost.

Misrepresentation, Trade Talls—The best class of trade has never kept this in stock, in spite of the large apparent profit on sales.

"Premier" Good Manners—These goods have made friends everywhere. Attempts to supersede them by showy substitutes have not been successful.—The Peacemaker.

POPULARITY

is the proof of merit, and no brand has ever achieved popularity so quickly as

"BOBS"

CHEWING TOBACCO

In 5 and 10c. Plugs.

BOBS costs you only 36 cents, and pays a good profit.

BOBS is well advertised.

BOBS is selling well in almost every store from the Atlantic to the Pacific.

BOBS is A BIG PLUG FOR LITTLE MONEY

Made by

THE EMPIRE TOBACCO CO.,  
LIMITED  
MONTREAL, QUE.



**Mediterranean Fruits**  
**Granulated and Raw Sugars**  
**Molasses and Syrups, Glucose, Etc**

**Excelsior Macaroni**  
**White Castile Soap**

**C. A. CHOUILLOU & CIE.**  
 14 Place Royale  
 (Customs House Sq.) **MONTREAL.**

**CHOOSE**

**"BURMESE" LINEN LEDGER**  
**FOR YOUR BLANK BOOKS.**

Doubtless you will be preparing for a new set of books for the new year. It is usual and a good business custom—some new books, at any rate, are needed.

Instruct your stationer to give you books containing Burmese Linen Ledger paper—a paper with a splendid writing surface—durable, good erasing quality, and business looking.

**CANADA PAPER CO., Limited**  
**TORONTO and MONTREAL**

**CANE'S**  
**Wooden**  
**Packages**

Suitable for

**PAINTS, SYRUPS,**  
**OYSTERS, LARD, ETC.**

**UNITED FACTORIES, Limited**  
 Head Office, **TORONTO.**

**Direct**  
**Importations**

Grenoble Walnuts.  
 Tarragona Almonds.  
 Finest Eleme Figs  
 Extra Fancy Northern California Navels  
 Sweet Sonora and Valencia Raisins.  
 Fancy Messina Lemons.  
 Fancy Malaga Grapes.  
 Best Baltimore Oysters.  
 Scotch Finnan Haddies.

**Hugh Walker**  
**& Son**

Wholesale  
 Fruit and Commission  
 Merchants,

**Guelph, Ont.**

## GOODS WELL BOUGHT

are half sold if they are the right kind of goods. We are making the right kind of goods, and you don't have to take any chances. Send us a trial order and we'll take the chances. We are selling our own goods at our own prices, and if you drop us a card we'll tell you more about it.

**THE VICTORIA BISCUIT CO.,**

**GUELPH.**



**Capstan Brand**

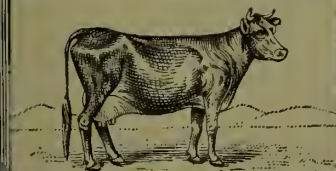
**BAKING POWDER**

$\frac{1}{4}$ -lb.,  $\frac{1}{2}$ -lb., 14-oz., 1-lb. and 5-lb. sizes.

No purer line of Baking Powder on the market. Quality guaranteed.  
 Write us for prices.

**The Capstan Mfg. Co., - Toronto.**

**DWIGHT'S**



**SODA**

**Grocers Save**

time, twine, paper bags, and loss of weight by selling Dwight's Cow Brand Soda in packages, instead of keg soda. Moreover, he sells his customer the best article of its kind and makes a good profit on it.

**JOHN DWIGHT & CO.,**  
**34 Yonge St., TORONTO.**

Agencies in all leading centres.



## LICORICE ..

We manufacture everything in the Licorice line carried by the Grocery, Drug and Confectionery trades. We might mention—Y. & S. Stick Licorice, plain and corrugated; Acme Licorice Pellets; Y. & S. Licorice Lozenges, in cans or glass jars; A B C Blocks; Purity & Dulce Brand one cent sticks; Bundled Licorice Root; Small Cigars, 300 to box, etc. In PLIABLE LICORICE, Triple Tunnel Tubes, Mint Puff-Straps, Navy Plugs and Golf-Sticks 100 to box; Blow Pipes 200 and 300 to box; Manhattan Wafers,  $2\frac{1}{2}$  lb. boxes; Curved Stem Pipes, 200 to box. Write for illustrated catalogue.

**YOUNG & SMYLIE**

Established 1845.

**BROOKLYN, N.Y.**



# What Is The Best of Anything?

Surely the BEST is

What everyone uses.

What everyone asks for.

What everyone has proven.

Then, when it comes to a question of MUSTARD, there is only one answer—

# KEEN'S

## IT'S ALL RIGHT.

## Current Market Quotations for Proprietary Articles

December 19, 1901.

Quotations for proprietary articles brands, etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy. The editors do not supervise them. If a change is made, either an advance or decline, it is referred to in the market reports, as a matter of news, whether manufacturers request it or not.

### BAKING POWDER.

| Cook's Friend—                     | Per doz.      |
|------------------------------------|---------------|
| Size 1, in 2 and 4 doz. boxes..... | \$ 2 40       |
| " 10, in 4 doz. boxes.....         | 2 10          |
| " 2 in 6 ".....                    | 80            |
| " 12, in 6 ".....                  | 70            |
| " 3, in 4 ".....                   | 45            |
| Pound tins, 3 doz. in case.....    | 3 00          |
| 12 oz. tins, 8 ".....              | 2 40          |
| 5 lb. tins, 1/4 ".....             | 14 00         |
| Diamond— W. H. GILLARD & CO.       |               |
| lb. tins, 2 doz. in case.....      | per doz. 2 00 |
| 1/2 lb. tins, 3 ".....             | 1 25          |
| 1/4 lb. tins, 4 ".....             | 0 75          |

### IMPERIAL BAKING POWDER.

| Cases Contain. | Sizes of Cans. | Per Doz. |
|----------------|----------------|----------|
| 4 doz.         | 100.           | \$0 85   |
| 3 "            | 6-oz.          | 1 75     |
| 2 and 3 doz.   | 12-oz.         | 3 40     |
| 2 and 3 doz.   | 16-oz.         | 4 35     |
| 1 doz.         | 2 1/2-lb.      | 10 40    |
| 1/2 and 1 doz. | 5-lb.          | 19 50    |

### MAGIC BAKING POWDER.

| Cases Contain. | Sizes of Cans. | Per Doz. |
|----------------|----------------|----------|
| 4 doz.         | 4-oz.          | \$0 65   |
| 4 "            | 6-oz.          | 0 80     |
| 4 "            | 8-oz.          | 1 00     |
| 4 "            | 12-oz.         | 1 50     |
| 4 "            | 16-oz.         | 1 80     |
| 1 "            | 2 1/2-lb.      | 4 50     |
| 1 "            | 5-lb.          | 7 75     |

### JERSEY CREAM BAKING POWDER.

|                               |      |
|-------------------------------|------|
| 1/2 size, 5 doz. in case..... | 40   |
| 1/4 size, 4 doz. in case..... | 75   |
| 1/2 " 3 " ".....              | 1 25 |
| 1 " 2 " ".....                | 2 25 |

### "SUPERIOR" GLUTEN FLOUR

| To—                          | per case. |
|------------------------------|-----------|
| Toronto, Montreal and East.. | 5 10      |
| Winnipeg.....                | 5 40      |
| Vancouver.....               | 6 50      |

### BLACKING. SHOE POLISH.

| HENRI JONAS & Co.      | Per gross |
|------------------------|-----------|
| Jonas'.....            | \$9 00    |
| Froments.....          | 7 50      |
| Military dressing..... | 24 00     |

### BLUE.

|                                      |        |
|--------------------------------------|--------|
| Keen's Oxford, per lb.....           | \$0 17 |
| In 10 box lots or case.....          | 0 16   |
| Reckitt's Square Blue 12-lb. box...  | 0 17   |
| Reckitt's Square Blue, 5 box lots... | 0 16   |

### BLACK LEAD.

|                                          |      |
|------------------------------------------|------|
| Reckitt's per box.....                   | 1 15 |
| Box contains either 1 gro., 1 oz.        |      |
| size; 1/2 gro., 2 oz. or 1/4 gro., 4 oz. |      |

### CORN BROOMS

| BOECKH BROS. & COMPANY            | doz. net |
|-----------------------------------|----------|
| Bamboo Handles, A, 4 strings..... | 4 35     |
| " " B, 4 strings.....             | 4 10     |
| " " C, 3 strings.....             | 3 85     |
| " " D, 3 strings.....             | 3 60     |
| " " E, 3 strings.....             | 3 35     |
| " " G, 3 strings.....             | 3 10     |
| " " I, 3 strings.....             | 2 85     |

### BISCUITS.

#### CARR & CO. LIMITED.

| Frank Magor & Co., Agents.                                                      |         |
|---------------------------------------------------------------------------------|---------|
| Cafe Noir.....                                                                  | 0 15    |
| Ensign.....                                                                     | 0 1 1/2 |
| Metropolitan mixed.....                                                         | 0 09    |
| Special price list of Fancy Tins for Xmas trade and other lines on application. |         |

### CANNED GOODS.

#### MUSHROOMS.

| HENRI JONAS & Co.         |         |
|---------------------------|---------|
| Mushrooms, Rionel.....    | \$15 50 |
| " 1st choice Duthell..... | 18 50   |
| " 1st choice Leoolr.....  | 19 50   |
| " extra Lenoir.....       | 24 00   |
| Per case, 100 tins.       |         |

#### FRENCH PEAS—DELORY'S

| HENRI JONAS & Co.   |        |
|---------------------|--------|
| Moyen's No. 2.....  | \$9 00 |
| No. 1.....          | 10 50  |
| 1/2 Fins.....       | 12 50  |
| Fins.....           | 14 00  |
| Tres fins.....      | 15 00  |
| Extra fins.....     | 16 50  |
| Sur extra fins..... | 18 00  |

### FRENCH SARDINES.

| HENRI JONAS & Co.    |        |
|----------------------|--------|
| 1/2 Trefarennes..... | \$9 50 |
| 1/2 Rolland.....     | 9 50   |
| 1/2 Delory.....      | 10 50  |
| 1/2 Club Alphas..... | 12 50  |

### CHOCOLATES & COCOAS.

|                                         |          |
|-----------------------------------------|----------|
| Epps's cocoa, case of 14 lbs., per lb.. | 0 35     |
| Smaller quantities.....                 | 0 37 1/2 |

#### CADBURY'S.

| Frank Magor & Co., Agents                | per doz. |
|------------------------------------------|----------|
| Cocoa essence, 3 oz. packages.....       | \$1 65   |
| Mexican chocolate, 1/4 and 1/2 lb. pkgs. | 0 40     |
| Rock Chocolate, loose.....               | 0 40     |
| " 1-lb. tins.....                        | 0 42     |
| Nibs, 1-lb. tins.....                    | 0 35 1/2 |

#### JOHN P. MOTT & CO.'S.

| R. S. McIndoe, Agent, Toronto.       |                 |
|--------------------------------------|-----------------|
| Mott's Broma.....                    | per lb 0 31 1/2 |
| Mott's Prepared Cocoa.....           | 0 28            |
| Mott's Homeopathic Cocoa (1/4's).... | 0 32            |
| Mott's Breakfast Cocoa (in ins)..... | 0 40            |
| Mott's No. 1 Chocolate.....          | 0 30            |
| Mott's Breakfast Chocolate.....      | 0 28            |
| Mott's Caracac Chocolate.....        | 0 40            |
| Mott's Cocoa Shells.....             | 0 33            |
| Mott's French-Can. Chocolate.....    | 0 18            |
| Mott's Navy or Cooking Chocolate..   | 0 18            |
| Mott's Cocoa Nibs.....               | 0 35            |
| Mott's Cocoa Shells.....             | 0 05            |
| Mott's Confectionery Chocolate.....  | 0 43            |
| Mott's Sweet Chocolate Liquors.....  | 0 19            |

| Chocolate— FRY'S.                    | per lb |
|--------------------------------------|--------|
| Caracacs, 1/4's, 6-lb. boxes.....    | 0 42   |
| Vanilla, 1/4's.....                  | 0 42   |
| "Gold Medal" Sweet, 1/4's, 6 lb. bxs | 0 29   |
| Pure, unsweetened, 1/4's, 6 lb. bxs. | 0 42   |
| Fry's "Diamond," 1/4's, 14 lb. bxs.  | 0 24   |
| Fry's "Monogram," 1/4's, 14 lb. bxs. | 0 24   |

| Cocoa—                              | per doz. |
|-------------------------------------|----------|
| Concentrated, 1/4's 1 doz. in box.. | 2 40     |
| " 1/4's.....                        | 4 50     |
| " 1 lbs. ".....                     | 8 25     |
| Homeopathic, 1/4's 14 lb. boxes..   |          |
| " 1/4's, 12 lb. boxes.....          |          |

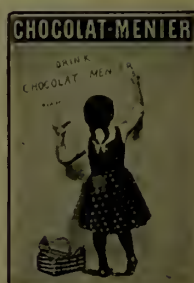
### THE COWAN CO. LIMITED.

| Cocoa—                                                                        |         |
|-------------------------------------------------------------------------------|---------|
| Hygienic, 1-lb. tins, per doz....                                             | \$7 25  |
| " 1/2-lb. tins ".....                                                         | 3 15    |
| " 1/4-lb. tins ".....                                                         | 3 15    |
| " fancy tins ".....                                                           | 0 90    |
| Hygienic, 5-lb. tins, for soda water fountains, restaurants, etc. per lb..... | 0 55    |
| Perfection, 1/2-lb. tins, per doz..                                           | 3 00    |
| Cocoa Essence, sweet, 1/2-lb. tins, per doz.....                              | 2 25    |
| Chocolate—                                                                    | per lb. |
| Queo's Desert, 1/4's and 1/2's....                                            | \$3 40  |
| " " ".....                                                                    | 0 42    |
| Mexican Vanilla, 1/4's and 1/2's..                                            | 0 35    |
| Royal Navy Rock ".....                                                        | 0 30    |
| Diamond ".....                                                                | 0 25    |
| " " ".....                                                                    | 0 28    |

#### WALTER BAKER & CO., LIMITED.

| Premium No. 1 chocolate, 2-lb. boxes.                 | per lb |
|-------------------------------------------------------|--------|
| Vanilla chocolate 6-lb boxes.....                     | \$ 38  |
| German sweet, 6-lb. boxes.....                        | 47     |
| B's fast cocoa, 1/4-lb. tins, plain; 6-lb. boxes..... | 51     |
| Cracked cocoa, 1/4-lb. pkgs. 12-lb. bxs.              | 35     |
| Caracac sweet chocolate, 6-lb. boxes                  | 37     |
| Soluble chocolate (hot or cold soda) 1 lb. cans.....  | 45     |
| Vanilla chocolate wafers, 48 to box, per box.....     | 1 56   |

### CHOCOLATE-MENIER



late-Menier 1/4 and 1/2 30c. per lb.  
Crown Uses and Facilities 20c. or per case  
of 18 doz.  
Menier's Breakfast Cocoa 1/4-lb. tins 13c.  
1-lb. " 20c.  
1-lb. " 20c.



# "THE EDWARDSBURG BRANDS"

## Starch

... and

## Syrup

Are well known all over the Dominion as a **STANDARD OF QUALITY.**  
**ASSORTED STOCKS** of all styles of packages now on hand, and **PROMPT SHIPMENT** guaranteed.

**EDWARDSBURG STARCH CO'Y, Limited,**  
**Established 1858.**

164 St. James St.,  
**MONTREAL.**

Works:  
**CARDINAL, ONT.**

53 Front St. East,  
**TORONTO.**

# DUNN'S PURE MUSTARDS

**GIVE UNBOUNDED SATISFACTION.**

The reason is—They are profitable to dealers and satisfying to consumers.

### CHEESE.

|                                    |        |
|------------------------------------|--------|
| Imperial—Large size jars, per doz. | \$8 25 |
| Medium size jars                   | 4 50   |
| Small size jars                    | 2 40   |
| Individual size jars               | 1 00   |
| Imperial Holder—Large size         | 18 00  |
| Medium size                        | 15 00  |
| Small size                         | 12 00  |
| Roquefort—Large size, per doz.     | 2 40   |
| Small size                         | 1 40   |

### COFFEE.

|                               |         |
|-------------------------------|---------|
| <b>JAMES TURNER &amp; CO.</b> | per lb. |
| Mexico                        | 0 32    |
| Damascus                      | 0 28    |
| Galwa                         | 0 20    |
| Sirdar                        | 0 17    |
| Old Dutch Rio                 | 0 12½   |

### CLOTHES PINS.

|                                                      |      |
|------------------------------------------------------|------|
| <b>BOOKER BROS. &amp; CO.</b>                        |      |
| Clothes Pins (full count), 5 gross in case, per case | 0 55 |
| 4 doz. packages (12 to a case)                       | 0 70 |
| 4 doz. packages (12 to a case)                       | 0 90 |

### COUPON BOOKS—ALLISON'S.

For sale in Canada by—The Eby, Blain Co., Limited, Toronto. C. O. B. sauthem n & Fils, Montreal

|                                                  |          |
|--------------------------------------------------|----------|
| \$1, \$2, \$3, \$5, \$10 and \$20 books.         |          |
| Un- Covers and num- Coupons tered. numbered.     |          |
| In lots of less than 100 books, 1 kind assorted. | 4c. 4½c. |
| 100 to 500 books                                 | 3½c. 4c. |
| 500 to 1,000 books                               | 3c. 3½c. |

### Allison's Coupon Pass Book.

|              |               |
|--------------|---------------|
| \$1 00 books | 3 cents each  |
| 2 00 books   | 3 cents each  |
| 3 00 books   | 3 cents each  |
| 5 00 books   | 4 cents each  |
| 10 00 books  | 5½ cents each |
| 15 00 books  | 6½ cents each |
| 20 00 books  | 7½ cents each |
| 25 00 books  | 8 cents each  |
| 50 00 books  | 12 cents each |

### EXTRACTS.

|                                    |            |
|------------------------------------|------------|
| <b>HENRI JONAS &amp; CO.</b>       | Per gross. |
| 8 oz. London Extracts              | \$5 00     |
| 2 oz. " (no corkscrews)            | 5 50       |
| 2 oz. " " " "                      | 9 00       |
| 2 oz. Spruce essence               | 6 00       |
| 2 oz. " " " "                      | 9 00       |
| 4 oz. Anchorextracts               | 12 00      |
| 1 oz. " " " "                      | 21 00      |
| 1 lb. " " " "                      | 36 00      |
| 1 lb. " " " "                      | 70 00      |
| 1 oz. Flat " " " "                 | 9 00       |
| 2 oz. Flat, bottle extracts        | 18 00      |
| 2 oz. Square " " " "               | 21 00      |
| 4 oz. " " (corked)                 | 35 00      |
| 8 oz. " " " "                      | 72 00      |
| 8 oz. " glass stop extracts        | 3 50       |
| 8 oz. " " " "                      | 7 00       |
| 2½ oz. Round quintessence extracts | 2 00       |
| 4 oz. Jockey decanters             | 3 50       |

### FOOD.

|                                 |          |
|---------------------------------|----------|
| <b>Robinson's Patent Barley</b> | Per doz. |
| ½ lb. tins                      | 1 25     |
| 1 lb. tins                      | 2 25     |
| ½ lb. tins                      | 1 25     |
| 1 lb. tins                      | 2 25     |

**GILLETT'S POWDERED LYE.**  
 4 doz. in case \$3 60

### JAMS AND JELLIES.

|                                            |          |
|--------------------------------------------|----------|
| <b>SOUTHWELL'S GOODS.</b>                  | per doz. |
| <b>Frank Magor &amp; Co., Agents.</b>      |          |
| Orange Marmalade                           | 1 50     |
| Clear Jelly Marmalade                      | 1 80     |
| Strawberry W. F. Jam                       | 2 00     |
| Raspberry " "                              | 2 00     |
| Apricot " "                                | 1 75     |
| Black Currant " "                          | 1 85     |
| Other Jams, W. F.                          | 1 55     |
| Red Currant Jelly                          | 1 90     |
| Jams—                                      | 2 75     |
| 1-lb. glass jars 2 doz., in case, per doz. | \$1 00   |
| 5-lb. tin pails, 8 pails in case, per lb.  | 0 07     |
| 7-lb. wood pails, 6 " "                    | 0 07     |
| 14-lb. wood pails, per lb.                 | 0 07     |
| 30-lb. " " "                               | 0 06¾    |
| Jellies—                                   |          |
| 1-lb. glass jars, per doz.                 | \$1 00   |
| 7-lb. wood pails, per lb.                  | 0 06¾    |
| 14-lb. " " "                               | 0 06¾    |
| 30-lb. " " "                               | 0 06¾    |

### LICORICE.

|                                                    |        |
|----------------------------------------------------|--------|
| <b>YOUNG &amp; SMYLLIE'S LIST.</b>                 |        |
| 5-lb. boxes, wood or paper, per lb.                | \$0 40 |
| Fancy boxes (36 or 50 sticks) per box              | 1 25   |
| " Ringed " 5 lb. boxes, per lb.                    | 0 40   |
| " Acme " Pellets, 5 lb. cans, per can.             | 2 00   |
| " Acme " Pellets, fancy boxes (40) per box.        | 1 50   |
| Tar, Licorice and Tolu Wafers, 5 lb. cans, per can | 2 00   |
| Licorice Lozenges, 5 lb. glass jars                | 1 75   |
| " " 20 5 lb. cans                                  | 1 50   |
| " Purity " Licorice 10 sticks                      | 1 45   |
| " " 100 sticks                                     | 0 73   |

### MINCE MEAT.

|                                     |         |
|-------------------------------------|---------|
| Wetthey's Condensed, per gross, net | \$12 00 |
| per case 0 doz. net                 | 3 00    |

### MUSTARD.

|                                |           |
|--------------------------------|-----------|
| <b>COLMAN'S OR KEEN'S</b>      |           |
| D. S. F., ½ lb. tins, per doz. | \$1 40    |
| " ½ lb. tins, " "              | 2 50      |
| " 1 lb. tins, " "              | 5 00      |
| Durham 4 lb. jars, per jar     | 0 75      |
| 1 lb. " "                      | 0 25      |
| F. D., ½ lb. tins, per doz.    | 0 85      |
| " ½ lb. tins, " "              | 1 45      |
| <b>JONAS' FRENCH MUSTARDS</b>  |           |
| <b>HENRI JONAS &amp; Co.</b>   | Per gross |
| Pony size                      | \$7 50    |
| Imperial, medium               | 9 00      |
| Imperial, large                | 12 00     |
| Tumblers                       | 12 00     |
| Mugs                           | 15 20     |
| Pint jars                      | 18 00     |
| Quart jars                     | 24 00     |

### MATCHES.

|                                      |        |
|--------------------------------------|--------|
| <b>Eddy's Telegraph, 5-case lots</b> | \$4 00 |
| single cases                         | 4 20   |
| Telephone, 5-case lots               | 3 90   |
| single cases                         | 4 10   |
| Eagle Parlor, 240s, 5-case lots      | 1 60   |
| " single cases                       | 1 70   |
| " 100s 5-case lots                   | 1 80   |
| " single cases                       | 1 90   |
| Victoria Parlor, 5-case lots         | 2 90   |
| " single cases                       | 3 10   |

### ORANGE MARMALADE.

|                                   |        |
|-----------------------------------|--------|
| <b>T. UPTON &amp; CO.</b>         |        |
| 1-lb. glass 2 doz. case, per doz. | \$1 00 |
| 7-lb. pails and 5 and 7 lb. tins  | 0 07   |

### PICKLES.

|                                        |      |
|----------------------------------------|------|
| <b>STEPHENS.</b>                       |      |
| <b>A. P. Tippet &amp; Co., Agents.</b> |      |
| Patent stoppers (pints), per doz.      | 2 30 |
| Corked (quints), " "                   | 1 90 |

**RECKITT'S Blue and Black Lead** { **ALWAYS GIVE YOUR CUSTOMERS SATISFACTION**

## SODA.—COW BRAND.



Case of 1 lbs. containing 60 pkgs., per box, \$3.00  
Case of ½ lbs. containing 120 pkgs., per box, \$3.00  
Case of 1 lb. and ½ lb. containing 30 1 lbs. and 60 ½ lb.

packages) per box, \$3.00.  
Case of 60. pkgs (containing 96 pkgs) per box \$3.00.

## EMPIRE BRAND SODA.

Case 120 ½ lb. pkts. (41 1.) per case \$3.00.  
Case 96 10-oz. pkts. (30 lb.) per case \$3.00

## SOAP



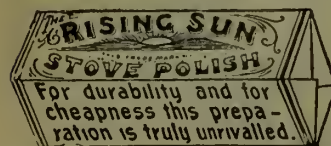
A. P. TIPPET & CO., AGENTS  
Maypole Soap, colors per grs. \$10.30, black per grs. \$15.30.  
Maypole Soap, per gross \$10.20  
Oleole Soap, per gross \$10.20

Gloriola Soap, per gross..... 12 00  
Scraw Hat Polish, per gross..... 10 20

## STOVE POLISH.



No 4—3 dozen in case, per gross... 4 81  
" 6—3 dozen in case " " " " 8 40



Rising Sun 8-oz. cakes, ½ gross 125 \$3 50  
Rising Sun 3-oz. cakes, gross boxes... 4 50  
Sun Paste 1 lb. size, ½ gross boxes... 10 00  
Sun Paste, 60. size, ½ gross boxes... 5 01



## STARCH.

EDWARDSBURG STARCH CO., LTD.

| Laundry Starches—                            | per lb. |
|----------------------------------------------|---------|
| No. 1 White or Blue, 4-lb. cartons           | 0 16½   |
| No. 1 " " 3-lb. "                            | 0 06½   |
| Canada Laundry " " "                         | 0 01½   |
| Silver Gloss, 6-lb. draw-lid boxes           | 0 18    |
| Silver Gloss, 6-lb. tin canisters            | 0 08    |
| Edwards' Silver Gloss, 1-lb. pkg.            | 0 08    |
| Kegs Silver Gloss, large crystal             | 0 07    |
| Benson's Satin, 1-lb. cartons                | 0 08½   |
| No. 1 White, bbls. and kegs                  | 0 05½   |
| Benson's Enamel, per box                     | 3 00    |
| Culinary Starch—                             |         |
| Benson & Co.'s Prep. Corn                    | 0 07    |
| Canada Pure Corn                             | 0 05½   |
| Rice Starch—                                 |         |
| Edwardsburg No. 1 white, 1-lb. cart          | 0 10    |
| Edwardsburg No. 1 White or Blue, 4-lb. lumps | 0 08½   |

## KINGSFORD'S OSWEGO STARCH



|                        |                                                       |        |
|------------------------|-------------------------------------------------------|--------|
| SILVER                 | 40-lb. boxes, 1-lb. pkgs.                             | 0 08½  |
| GLOSS                  | 6-lb. boxes, aliding cover (12-lb. boxes each crates) | 0 08   |
| PURE                   | 40-lb. boxes 1-lb. pack                               | 0 07   |
| "                      | 48-lb. " 16 3-lb. boxes                               | 0 07   |
|                        | For puddings, onstards, etc.                          |        |
| OSWEGO                 | 40-lb. boxes, 1-lb. packages                          | 0 07½  |
| CORN STARCH            | 38-lb. to 45-lb. boxes, 6 bundles                     | 0 08   |
| ONTARIO                | 38-lb. to 45-lb. boxes, 6 bundles                     | 0 08   |
| STARCH IN              | Silver Gloss                                          | 0 07½  |
| BARRELS                | Pure                                                  | 0 03½  |
| BEE STARCH.            |                                                       |        |
| Cases, 64 pkgs. 48's   |                                                       | \$5.00 |
| ¼ Cases, 32 pkgs. 24's |                                                       | 2.50   |
| Packages 10c. each.    |                                                       |        |

## BRANTFORD STARCH WORKS, LIMITED.

Ontario and Quebec.

| Laundry Starches—                       |         |
|-----------------------------------------|---------|
| Canada Laundry, boxes of 40 lbs.        | \$0 05½ |
| Acme Glass Starch—                      |         |
| 1-lb. cartons, boxes of 40 lbs.         | 0 05½   |
| Finest Quality White Laundry—           |         |
| 3-lb. canisters, cases of 48 lbs.       | 0 06½   |
| 4-lb. " " " " " " " " " " " "           | 0 01½   |
| Barrels, 175 lbs.                       | 0 01½   |
| Kegs, 100 lbs.                          | 0 05½   |
| Lily White Gloss—                       |         |
| 1-lb. fancy cartons, cases 30 lbs.      | 0 08    |
| 6-lb. boy trunks, 8 in case 0 07        | 0 08½   |
| 6-lb. enameled tin canisters, 8 in case | 0 08    |
| Kegs, ex. large crystals, 100 lbs.      | 0 07    |
| Brantford Gloss—                        |         |
| 1-lb. fancy boxes, cases 36 lbs.        | 0 08½   |
| Canadian Electric Starch—               |         |
| Boxes of 4 fancy pkgs, per case         | 3 25    |
| Celluloid Starch—                       |         |
| Boxes of 45 cartons, per case           | 3 75    |
| Culinary Starches—                      |         |
| Challenge Prepared Corn—                |         |
| 1-lb. package, boxes 41 lbs.            | 0 05½   |
| No. 1 Brantford Prepared Corn—          |         |
| 1-lb. packages, boxes 40 lbs.           | 0 07    |
| Crystal Maize Corn—                     |         |
| 1-lb. packages, boxes 41 lbs.           | 0 07    |



## TEAS.

SALADA CEYLON. Wholesale. Retail

|                          |      |      |
|--------------------------|------|------|
| Brown Label, 1's         | 0 20 | 0 25 |
| " " ½'s                  | 0 21 | 0 26 |
| Green Label, 1's and ½'s | 0 22 | 0 30 |
| Blue Label, 1's and ½'s  | 0 30 | 0 40 |
| Red Label, 1's and ½'s   | 0 36 | 0 50 |
| Gold Label ½'s           | 0 44 | 0 60 |



Ceylon Tea, in 1 and ½ lb. lead packages. black or mixed.

|                                   |      |
|-----------------------------------|------|
| Black Label, 1-lb., retail at 25c | 0 19 |
| " " ½-lb., " " "                  | 0 20 |
| Blue Label, retail at 30c         | 0 22 |
| Green Label " 40c                 | 0 28 |
| Red Label " 50c                   | 0 35 |
| Orange Label, retail at 60c       | 0 42 |
| Gold Label, " 80c                 | 0 55 |

## BROWN BRAND

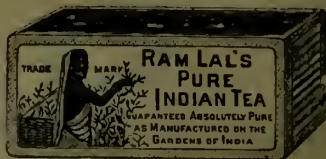
Wholesale Retail

|                           |      |      |
|---------------------------|------|------|
| Red Label, 1-lb. and ½'s  | 0 35 | 0 50 |
| Blue Label, 1-lb. and ½'s | 0 18 | 0 40 |
| Green Label, 1-lb.        | 0 19 | 0 25 |
| Green Label, ½'s          | 0 20 | 0 25 |
| Japan, 1's                | 0 19 | 0 25 |

## "SNELLINGS PATENT"



English Breakfast Hopped Tea, 29c.; retail, 40c. A. Waddell & Co. agents, Toronto. Samples on application.



|                      |      |
|----------------------|------|
| Cases each 60 1-lbs. | 0 38 |
| " " 60 ½-lbs.        | 0 38 |
| " " 30 1-lbs.        | 0 38 |
| " " 120 ½-lbs.       | 0 38 |



LUDELLA CEYLON, 1 AND ½'S PKGS.

|                           |       |      |
|---------------------------|-------|------|
| Blue Label, 1's           | 0 18½ | 0 25 |
| Blue Label, ½'s           | 0 19  | 0 25 |
| Orange Label, 1's and ½'s | 0 21  | 0 30 |
| Brown Label, 1's and ½'s  | 0 28  | 0 40 |
| Brown Label, ½'s          | 0 30  | 0 40 |
| Green Label, 1's and ½'s  | 0 35  | 0 50 |
| Red Label, ½'s            | 0 40  | 0 60 |

## TOBACCO.

THE EMPIRE TOBACCO CO. LIMITED.

|                                    |      |
|------------------------------------|------|
| Smoking—Empire, 3½'s, 5's and 10's | 0 39 |
| Royal Oak, 2 x 3, Solace, 8's      | 0 52 |
| Something Good, 7's                | 0 48 |
| Chewing—Hobs, 5's and 10's         | 0 36 |
| Currency, 13's or bars, spaced 9's | 0 39 |
| Currency, 6's and 10's             | 0 39 |
| Old Fox, Narrow 10's               | 0 39 |
| Snowhorn, pound bars, spaced 6's   | 0 43 |
| Pay roll, 6's                      | 0 44 |

## WOODENWARE

BOKKH BROS. &amp; COMPANY.

|                         |      |
|-------------------------|------|
| Washboards Leader Globe | 1 40 |
| " Improved Globe        | 1 10 |
| " Standard Globe        | 1 70 |
| " Solid Back Globe      | 1 20 |
| " Jubilee (perforated)  | 1 25 |
| Crown                   | 1 25 |
| F.o.b. Toronto.         |      |

## YEAST.

|                                       |      |
|---------------------------------------|------|
| Royal yeast, 3 doz. 5c. pkgs. in case | 1 00 |
| Jer cream yeast (ske, 3 d. z. 5c.)    | 1 00 |
| Victoria " " 3 oz. t.c.               | 1 00 |
| " " " 3 doz. 1c.                      | 1 80 |

## BRITISH BUSINESS CHANCES.

Firms desirous of getting into communication with British manufacturers or merchants, or who wish to buy British goods on the best possible terms, or who are willing to become agents for British manufacturers, are invited to send particulars of their requirements for

## FREE INSERTION

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N.R.—A free specimen copy will be sent on receipt of a post card

## Brockville Business College

PRONOUNCED by members of Dominion and Provincial Parliaments and business men generally to be a first-class business school.

Graduates in all the leading cities of Canada and the United States. Do you want to become a good bookkeeper or shorthand writer? If you are interested in this line of work our Catalogue will interest you.

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to receive orders for the insertion of advertisements. But will those who send us "Condensed" or "Want" advertisements please bear in mind that they can only be inserted when cash or stamps accompany the order. The rate is 2c. per word each insertion, numbers and contractions counting as words.

MacLEAN PUB. CO., Limited

Montreal.

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## WE STOCK

NO. 197

## SYRUP PUMP AND MEASURE.

Highly commended by those who KNOW. (Ask for circular).

**WALTER WOODS & CO.**  
HAMILTON.

# Soap

"IMPERIAL" and  
"SNOW"

Twin Cakes.  
NOW IN STORE.

Perkins, Ince &amp; Co., - Toronto.



ASK FOR  
**MOTT'S**



## The Auer Gas Lamp

### Money-Back Style.

THIS style is particularly suited for a reading light—the shades prevent the light from tiring the eyes and the burner can be raised just the same as any other students lamp.

IT can be carried around the house with perfect safety and as the base is heavily weighted there is no danger of its up-setting.

THE light is soft enough for the most sensitive eyes and yet strong enough for the finest print.

OUR CATALOG SHOWS ALL OF OUR DIFFERENT STYLES.—WRITE FOR IT AND OUR DISCOUNTS.

Your Money Refunded if you are not Satisfied.

AUER LIGHT CO., 1682 Notre Dame Street, MONTREAL.



No. 1

When you get right  
down to the fine  
point you'll  
find that



## "EMPIRE" SODA

BEST FOR BAKING

is the most profitable for you to handle, and the best, purest and surest Super Carb. Soda you can give your customers. Made and put up in handsome packets by

BRUNNER, MOND & CO., Limited,  
Norwich, England.

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SOLE AGENTS FOR CANADA

### ADVERTISING in WESTERN CANADA

will be Carefully, Efficiently, and Promptly attended to by

The Roberts Advertising Agency,  
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## THE "GLEANER"

KINGSTON, JAMAICA, B.W.I.

The Newspaper with the Largest Circulation in Jamaica and the West Indies.

Canadian manufacturers, merchants, etc., desiring to do business with this country and introduce their goods in this market, should put an advertisement in "THE GLEANER."

Write for scale of charges, etc., to

THE GLEANER CO.,  
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"Gleaner" Office, . . . KINGSTON, JA.

Subscribers wanting goods or special quotations on anything anywhere in Canada at any time, can get them by mail or wire by corresponding with THE CANADIAN GROCER, Toronto or Montreal.

## Refrigerators

BUY

### EUREKA

it is the best.

#### WHY?

1st. Because it is built on scientific principles, having insulated walls it is easy on Ice.

2nd. Because the system of circulation of air is perfect.

3rd. Because it is well built.

Further information can be obtained in catalogue which is free.

Address,

Eureka  
Refrigerator Co.

54 Noble St. Toronto



This out represents No. 13.

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of any kind that is of value to business men supplied by our Bureau. We can give you market quotations from any town in Canada, reports from the city markets, stock quotations, etc. You can get commercial news from any Canadian paper through us.

Write us, giving us particulars of what you want and where you want it from, and we will quote you prices by return.

"Clippings from any Canadian paper on any subject."

CANADIAN PRESS CLIPPING BUREAU,

232 McGill Street, MONTREAL, QUE.  
Telephone Main 1255.

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McLAREN'S



Is Honest Goods and just  
the Thing on Which to  
Make or Extend a Business.

The Best Grocers make  
a point of Keeping it  
always in Stock.

# For Christmas Trade

Is your stock complete?

RICHLY DECORATED GLASS TABLE SETS,  
COLORED GLASS VASES,  
COLORED GLASS WATER SETS,  
CHINA FANCY GOODS,  
DECORATED OPAL,  
LAMPS OF ALL KINDS,  
ORIENTAL FIGURES,  
FRENCH CHINA,  
RIOH CUT GLASS.

The time is short now but our **Mail Order Department** is at your service and we promise immediate and careful attention to any orders entrusted to us.

It's not too late yet to write for our "Opal Catalogue"  
or "A Few Christmas Suggestions."

**GOWANS, KENT & CO.**  
TORONTO and WINNIPEG.



WE EXTEND TO EVERY READER

our best wishes for a

**Very Happy  
Christmas**

and a prosperous

**New Year.**

**J. H. WETHEY, Limited**  
ST. CATHARINES, ONT.

SOLE MANUFACTURER  
WETHEY'S CONDENSED MINCE MEAT.

# Crosse & Blackwell, Limited

## *Pickles, Sauces, Jams and Preserved Provisions.*

**C. E. COLSON & SON,**

**MONTREAL.**

CHAS. F. CLARK, President.

JARED CHITTENDEN, Treasurer.

...ESTABLISHED 1849..

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Capital and Surplus, \$1,500,000.

Offices Throughout the Civilized World.

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THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information, no effort is spared, and no reasonable expense considered too great, that the results may justify its claim as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

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The original and only Genuine Preparation for Cleaning, Polishing, and Lustrating.

'WELLINGTON'

**KNIFE POLISH**

**JOHN OAKEY & SONS, LIMITED**

MANUFACTURERS OF

Emery, Black Lead, Emery, Glass and  
Flint Cloths and Papers, etc.

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Agent:

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MONTREAL**



PUBLISHED EVERY  
FRIDAYCIRCULATES IN  
EVERY PROVINCE

# THE CANADIAN GROCER

AND  
GENERAL  
STOREKEEPER

## COLMAN'S MUSTARD



**BEST ON EARTH**

## CARR & CO.'S BISCUITS



Do you want a fancy line of Biscuits, something different from the  
**Man across the way?**

We will bring you out an assorted case. State your requirements  
and we will give prices and terms.

**FRANK MAGOR & CO.,**

Agents for the Dominion.

16 St. John Street, MONTREAL

C. E. JARVIS & CO., Vancouver, Agents for B.C.

## A Two Cent Mistake

Don't amount to much in any business, but the sticking point is that a clerk is just as liable to make a mistake of \$2.00 as he is of two cents, and a few mistakes like this would pay for enough of Allison's Coupon Books to last a year or more. With these books mistakes are impossible.



### If a Man Wants Credit

for \$10, give him a \$10 Allison Coupon Book, charge him with \$10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. **NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING.** There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

For Sale in  
Canada by

The Eby, Blain Co., Limited, Toronto.  
C. O. Beauchemin & Fils, Montreal.

**ALLISON COUPON CO.,** Manufacturers,  
Indianapolis, Indiana.

## Symington's

## "Edinburgh" Coffee Essence

Is the Purest and therefore Best and Cheapest!

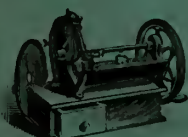
Refuse imitations said to be "just as good" as Symington's, and recollect that the careful process by which Symington's Essence is made eliminates all unpleasant properties.

ANYONE CAN DRINK IT.

**THOS. SYMINGTON & CO.,**  
EDINBURGH and LONDON.

Agents, W. B. Bayley & Co., Toronto

Rotary  
Smoked Beef Shaver  
with Patented  
Self-Sharpening Device



No. 125, 2 Blades, \$20.00  
No. 129, 1 Blade, 18.00

Self-Priming and  
Measuring Pump



No. 97, \$5.50

Auger for above Pump



No. 97, 60 cents

## "ENTERPRISE"

### Rapid Grinding and Pulverizing Mill

Fitted with General Electric Co's. 1/2 H.P. Motor

The Machine is self-contained and is ready for connection to feed wire as shipped from factory

Will be furnished with Motor suitable for all conditions as to Current, Voltage, etc.

#### GRINDING CAPACITY

##### FAST SPEED

Granulating 3 pounds of Coffee per minute

##### SLOW SPEED

Granulating 2 pounds of Coffee per minute

Pulverizing 1-2 pound of Coffee per minute

Can be regulated for Fine or Coarse Grinding while Mill is running

Pulverizing Grinders furnished only when so ordered

Illustrated Catalogue Mailed FREE. Order from your Jobber



No. 8712

Height, 30 inches. Width, 18 inches.  
Length, 22 inches. Weight, 250 lbs.

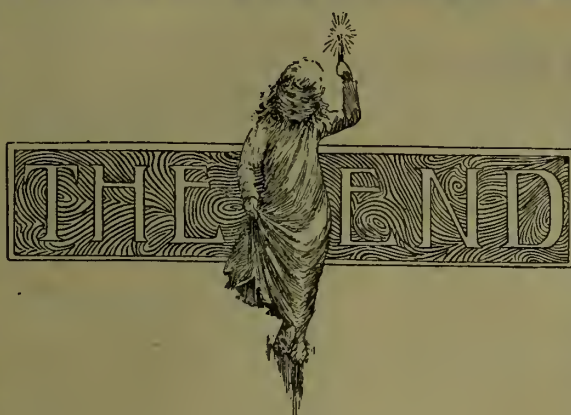
Capacity of Iron Hopper  
4 lbs. of Coffee

PRICE ON APPLICATION

**The Enterprise Manufacturing Co. of Pa.**

Philadelphia, Pa., U. S. A.





*Good-Bye  
to 1901.*

*A Happy New Year  
To You  
For 1902.*

---

*Arthur P. Tippet & Co.,*

*Man'rs Ag'ts*

*Montreal.*

*Toronto.*



## The Australasian Grocer

The Organ of the Grocery, Provision and kindred Trades of the Antipodes.

**Subscription \$2.50 per Ann.**

post free to any part of the world.

A handsome Diary is presented free to annual subscribers.

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Sydney, - - Post Office Chambers.

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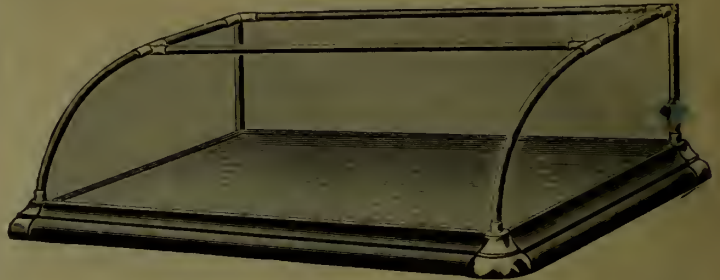
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**BRITISH OFFICES:**

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*Specimen Copies Free on Application.*

## Special Holiday Offer.



Length, 3 ft. ; Height, 13 in. ; Depth, 2 ft.

An Oval Front Show Case, in Polished Oak or Cherry, three feet long, with solid nickel joints, sliding mirror doors and extra quality diamond glass throughout. This magnificent case, and an assortment of quick-selling Toilet Soaps for

**\$25.00** This offer means 56 per cent. profit for you.

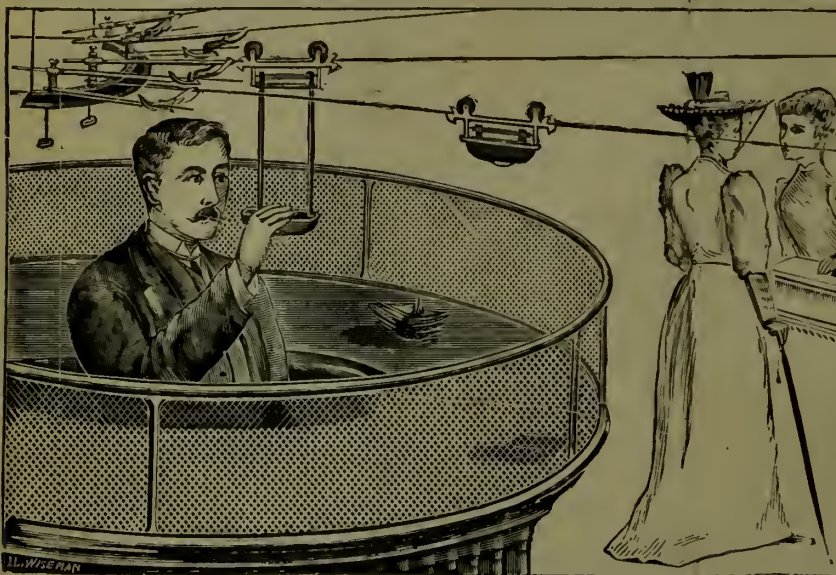
To further advertise our popular lines of Toilet Soaps, we have made arrangements with a large show case manufacturer, whereby we are in a position to make this astonishing offer.

|                                          |                |
|------------------------------------------|----------------|
| Proceeds from selling Toilet Soaps       | \$27.20        |
| Value of Show Case                       | 12.00          |
|                                          | <b>\$39.20</b> |
| Our Special Net Price for a Limited Time | 25.00          |
| Your Net Profit,                         | <b>\$14.20</b> |

Write Us To-Day For Further Particulars.

**JOHN TAYLOR & CO.**

77 Front Street East, TORONTO.



## Champion Cash Carriers

These Carriers have been in use for the last twelve years, and have given the best of satisfaction. Will save the cost in 6 months' time.

**S. S. KIMBALL,**

(Bell Telephone 1964 Main.) 577 Craig St., MONTREAL.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

**COX'S GELATINE** Always Trustworthy  
ESTABLISHED 1725.

Agents for Canada:

C. E. COLSON & SON, Montreal.  
D. MASSON & CO., Montreal.  
ARTHUR P. TIPPET & CO.,  
Toronto, St. John, N.B., and Montreal

W. A. CARSON

J. ERLE CALDWELL

**Belleville Pottery Co.**

SUCCESSORS  
TO . . .



KINDLY WRITE US FOR CATALOGUE AND PRICE LIST.



**By The  
Fireside  
With a Box of  
Payne's Cigars.  
Think of it!**



**Happy  
New Year.**

J. Bruce Payne, Mfr.,  
Granby, Que.

## "Sterling" Brand Pickles

—THE  
—PEOPLE'S  
—FAVORITE.

And when the favorite  
pickle of the customer,  
then the favorite pickle of  
the dealer.

The year 1901 has shown  
a large increase in the  
business of "Sterling"  
Brand Pickles, and the  
trade, in sorting up stock  
for the new year and de-  
ciding on leaders in differ-  
ent lines, cannot afford to  
count out these celebrated  
Canadian-made Pickles.

—Ask your wholesaler  
—for quotations.

**T. A. LYTTLE & CO.,**  
124-128 Richmond St. West,  
**TORONTO**

1901  
was a great year.  
We want to  
make 1902  
greater.

**Tillson's  
Pan - Dried  
Oats.**

**To  
You All  
We  
Wish a Happy  
AND  
Prosperous New Year.**

**The Largest  
Sale in their  
History.**

**The Tillson Co'y, Limited,  
Tilsonburg.**

**Broke all  
Records in  
1901.**

# Our New Building.

Before moving we wish to sell out all lines other than food products. We offer our blacking machinery, recipes and all information cheaply, and it cost us thousands to acquire. A first-class chance for an energetic young fellow. Pure Gold Blacking was the best, ask any grocer if this is not so.

## Pure Gold Co., Toronto

QUALITY ALWAYS  
TENDING UPWARDS

QUALITY  
ALWAYS  
TENDING  
UPWARDS

is the chief reason for the continuous success of

Jonas'  
Flavoring Extracts,

QUALITY  
ALWAYS  
TENDING  
UPWARDS



and a success easily comprehended when their quality is compared with the quality of other brands. The satisfaction they give to folks who use them comes from their unequalled purity, richness, strength. The careful, discriminating cook or housewife is always delighted with **Jonas' Extracts**. Their **Quality is always tending upwards**. Does your supply require replenishing? Mail orders always promptly attended to.

N.B.—There still remain in stock several dozen fancy fruit syrups. What could be better appreciated by your customers than a bottle or two of these delicious syrups? They are put up in handsome, tasty little decanters. Do not forget us when you require the choicest Olives on the market—**SPANISH QUEEN**.

**HENRI JONAS & CO.,**

-

**Montreal**





JAN. 9 1902  
To Mont. office

A JAPANESE TEA-HOUSE GARDEN.

## FIRST IMPRESSIONS COUNT.

The dealer who is striving as much for the sales of to-morrow as for the sales of to day is the dealer who stands the best chance for doing a successful, profitable business. The demand for pure, healthy, invigorating tea, like

# JAPAN TEA

is daily increasing. And why? Because tea-drinkers know they can rely on its quality. With **JAPAN TEA** quality does quality's work for the grocer—one sale is instrumental in producing another—its unapproachable quality is so apparent that a good impression of the seller is produced. That means continued patronage from the purchaser. You grocers who consider the importance of "first impressions" will appreciate the intrinsic merits of **JAPAN TEA**.

JAPAN CENTRAL TEA TRADERS'  
ASSOCIATION.

Trafalgar Chambers, Sun Life Building.

Annex.

Tel. Main 4142.

MONTREAL, CANADA.

# Gain the Good-Will of the Tea Drinker

Fortunate is the dealer who can gain the good-will of tea drinkers, for they can not only be made a direct but also an indirect medium for increasing his patronage. The question naturally arises, "How can I best appeal to the good-will of tea drinkers?" The difficulty is easily solved by handling the

## TEAS OF THE "OZO" CO., Limited

for their unquestionable high quality leaves a pleasant recollection of your store in the tea drinker's mind.

SAMPLES GLADLY SENT UPON REQUEST.

THE "OZO" CO., Limited - MONTREAL.

Has given satisfaction for Sixty Years. This means that it is all right. You can risk your reputation on

## JAMES' "DOME" LEAD.

### A Little Advertisement

Sometimes does as good work as a larger one. We can give you any size you want in this paper, from 1 inch to a full page. Prices gladly submitted.

THE...

MacLean Publishing Co.  
LIMITED  
MONTREAL AND TORONTO.

**GRIMBLE'S** English Malt  
Six GOLD Medals **VINEGAR**  
*GRIMBLE & CO., Limited, London, N.W., Eng.*

## "Sarnia" OIL LAMP

Equal to best American Oil.

GROCERS ALL SELL IT.

THE QUEEN CITY OIL COMPANY, Limited, - TORONTO, ONT.

SAMUEL ROGERS, President.





## IMPERIAL BRAND MAPLE SYRUP

is the very kind your customers want. All who have tried it pronounce it to be without equal. Since first this brand was placed on the market it has met with wonderful success. Put up by

**Imperial Maple Syrup Co.,** Limited

88 Grey Nun Street, MONTREAL.

Sole Selling Agents, Rose & Laflamme, Montreal.

## IVORY GLOSS STARCH

THE STORE THAT PEOPLE STICK TO IS  
THE STORE THAT STICKS TO STANDARDS

**IVORY  
GLOSS  
STARCH  
IS  
A  
STANDARD**

ITS TRADE-DRAWING POWER IS IRRESISTIBLE.

Manufactured by

**The St. Lawrence Starch Co., Limited,**  
PORT CREDIT, ONT.

## IVORY GLOSS STARCH



## Pure Goods and True to Flavor

That is the secret of our growing extract trade. The same high-grade quality is constantly maintained. All our goods are carefully tested before being placed on the market. You will never have a complaint if you sell "Golden Quintessences" at 25 cts. and "R. F." at 10 cts. They are always satisfactory. Ask for our goods.

**THE ROBINSON MFG. CO.,** 59-61 Front St. E., **TORONTO**

IT'S SELLING  
NOW—

## Neilson's Home-Made Mince Meat

In 2-lb., 5-lb. tins ; 12-lb., 27-lb. pails ; 65 lb. tubs.

Housewives like to buy it, grocers make money in selling it.

Have you tried it yet? Write us AT ONCE for prices.

Tel.—Park 294.

**WM. NEILSON, 60 Lynd Ave., Toronto**

We wish our many friends a  
Bright and Prosperous New Year

W. H. GILLARD & CO.  
Wholesale Grocers  
HAMILTON.



THE DOMINION BREWERY CO., LIMITED  
Brewers and Maltsters  
TORONTO

Manufacturers of the Celebrated

**WHITE LABEL ALE**

ASK FOR IT AND SEE THAT OUR  
BRAND IS ON EVERY CORK.

Our Ales and Porters have been examined by the best Analysts, and they have declared them Pure and Free from any Deleterious Ingredients.

WM. ROSS, Manager.



HIGH  
LOW

QUALITY.  
PRICE.

*The unanimous verdict  
of users of*

**Paterson's  
Sauce.**

Rose & Laflamme,  
Agents,



MONTREAL.



**Batty & Co.**

ESTABLISHED 1824

LONDON.



OLIVES  
AND  
PURE  
OLIVE  
OILS.



Makers of High-class

INDIAN  
CURRIES  
AND  
CHUTNIES.

**PICKLES**  
OF  
ALL KINDS.



**SAUCES**  
OF  
ALL KINDS.



# CHRISTMAS REMINISCENCES WITH A GROCERY FLAVOR.

By Thomas Martindale, in Grocery World.

A TYPICAL grocery window display of 15 years ago showed the window dressed with a full barrel of currants, trimmed off with gaudily-shaded ribbons, tied around the sphere of fruit. One side of the window would be banked up with nuts, the other with plum puddings, citron, lemon, and orange peel, and such other things as tempt the palate and warm the cockles of the heart at the Christmas season.

A few days before Christmas during these times an Englishman came to see me with

## A SAMPLE OF HAZEL NUTS.

which he had for sale. As their green hulls were still sticking to them, they made a very attractive appearance.

I asked the price, and was told 45c. per lb. They came in casks, the Englishman said, and he had seven, each containing 800 lb., or nearly three tons in all. He wanted me to buy the lot, but I naturally declined, as I had no use for more than an infinitesimal fraction of that quantity.

The next day found me in New York, and it occurred to me that I might be able to find some of the same nuts in the market, when it might pay to buy 10 or 15 lb. to scatter around the window to set it off.

I fetched up in a large wholesale grocery house, which had as manager of the fruit and nut department a nervous and rather impulsive foreigner. I asked him if he had ever seen the nuts in question, stating that I had been offered them the day before at 45c. per lb., and that they were a beautiful attraction. He said no, but he would keep his eyes open for them, and would let me know if successful.

Two hours after that I had occasion to go back to the same store. The foreigner came to me joyfully and said he had just succeeded in finding some of the nuts. As I afterward learned, the same Englishman who had seen me had seen him, and scenting a large demand from my inquiry, he had bought the whole seven casks! He offered them to me at 39c. per lb.

I shall never forget the poor fellow's look of utter dismay when I explained that I didn't want many—only a few to throw about the window—and then 10 lb. would be all I cared for. The man flew off the handle and went all to pieces. He talked French and Italian at the same time, and finally turned on his heel and left me in disgust.

I have always been known as a practical joker, so I decided to have some fun with this irascible foreigner. I went out and got a broker, told him the story and induced him to go in, look at the nuts and take a sample, and in half an hour go back and bid him 15c. for the lot. Another broker did the same thing, with the effect that before the day was over the poor foreigner was nearly crazy.

This house published a weekly price-list in the form of a trade paper. It was ex-

ceedingly amusing to note, during the next few issues, the progressive advertising of these nuts. The first issue after they were put in stock they were given quite a vivid description and large space, being quoted at 45c. per lb. The next issue they were quoted at 35c. Meanwhile Christmas had come and gone, and the need of such merchandise had become less strenuous, so the succeeding issue offered them at 20c., and the next at 15c.

The last act in the drama was where these unfortunate nuts were offered as "the greatest bargain the house had ever known" at 5c. per lb.! This much it said and nothing more.

In former holiday seasons every grocer sold barreled currants. That was before the currant industry had assumed its present condition, and when nobody thought of cleaning currants as now. The operation of opening and breaking up barrels of currants, as then conducted, was tedious, dirty and trying. So much as preface.

## THE WILLING CLERK.

One of our customers was anxious to have a youthful relative of his employed in the store, and in soliciting a chance for him he expatiated at great length on the young man's willingness to do anything, no matter what. I told him to send him alone. As soon as he appeared I at once put him to work breaking up barrels of currants, and with a three-pronged auger screwing and tearing them loose, so that they could be broken up in smooth, even masses for putting in boxes and barrels ready for tying into packages.

By the time this willing youth had disintegrated some five barrels of currants, he had become an object ludicrous to see. He had a peculiar habit when in a perplexed frame of mind of every now and then running his fingers through his hair. Then he seemed to have some affection of the skin, which made him do lots of scratching around his neck and face.

So that when the young man's relative appeared to make a friendly call on him, and see how he liked his work, and was shown to where the youth was employed he was utterly unable to recognize him by any outward semblance. His clothes were covered with juice from the crushed currants, his hair was matted with juice and dirt, and his own mother could hardly have recognized him from a colored boy.

The relative sat down and began to commune with him. The youth said he wished his relative would get him some other job, as he was thinking currants, working currants, dreaming currants, and eating currants, and if he wasn't taken out before he had worked another five barrels there would be nothing left of him but currants.

At the end of the melancholy recital the youth broke down and wept copiously.

The two of them then came out to me. The relative asked that if I couldn't give

the boy some other work, to please release him. But the youth himself, said, "For God's sake, Mr. Martindale, let me go."

## A \$50 MISSTEP.

Another Christmas I had as extra clerk an exuberant young man from the Emerald Isle. He had landed in Philadelphia only about two or three weeks before. He had a luxuriant crop of curly hair, and was as green as the proverbial emigrant can be, but he was brimming over with native wit, and so I hired him, more for the pleasure of listening to his wit and noting the many awkward and funny things he did, than from any expectation of getting any profitable work out of him.

However, he did very well. He was ready and willing, learned easily, and, as a rule, remembered what he learned. There was one exception, which I will relate.

We had an elevator running from the basement to the third floor. On the store floor and the second floor, it had patent folding doors, which cost us a set. The third floor had no patent doors, but was open.

One Saturday night a customer came in for a 30-lb. box of candles. The gas had gone out in a nearby store, and a clerk had been sent out in a hurry to get candles.

I said to the young emigrant from the "ould sod":—

"Hugh, do you know where the candles are upstairs?"

"Shure, I do, sorr," he replied, "they're in the thurd-story front room."

"You're right," I said. "Now take a candle and go up and bring down a box of 16s."

"Oh, yure honor," says Hugh, "shure I don't need a candle. I cud lay me hands on thim candles on the darkest noight that iver you seen!"

"Never mind what you could do," I said, "do as you're told; go up and take a candle."

He started up the steps, and I thought nothing more of the matter until I heard a terrific crash. Down came the Irishman, first through the patent elevator doors on the second floor, then through those on the store floor, landing in the cellar and doing just \$50 worth of damage in his rapid descent.

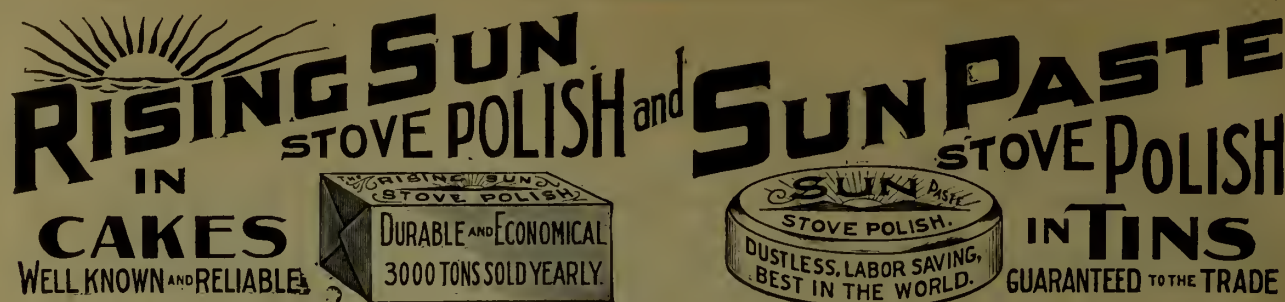
I ran down the cellar to help pick him up, expecting to find him dead or seriously injured. Instead of that he was standing up, carefully feeling all over himself for broken bones. Finally, he said, "Glory be to God, I'm not kilt!"

I said, "Hugh, how in thunder did you do it?"

"Shure," said he, "it's aisy enough to tell yure honor how I done it—I just put me fut in the wrong place."

But this putting his "fut" in the wrong place cost us \$50, just the same.





Our packages are larger and more attractive in style than any others.

The quality of our goods is superior to anything else on the market.

**MORSE BROS., Proprietors, Canton, Mass.**

For sale by all Wholesale Grocers; also the McClary Mfg. Co., London, Montreal, Winnipeg, Vancouver and Toronto.

## THE UNITED STATES TEA DUTY.

**T**HE reasons set forth by those in the United States who are petitioning Congress to remove the duty on tea are as follows :

### TEA TRADE SUFFERING.

1. The tea trade is the only large interest in our country which has suffered continually during the past four years of prosperity. Theirs is the only article in the grocers' list of 1,000 which has been called upon to bear the burdens of the Spanish War. They have borne this burden for four years at the risk and with the impending danger of destruction, and now ask to be relieved of this burden as the war is practically over.

"We lay special stress on the fact that the tea tax was not imposed by the Dingley tariff law, but was created two years after that law, that it has absolutely no bearing upon the general tariff law and is, in fact, contrary to the underlying principle of the protective tariff system ; that it was created solely as a war measure, and its repeal would in no wise raise the question of the tariff revision. Other leading articles, such as tobacco and beer, on which tax was levied for war purposes, have been partially relieved and the war tax on proprietary medicines was entirely removed.

### TEA A UNIVERSAL NECESSITY,

2. It enters into every household of the land and is used by the entire adult population. It has been classed as an untaxable article for 50 years, excepting in times of war, because it is a necessity for so many, including a large proportion of the poorer class. For this reason the duty imposed during the Civil War was removed in 1872, or as soon as the revenue would warrant doing so. It seems needless, therefore, to collect any tax whatever in times of peace and surplus on an article required by a large majority of the people.

It is well understood by those who have studied the subject, that this duty of 80 per

cent. has so enhanced the cost that the retail dealer has been obliged either to use an inferior quality or advance the selling price. Consequently, the importation of the better grades which have been used in this country for many years has greatly decreased, and should present conditions continue, will become extinct, and while the poorer class could formerly buy a desirable tea at 25c. per lb. they are now obliged to pay 35c. per lb.

### REDUCTION IN PROFITS.

3. While the consumer is suffering as above related, tens of thousands of wholesale and retail grocers are deprived of the living profit heretofore derived from this leading article. For example, if an importer should do a business in tea of \$1,000,000 per annum, he would be obliged to lend over \$700,000 for duty to his customers without interest, while his profits are being reduced more than one-half.

These large additional sums for duty have to be trusted out on long credit without remuneration and without benefit either to seller or buyer. The citizens injured by this oppressive burden number tens of thousands of wholesale grocers and hundreds of thousands of retail grocers.

4. The tea trade, heretofore one of the large interests of this country, is becoming seriously crippled and injured through this oppressive tax.

### COMPARISONS WITH COFFEE.

While tea is made to bear 80 per cent. of duty, coffee, its great rival, has been allowed to come in free of any tax. Reliable statistics show that during the last four years, or since the duty was imposed, coffee has increased in importation about 100,000,000 of pounds per year, while tea has decreased over 13,000,000 pounds per year.

The article is threatened both in quality and quantity to such a serious extent by this burden that it has fallen to a secondary

position on the grocers' list. While consumers are deprived of a good quality the dealers are deprived of a reasonable profit and a leading article of commerce is threatened with extinction.

The only objections that have been heard to repeal from the committee on ways and means are two-fold :

1. That tea importers petitioned for a duty, and
2. That the repeal will open up the question of the tariff.

Both objections are fallacious, for the tea importers only petitioned for a duty before the enactment of the Tea Adulteration Act, and when no barrier existed against the importation of impure and unwholesome tea. It was considered that a duty might help to discourage the importation of inferior and adulterated tea.

### NECESSITY FOR DUTY PAST.

When an effective barrier was raised by the Tea Adulteration Act against these objectionable grades of tea, trade ceased to petition for a tea duty, with the exception of two or three individual importers, who alone to-day of the entire community ask for its preservation.

The only reason assigned by these individuals for a continuation of the duty is that its oppressive burden might possibly crush out some of the smaller competitors. It is certain that 95 per cent. of all dealers advocate the repeal, and that not 5 per cent. are in hesitation.

As the tariff question was not opened for debate when the tea duty was passed in the war measure, neither should it be opened when it is repealed.

As it was imposed exclusively on account of the Spanish-American War, so logically it should be discontinued under the cessation of that war.

It has always been a war measure exclusively, and the former duty was repealed as soon as possible after the close of the Civil War.

Therefore, in times of peace and when a large surplus is in the treasury, it is a uselessly oppressive tax.



*To The Grocery Trade:*

Accept the assurance of  
our hearty good wishes.

LUCAS, STEELE & BRISTOL, Hamilton, Ontario.

*To the Merchants of Canada:*

DEAR SIRs,—We defy any manufacturer to say that we ever copied his label or tried to work on his reputation for goods.

We have used **JERSEY CREAM** for our trade mark for years, and still intend to use it until the courts decide otherwise. We claim we have made no infringement on any man's trade mark. The Trade Mark Act is framed to protect the public from being defrauded; that is, a buyer must be willing to swear that he went into a store and purchased an article and was given one so imitated that he did not notice the difference. The man who would take **JERSEY CREAM YEAST CAKES** for the article that they claim we have copied would have to be stone blind, and a fool. As to damages, gentlemen—when this case is decided we think they will be very much the other way. Go on selling **JERSEY CREAM YEAST CAKES**. We will stand back of you and every package sold, and it will not only be sold over all Canada, but the United States as well, and we shall start a branch in Buffalo in 1902.

Wishing you each and all a Merry Christmas and prosperous New Year, we remain,

Yours very truly,

Toronto and Hamilton 

**LUMSDEN BROS.,**

Goods that  
are scarce

We have them

At right prices



Whittings' Imperial Selects, in quarter-boxes  
Five-Crown Imperial Clusters  
Four-Crown Imperial Clusters  
Bevan's Connoisseur Clusters  
Rein's Black Baskets  
Bevan's "Bull" Brand Shelled Almonds  
Schisas' Vostizzas, beautifully cleaned  
Schisas' Casalina Patras, cleaned  
Messinese Fine Filiatra, cleaned

**ALL ORDERS PUSHED  
OUT DAY RECEIVED**

**JAMES TURNER & CO.,** Wholesale Grocers, Hamilton, Ont.

*We thank our many customers for their liberal patronage during the past, and wish one and all a happy and prosperous NEW YEAR.*

*Yours very truly,*

**THOS. KINNEAR & CO.,**

**Wholesale Grocers,**

**49 Front St. East, TORONTO.**

#### BUSINESS CHANGES.

##### DIFFICULTIES, ASSIGNMENTS, COM- PROMISES.

**C**HARLES PLUMB, a Toronto grocer, has assigned to Richard Tew, of Toronto.

Hilaire Foisy, grocer, St. Johns, Que., has assigned.

H. Desmaris, general merchant, Marieville, Que., is offering to compromise.

The business of H. F. Lee & Co., green grocers, Nelson, B.C., is being wound up.

Lamarre & Galaise are curators of Mrs. Zenaide Poulin, general merchant, Ste. Brigitte des Sautes, Que.

Arsene Charlebois, general merchant, Point Claire, Que., has filed a contestation of demand of assignment.

Alexander Bros., general merchants, and lobster factory, Port Daniel, Que., have assigned to Chartrand & Turgeon.

##### PARTNERSHIPS FORMED AND DIS- SOLVED.

Spicer & Co., bakers, Dauphin, Man., have admitted J. Banning, as a partner.

S. A. Lazier & Sons, flour and paper mills, Belleville, Ont., have dissolved partnership.

N. F. Bedard & Co., butter and cheese merchants, Montreal, have dissolved, and J. S. Clunie is now registered.

Campbell & Co., general merchants, Makinak, Man., have dissolved. D. Smith retires while Campbell Bros. continue.

#### SALES MADE AND PENDING.

D. J. McCulloch, grocer, Ottawa, has sold out.

Wilson & Clingan, general merchants, Elkhorn, Man., are giving up business.

R. B. Barnes, grocer, Ottawa, has sold his stock, and removed to Cumberland street.

The assets of J. B. Paquette, general merchant, Riveiere a Pierre, Que., were sold on December 21.

The estate of P. M. A. Labelle, creamery, Aylmer, Que., is to be sold by tender on December 23.

The assets of A. M. Bechard, general merchant, Beauce Junction, Que., were sold on December 26.

The assets of G. Guimond & Co., general merchants, Ste. Angele, Que., were to be sold on December 27.

The stock of Cyprien Dionne, general merchant, Fraserville, Que., has been sold at 53c. on the dollar.

#### CHANGES.

Condon & Cie. have registered as grocers, at Montreal.

Tetrault & Frere, bakers, Granby, Que., have registered.

Savage & Gilmour, grocers, Waterloo, Que., have registered.

A. J. Calhoun, grocer, Neepawa, Man., has sold out to S. D. Barr.

The Markham Ranch Co., Limited, Markham, Ont., has obtained a charter.

Thomas Watson has registered at Montreal, for The Grocers' Manufacturing Co., manufacturers of vinegar, etc.

J. Home & Co., general merchants, Weyburn, N.W.T., are adding agricultural implements.

The Boundary Bay Fishing Co., Limited, Port Guichon, B.C., have been incorporated.

Norman Brownlee, of Brownlee Bros., general merchants, Radford, Que., is now at Shawville, Que.

Robert H. Edwards has registered as sole proprietor of J. A. Leeman & Co., victuallers, Halifax, N.S.

The corporate name of The Tait Bredin Co., of Toronto, Limited, has been changed to The Bredin Bread Co., of Toronto, Limited.

Woolf, Hammer & Co., general merchants, Cardston, N.W.T., have adopted the style of The Cardston Mercantile Company.

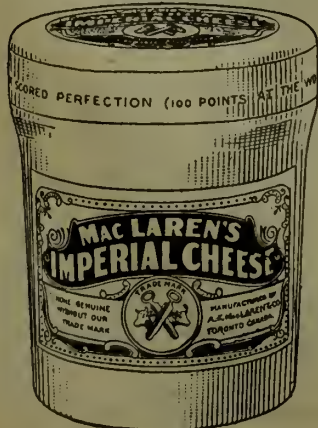
The stock of J. J. Maranda & Frere, general merchants, St. Raymond, Que., has been sold at 66c. on the dollar to N. Piche & Fils.

J. E. Hetherington, baker and confectioner, St. Catharines, Ont., has been closed out under chattel mortgage, and G. H. Wilkinson succeeds.

#### FIRES.

The premises of W. Hazell, jr., baker and confectioner, Hamilton, Ont., were damaged by fire.

W. R. Kidd, of Peterboro', Ont., has bought W. R. Hunter's former grocery business at Milbrook, Ont., and will carry a full stock of groceries.



A Happy and Prosperous New  
Year to all who sell

**MacLAREN'S IMPERIAL**

—AND—

**MacLAREN'S ROQUEFORT CHEESE.**

**A. F. MacLAREN IMPERIAL CHEESE CO.,**

51 Colborne Street, Toronto.

Limited





# RUSH ORDERS

Write, wire or 'phone at our expense if requiring any Xmas goods. **WE ARE QUICK SHIPPERS.**

## THE DAVIDSON & HAY, LIMITED

36 Yonge St.

Toronto.

### BETTER FACILITIES FOR ST. JOHN.

At St. John, N.B., the C.P.R. is making extensive enlargements and improvements whereby the shipping facilities are greatly improved. The stock yards are being extended so that the company will be able to take care of from 1,500 to 1,800 more cattle. A new freight shed, 40 x 420 feet has been contracted for with D. W. Clark & Son, and the number of conveyances from the elevators has been increased, thus enabling grain to be delivered to vessels in any of the five berths available for use. Tracks have also been laid to the different warehouses, increasing the accommodation of the yards so that they will be able to contain 1,500 more cars than last winter. Finally, there is a flour shed being built, which will enable large consignments of that article to be stored till ready for shipment by steamer.

### A NEW FISHING CONCERN.

H. J. Bray, of Victoria, B.C., who has been engaged in the fishery business for 30 years, both on the eastern and western coasts, has being appointed fishery manager of a new concern that is being formed at that place. This company will be capitalized at \$50,000 in \$100 shares, and will be known as "The Hardy Bay Fishing and Trading Co."

A freezing plant for salmon, herring, and cod will be established at Hardy Bay, on the northeast coast of Vancouver Island. They will also smoke and salt fish, if necessary, and will erect a wharf. Altogether about \$25,000 will be spent on their plant at this point.

The company will confine itself to no fishing limits nor to any particular kind

of fish; but on account of their abundance and the great demand from all quarters, both in Canada and the United States, a leading feature will be the catching of halibut. Herring and salmon will also be caught in large quantities.

### B. C. FRUIT FOR THE NORTHWEST.

During the past few years the growth of the fruit trade and the increasing productiveness of British Columbia is very gratifying to those interested in that business. The ability of Manitoba and the Canadian Northwest to provide a market for the fruit products of that Province seems fully established. The following figures only record the shipments per The Dominion Express Company, but are representative of the growth of this trade during the past four years, which has increased over 500 per cent., the exports per year being as follows:

| Year.     | Fruit Exported<br>Pounds. |
|-----------|---------------------------|
| 1897..... | 140,980                   |
| 1899..... | 430,250                   |
| 1900..... | 702,638                   |
| 1901..... | 757,446                   |

In the shipments of this year were included 9,206 boxes of strawberries, the balance being made up of other small fruits.

The lateness of this crop accounts for the comparatively small increase of this year, as the products of Washington and Oregon were able to get on the Northwest market first, and thus reducing the prices, and the British-Columbian shippers found it more profitable to rely on the Vancouver and the Coast markets.

### AH, THERE'S THE RUB!

Tea-growing in the United States is to be developed if possible. The American Tea-Growing Association of South Carolina has planted 700,000 tea plants on a portion of its tea farm near Charleston. As we have pointed out before, tea-planting in some of the Southern States, if protected and fostered by the United States Government, which knows how to encourage home industries, may one day play an important part in supplying the United States market with tea, but the time is not yet. Meantime, to grow tea which can compete with that of India and Ceylon in the matter of flavor and price is a task which will tax the ingenuity of all concerned in the cultivation of tea in America.—Home and Colonial Mail.

### HAY FOR SOUTH AFRICA.

In South Africa the Canadian hay is reported to be the best that goes there. The New Zealand hay is like straw, and is fed only to oxen and mules. The hay from Argentina is all from Alfalfa grass, a plant of the bean family, something like clover, which the horses will not eat. The same kind of hay comes from the United States, so the British Government will have to draw all their hay from the Dominion, as they will have to keep a large force in Africa for at least three years. It is, therefore, predicted that there will be a great export of Canadian hay.

The North-end grocers, of St. John, N.B., kept their stores open after 7 p.m., till the Christmas trade was over.



A Happy and Prosperous New Year to all who sell

**UPTON'S**  
JAMS, JELLIES and MARMALADES

The A. F. MacLaren Imperial Cheese Co., Limited,

Selling Agents,

51 Colborne Street, TORONTO



## MANITOBA MARKETS.

Winnipeg, December 21, 1901.

**I**N local circles the week has shown the usual falling off in business incident to the Christmas trade, all orders having been rush orders for the Christmas luxuries.

In the retail trade, however, the amount of business has been greatly beyond expectations. Never in the history of Winnipeg has Christmas-buying begun so early—never such a demand for expensive goods—this being particularly noticeable in the matter of tropical fruits, fancy cheese, expensive lines of potted goods, crystalized fruits, and in fact all lines of expensive confectionery.

Retail merchants in Winnipeg have had all they could do during the past week, all stores having been kept open until 10 o'clock. In the country it is very much the same, as country merchants report trade exceptionally good. The commercial travellers are rounding back in Winnipeg for the holidays, and in all lines they report having placed heavy orders for spring delivery.

**FLOUR.**—The market in flour continues to show a very good demand. Ogilvie's are holding their advance of 10c. per sack reported last week, but The Lake of the Woods Milling Co. have not come up to it. Prices for the week are, therefore, as follows: Ogilvie's Hungarian Patent, \$2.10; Glenora, \$1.95; Alberta, \$1.75; Manitoba, \$1.55; Imperial XXXX, \$1.35; Lake of the Woods Milling Co., Five Roses, \$2; Red Patent, \$1.85; Medora, \$1.45; XXXX, \$1.25.

**CEREALS.**—Rolled oats remain firm and they are worth: 80-lb. sack, \$2.40; 40 do., \$1.20; 20 do., 65c. Granulated standard oatmeal, \$2.95. Cornmeal is very firm and also shows a tendency to advance although the last advance in the United States has not taken effect yet, their present quotation being \$2. Split peas remain firm at the advance of last week and are selling at \$2.75 to \$2.80 per sack of 98 lb. White beans are in fair demand at \$1.90; pearl barley, \$3.75, and pot barley, \$2.30 per sack of 98 lb. There is little demand for either pearl or pot barley.

**CANNED GOODS.**—There has been a very heavy demand for all extra fine fancy lines during the week, staple lines having moved more slowly and prices have remained unchanged. Fruits.—Strawberries, heavy syrup, \$3.25; preserved, \$3.60; raspberries, preserved, \$3.25; syrup, \$2.95; blackberries, \$2.75; gooseberries, 2's, \$2.90; 2's, preserved, \$3.60; peaches, yellow, 2-lb. tins, \$4; 3-lb. tins, \$6; pears, 2-lb. tins, \$3.50; 3-lb. tins, \$4.50; apples, 3-lb. tins, canned, \$2.50; 3-lb. tins, preserved, \$3.65; gallon, canned, \$1.60. Californian canned fruit in 2½-lb. tins—Plums, green gage, \$4.25; Lombard, \$4.20; damson, \$4.20; egg, \$4.20; peaches, \$4.75; pears, \$4.95; apricots, \$4.75; cherries, white, \$5.50. Canned vegetables—Tomatoes, \$2.20 to \$2.25; corn, 2-lb. tins, \$1.90; peas, 2-lb. tins, \$1.95; beans, 2-lb. tins, \$1.85; pumpkin, in 3-lb. tins, \$2.10.

**DRIED FRUITS.**—Dealers were notified that there has been an advance on all Californian raisins of from 1 to 1½c. per lb. The trade here have advanced the price, but not to so great an extent. Three-crown muscatels are quoted at 8½c. and seeded, 10 to 11c., according to brand. Californian prunes have also advanced and the price now is 5 to 10c., according

to size. Californian figs are offering in 1-lb. packages at \$1.50 per box.

**SUGAR.**—The market has remained stationary and with limited demand. Granulated, \$1.95; bright yellows, \$1.30. There has been an unusual demand for powdered and lump sugars.

**SYRUPS.** No change in price or situation.

**COFFEE.**—The market is very firm at 10 to 10½c. for No. 5 Rios. As is usual at Christmas there is an increased demand for Mochas and Javas.

**GREEN FRUITS.**—The country trade has been the heaviest on record and the houses are pretty well cleaned up. City prices on oranges have eased slightly for the moment but may advance before long. There is nothing new to quote in other lines. Holly and other lines of decorations have met with ready sale.

**CURED MEATS.**—The demand has not been quite so heavy this week owing to the large sale of poultry and fresh meat for the Christmas trade, but prices are ruling firm. Smoked hams, 13½c.; shoulders, 10½c.; picnic hams, 8½c.; breakfast bacon, bellies and backs, 14½c.; spiced rolls, 11½c.; dry salt long clear, 11c.; dry salt backs, 11½c.

**LARD.**—The demand is good and there is no change in price. 20-lb. pails, \$2.40; 3 and 5-lb. tins in 16-lb. crates, \$7.70; 50-lb. pails, \$6.70.

**BUTTER.**—The supply continues very short and the demand keen. Jobbing houses are getting 24 to 25c. for all the creamery bricks they can lay hands on. Dairy butter in small tubs and rolls, if fresh, brings 17 to 18c.

**CHEESE.**—The demand is very good and price firm at 11c. for Manitoba and 10½c. for Ontario.

**EGGS.**—The receipts have been extremely light and prices are very high. The few cases of fresh Manitoba eggs received this week have sold at 30c. Ontario fresh gathered are worth from 24 to 27c., according to their date. Guaranteed new-laid bring 35 to 40c. wholesale and retail at 45c.

**POULTRY.**—The demand has been larger than usual and some six or seven cars have already been received from the east, chiefly turkeys. Prices are firm. Chickens, 10c.; ducks and geese, 10c.; turkeys, 13 to 13½c.

**VEGETABLES.**—The market has been a very slow one all week, with few sales of any importance. Potatoes are still selling at 30 to 35c. per bushel. Cabbage is very scarce and worth \$30 per ton. Celery is also scarce and advancing in price. Spanish onions show considerable demand at 3½c. per lb.

**FISH.**—The scarcity of haddies continues and eastern shippers are declining further orders, as they find themselves unable to fill those now on hand. Labrador herring are also scarce at \$1 per barrel. Lake Winnipeg white fish is now offering on this market at 5c. per lb.

## NOVA SCOTIA MARKETS.

Halifax, December 21, 1901.

**O**UR winter weather has come at last. Snow is now falling, and off and on during the last three days the ground has been covered to the extent of six or more inches. The tram cars are running as usual, the sleigh-bells are jingling in all directions and the change

in the weather seems to make no difference in the number of people seen on the streets.

\* \* \*

The number of people seen on the streets, unless under peculiar circumstances, is quite an index to trade, and Christmas shopping must be done whether it rains or shines. Trade in the fine-grocery line—as, in fact, in fancy goods in all lines, has been brisk during the last week, especially in the retail line. This is quite evident from the rush of their delivery teams day and night to a late hour.

\* \* \*

Just at this season the wholesale trade is not so brisk, except for the hustling off of small orders for Christmas trade, when the retailer had a better trade than he expected. In another week stock-taking will commence, which will fill in the time until spring orders commence to make up.

\* \* \*

During the week there has been considerable trade in cheese, and the wholesale price is firm at 11 to 12c., which is somewhat higher than the Montreal quotations. Archibald's cheese, made in Antigonish, is the best of the home product, and some of the dealers are holding all they have at 12c. Considerable cheese has been shipped this season to the West Indies, but generally in small quantities.

\* \* \*

The steamer "Benedick" arrived this week from West Indies with 3,000 tons of sugar for the Acadia Sugar Refinery. The steamer "Nauphia," which sailed from Hamburg on December 7, arrived in port this morning, also bringing 3,000 tons of sugar for the Acadia Sugar Refinery. This concern is turning out a large quantity of the refined article this season.

\* \* \*

This is the season for turkeys. Everybody must have one for Christmas. Considerable quantities are coming in from the country districts, all of very fine stock, and the wholesale price has risen during the last few days from 11 to 12c.

\* \* \*

Potatoes are still plentiful, and the price remains steady at 42c. Considerable quantities are still coming in from P. E. Island, but this supply will soon be, if it is not already, cut off by the change in the weather, and the prospective close of the P. E. Island outports. One schooner arrived from the Island this week with 4,700 bush.

\* \* \*

The steamer Dahome sailed for Liverpool this week, a part of her cargo being 3,095 bbls. of apples and 150 carcasses of mutton, the latter of which is very dull in this market. Advices received this week from sales of the large cargo of apples taken across by the steamer Evangeline, show that the average price received had been close to £1.

\* \* \*

The steamer Oruro sailed a week ago for Barbados, Demerara, St. Lucia, Trinidad and other ports; the Beta sailed about the same time for Bermuda, Jamaica, Turk's Island and other ports. Both carried the largest cargoes of the season. R.C.H.



## TO OUR CUSTOMERS AND FRIENDS :

*The first year of the new century is just expiring, and, while the confident expectations with which it was begun may not have all been realized, yet we trust the balance sheet for the year will show most satisfactory progress.*

*We hope you have enjoyed a Bright and Merry Xmas, and most cordially wish you all*

**A Very Happy and Prosperous 1902.**

**THE EBY, BLAIN CO., LIMITED**

WHOLESALE GROCERS, ETC.

**TORONTO.**

## TO INVESTIGATE COMPLAINTS.

The Ottawa Government has appointed W. G. Parmalee, Deputy Minister of Trade and Commerce, as a commissioner to investigate certain matters of dispute regarding the weighing of cheese at Montreal. Grave complaints have been made by the farmers, who contended that under the present buying system, they were not credited with full weight on their scales by the buyers. This matter was taken up and discussed at meetings of cheese and butter associations, chiefly in Quebec and the eastern part of Ontario. In consequence of these disputes and representations made to him, the Hon. Sydney Fisher, after discussing the matter, has appointed Mr. Par-

malee to make a searching inquiry. He is empowered to summon witnesses under oath, and recommend such amendments to the existing law as he might find necessary.

## G.T.R. INJURING HALIFAX.

The Grand Trunk has been greatly injuring the export trade of Halifax by refusing to send its cars laden with freight destined for the West Indies either by that port or St. John. In proof of this, Pickford & Black, managers of the steamship lines running from that port to the West Indies, have submitted a number of letters from shippers in various parts of Canada, all stating that the railway positively refuses to send their cars to Halifax and St. John,

and the only way left is to ship their freight via New York.

The board of trade is asked to interfere.

So great has been the influx of wheat at Moose Jaw, N.W.T., that the grain elevators there, which have a storage capacity of \$140,000 bushels, are completely blocked.

T. A. Lytle & Co., encouraged by the largely increased sale of "Sterling" brand pickles during the year now closing, are making preparations for a large output of "Sterling" goods for the new year.

L. Chaput, Fils & Cie. have just received a carload of Griffin & Skelley's seeded raisins that were delayed on the road one week. All the travellers are in for the holidays, but letter orders will receive prompt attention.

# IF RED ROSE TEA

could speak for itself it would personally thank a great many merchants for the good words they have said about it the past year. For me, as the packer of this tea, it has been very pleasant to read some letters I have received (some were not so pleasant, but they are forgotten), and I thank the **merchants of Canada** for the very liberal share of their business I have received during 1901. May the New Year to them be a very happy and prosperous one.

**T. H. ESTABROOKS, ST. JOHN, N.B.**

## WHICH WAY PAYS YOU BEST?

an object for the merchant to push the goods by reason of additional profits. We believe in the merchant's profit, and that is one reason why we ask you to buy, sell and eat

**Superior  
Breakfast Cream**  
(CEREAL)

AND

**Superior  
Gluten Flour**

The other reason is because they are the best Cereal Goods on the market. **THROUGH YOUR WHOLESALE.**

Manufactured by . . .

**North-Western Cereal Co.,**

**London, Ont.**

## Business Will Pick Up!

Windsor Salt won't accomplish miracles but it will certainly add to the character of your general stock. Even if you do not care to sell the highest quality of goods, "business will pick up" when customers find you selling "the best salt."

## Sell Windsor Salt

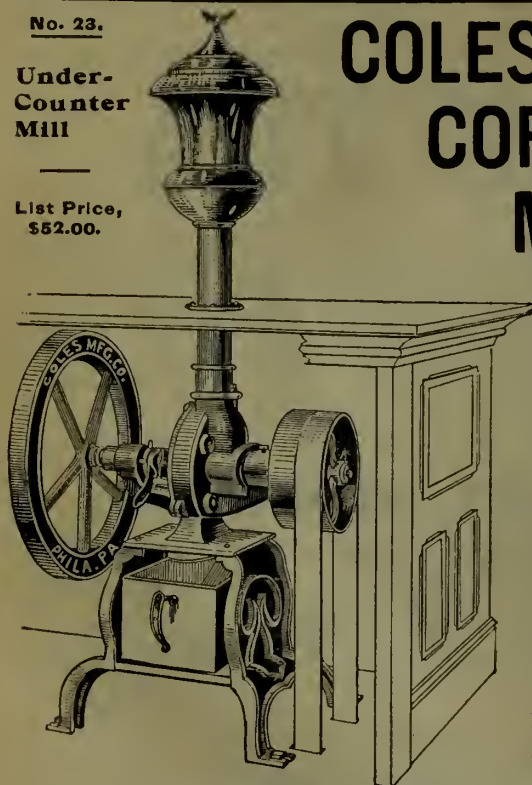
and you sell the best Salt there is or can be. Try it if you never have—try it for your customer's sake, if not your own. Ask your wife to use it and trust to **her** opinion. She's not so different from other women—you'll certainly believe her if you won't believe us.

THE CANADIAN SALT CO., LIMITED,  
Windsor, Ont.

No. 23.

Under-  
Counter  
Mill

List Price,  
\$52.00.



## COLES COFFEE MILLS

None better for  
Granulating or  
Pulverizing.

Our mills will  
Pulverize with-  
out heating Coffee.

Every Coles  
Coffee Mill has a  
Breaker that  
breaks the Coffee  
before it enters the  
grinders, thus re-  
ducing wear of  
grinders.

A GREAT  
LABOR -SAVER.

Our Grinders  
wear longest.

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### AN AFTERMATH.

**C**HRISTMAS Day should be the retail and wholesale grocers' thanksgiving day, for the holiday trade is really their harvest. Like the yields of the field, the crops from the coffers are affected year by year by many influences, and as the merchant prepares for the season that he knows is sure to develop changes in markets and consumptive demand, he sows his seed just as the farmer does, doubtful as to the ultimate yield.

If Wednesday had been the thanksgiving day we suggest, the grocers of this country would have had thankful hearts, for the holiday trade of 1901 has been extremely profitable in almost every way. And it is all the more remarkable coming as it has upon the year following a trade most adverse and disheartening.

Business in holiday fruits is characteristically speculative. This year the market was pretty much in the interest of buyers. Valencia raisins and currants, the two big staples, varied quite considerably, but, unlike last year, dealers did not buy heavily at the top notch and then watch a falling market. Certainly, everybody did not get in at the

low point, but, by a series of small purchases, wherever it was considered opportune, our importers at least averaged themselves on the market. And, moreover, both Valencia raisins and currants are now a little above the starting point.

But if there was one boon to the market more than another this year, it was the fact that the bulk of the trading in fruits has been in high grades. First of all, wholesalers were sickened of poor stuff last year and learned the lesson well to buy only standard brands, and the best qualities of those brands. Consumers also learned to appreciate good fruits, and, as a result, there went up a cry for the best stuff obtainable. The slow selling currant on the market has been the Provincial. Fine off-stalk Valencias did not move freely until selected and layers were cleaned out of the market and people were driven to them.

During the past two weeks there has been an extreme scarcity of high-grade Malaga raisins. Some high-class natural figs were tested on this market for the first time and were absorbed like water on dry ground. Everywhere you look in the fruit market you will see evidences of a strong demand on the better grades.

This turning to more expensive goods is, in itself, enough to give thanks for. A wholesaler was giving THE CANADIAN GROCER an experience on this point the other day. "I once wanted to buy some lard in Chicago," he said, "and upon inquiry for a price for the best brand, I got back the reply that the second grade was good enough for this market and an offer at a pretty low price. I took pride in telegraphing back: 'Your best brand not good enough for Canada, but give us a price on it.' Out of sheer stubborn patriotism, I paid a high price for that lard, and, do you know, that very importation of lard brought me three regular customers I know of, by its high quality. I believe sincerely it pays everybody concerned to handle only the best goods."

The Grocery World, of Philadelphia, comes to hand with a cover striking and appropriate for the Christmas holidays, and with reading matter on the inside which must have been found most helpful to that paper's readers in making preparations for the holiday trade. The publishers of The Grocery World are to be congratulated on their good taste and judgment.

### FALSE EXPORT ENTRIES.

**T**HE instructions sent out by the Customs Department to the collectors at the different ports to prevent misrepresentation as to the country of destination of goods being exported have come none to soon.

If our official trade returns in regard to the exports are to be of the value they should be, it is obvious they should tell us the true destination of the goods which leave our shores. If goods intended for Great Britain or some other port on the other side of the Atlantic are entered for the United States at the Customs House, it is clear that the United States figures in the returns as a larger buyer of Canadian products than she really is.

We have on more than one occasion referred to this matter, and are, therefore, glad the Customs Department has at last taken steps to prevent the continuance of the practice.

We do not know the motive that actuates all in making these false export entries, but we know that some at least do so with the object of keeping their competitors in the dark as to the real destination of their goods. Some have without any hesitation acknowledged this to us.

Aside altogether from the falsifying of entries which such a practice necessarily entails, it is shortsighted from a business standpoint.

One of the drawbacks to Canadian trade in foreign countries is that the products of this country are not sufficiently advertised. It means, in other words, that we are not as enterprising in pushing business as we should be. Only the other day we came across an article in an English trade paper pointing out this in no unmeasured tones. Then we have not yet forgotten the criticism of Sir Christopher Furness along the same line.

Now, it is quite clear that the more Canadian goods are placed in a given foreign market the more will the attention of the people therein be drawn to them and the better will they become acquainted with them, which is the end all wideawake business men seek.

We have been informed by a high official in the Customs Department that vigorous measures will be adopted if necessary for the carrying out of the instructions regarding the falsifying of export entries. We may therefore expect the officials of the Department to be as watchful regarding these as they already are in regard to false import entries.



## BRITISH RESTRICTIONS ON CANADIAN CATTLE

A MEETING was held in Edinburgh early in December to consider the restrictions imposed on the importation of Canadian cattle into the United Kingdom. There were about 50 present, consisting of agriculturists and others interested in the subject. It was unanimously decided to continue the agitation for the removal of the restrictions and to enlist the sympathy of members of Parliament. The Canadian Government is also to be asked to cooperate.

Although, a few months since, the President of The Board of Agriculture, Mr. Hanbury, in decided tones, told a deputation that he would never consent to the removal of the disabilities against Canadian cattle, it is evident that the agriculturists of Scotland are determined to persevere.

The restrictions which, it will be remembered, went into force several years ago, compel the slaughter of Canadian cattle on arrival at the port of entry, thus cutting off the supply of "stockers" or animals which the farmers fattened for the home market. These restrictions were put into force because of a supposed case of pleuropneumonia found in an animal in a Canadian shipment. The evidence was of the flimsiest character. And, although no case prior to that or subsequent to it has been discovered in Canadian cattle at home or abroad, the unjust restrictions have been maintained in spite of the protests of the Canadian Government and the pleadings of the agriculturists and others in the United Kingdom who desired their removal.

There are a good many in Canada who have watched the matter closely who have come to the conclusion that the restrictions have developed into a species of protection, not against pleuro-pneumonia, but against the importation of live cattle at all, the power behind Mr. Hanbury being the English farmer. Be that as it may, there is no pleuro-pneumonia in Canada; and Mr. Hanbury himself has acknowledged that. It is, of course, not called "protection" in England, but it has a decided protectionist flavor just the same.

When the restrictions were imposed it was feared that the cattle trade of Canada was little short of ruined. They undoubtedly

placed an obstacle in the way of its development. But an obstacle by no means always means ruin. The proof of this is the fact that the exportation of live cattle is larger to-day, both in the aggregate and on British account, than it was when the restrictions were first imposed. This will be gathered at once from a glance at the following table:

EXPORTS OF LIVE CATTLE.

| Year.     | Total No. | No. to G.B. |
|-----------|-----------|-------------|
| 1892..... | 107,179   | 101,426     |
| 1893..... | 107,224   | 99,994      |
| 1894..... | 86,057    | 80,531      |
| 1895..... | 93,802    | 85,863      |
| 1896..... | 104,451   | 97,042      |
| 1897..... | 161,361   | 120,063     |
| 1898..... | 213,010   | 122,106     |
| 1899..... | 211,847   | 115,476     |
| 1900..... | 205,524   | 115,056     |
| 1901..... | 169,337   | 119,050     |

The increase in the total exports of live cattle to all countries is in a great measure

## Notice to Advertisers

WEDNESDAY NEXT, Jan. 1, being NEW YEAR'S DAY and a PUBLIC HOLIDAY, it will be necessary for us to close this paper for press on Monday.

We ask advertisers who wish to change their advertisements to kindly let us have copy, etc., on Monday next, otherwise we cannot guarantee insertion of new matter.

THE PUBLISHERS.

due to the removal in 1897 of the United States quarantine against Canadian cattle as the result of a mutual arrangement between the Dominion and United States Governments. As a proof of this it is only necessary to mention that, whereas in 1896 Canada only exported 1,646 head of cattle to the United States, in 1897 the number was 35,998; in 1898, 87,905; in 1899, 92,834; in 1900, 86,989 and in 1901, 46,244 head. The falling off in the exports to all countries last year was, of course, due to the scarcity of cattle in this country.

One good effect of the restrictions imposed by the British Government on the importation of Canadian cattle was the stimulus it gave to the dressed beef industry, our exports of which during the last fiscal year were nearly 10,000,000 lb., whereas five years ago they did not reach 2,000,000 lb. This, it will be noticed by the following table, was due to the development of the British trade in this particular product:

EXPORTS OF BEEF.

|           | Total exports.<br>lb. | Exports to G.B.<br>lb. |
|-----------|-----------------------|------------------------|
| 1897..... | 1,871,120             | 384,633                |
| 1898..... | 1,086,985             | 485,625                |
| 1899..... | 506,360               | 81,214                 |
| 1900..... | 3,037,780             | 2,549,453              |
| 1901..... | 9,859,786             | 8,819,213              |

The aggregate value of our export trade to the United Kingdom in live cattle and dressed beef last year was \$8,960,388 against \$6,477,441 five years ago, an increase of 38 per cent. The total to all countries was \$9,889,217 in 1901, and \$7,240,015 in 1897, an increase of over 36 per cent. It is evident that, in spite of the British restrictions, there is a great deal in the live cattle and dressed beef trades to encourage us to put forth greater efforts in the future than we have in the past.

### FROM OCEAN TO OCEAN.

SEVERAL weeks ago, Mr. Henri Jonas, of Henri Jonas & Co., Montreal, announced through the columns of THE CANADIAN GROCER that he would be pleased to furnish any grocer with a recipe for plum pudding. Grocers in every section of Canada, from the Atlantic to the Pacific, availed themselves of Mr. Jonas' offer, and wrote in for the recipe, which was gladly sent them.

We cite this instance to show that the circulation of this journal is not confined to any one section of the country, but covers the grocery trade in every Province of Canada. We make no unreasonable claim when we state that all shrewd dealers anxious to keep up with the developments of their business subscribe to THE GROCER. A trade paper of this nature becomes a business necessity to the merchant interested in all matters appertaining to the grocery trade, whether his business be located in Nova Scotia or New Brunswick in the far east, British Columbia in the extreme west, or in the intervening Provinces.

### THINK FIRST AND THEN RESOLVE.

We are all near enough to the season of new resolutions to make the present opportunity to glance back over the experience of the past year in order that the causes of our failures may be located.

The better we know ourselves, the better are we able to resolve on ways and means for future guidance in our several vocations.



## THE BEET-SUGAR INDUSTRY.

### HOW LINDSAY FEELS

**A**T Lindsay, Ont., the advisability of granting such a bonus to the beet-sugar capitalists as is being demanded from Peterboro' is coming up for discussion. It is felt that it would be unwise for them to open up negotiations, as they could not grant the entire sum of \$50,000 without increasing their tax rate to a burdensome point. But if money can be made in the manufacture of sugar in Ontario, it is felt that the superior soil and the excellent railway facilities of Lindsay will tempt some of these capitalists to erect a plant without even the inducement of a bonus.

### ALL GOES WELL AT GALT.

The canvassers of The North-American Beet Sugar Co., Limited, Galt, Ont., are very much encouraged by the way farmers and others are subscribing for stock. Great confidence prevails amongst the farmers as to the capabilities of their land for beet-sugar raising, and the campaign for stocks has reached a stage that means a mammoth beet-sugar factory there in 1902. Already over \$15,000 has been subscribed by the farmers alone.

### ECHOES FROM WATERLOO

In Waterloo county the beet-sugar campaign goes merrily on, and in the township of Wilmott alone over 2,500 acres have already been subscribed, the average being about five acres to each contract. And in Cassell the G.T.R. promise to put in a siding for shipping beets, if enough acres were secured there. At the meetings which are held daily in the school-houses and halls, instruction is given as to the manner of raising and marketing the beets, and contracts are received.

### WIARTON NOT SO SLOW.

The supporters of the Wiarton beet-sugar bonus by-law are actively engaged canvassing and holding meetings, that its passage by the electors may be an accomplished fact. It is pointed out that sugar beets would never be lacking, as the Wiarton people could have the whole county of Wellington to draw their acreage from, as limestone of a suitable quality does not exist in the latter place. As over \$300,000 has been subscribed by local capitalists alone, great weight is added to those supporting the above. At a recent public meeting, where the mayor and a number of the most prominent citizens spoke in favor of the bonus, great enthusiasm was displayed and the citizens

organized themselves into committees to carry on the campaign.

### WHAT IS GOOD-WILL ?

**G**OOD-WILL is a term with which every business man is more or less familiar, but there are very few people who understand the meaning of the term in its business sense. This will hardly be wondered at when it is taken into consideration that even the most learned legal authorities differ materially as to the meaning and limitations of the word, one English jurist even going so far as to say that "good-will is a term that can hardly have any precise signification." Lord Eldon, in 1810, defined good-will as being nothing more than the "chance that the old customer will resort to the new place," while Lord Herschell condemns this definition as being entirely too narrow, and looks with favor upon the definition given by another judge, Lord Hatherleigh, who declares good-will to mean "every possible advantage that has been acquired by the old firm in the carrying on of its business, whether connected with the premises or with the name of the late firm, or with any other matter carrying with it the benefit of the business."

When we come to look into the questions that crop up when the transferring of good-will is considered, we find that the main question of "What is good-will?" does not permit an off-hand interpretation. Thus, for instance, there is one kind of good-will that must be kept on a distinct footing, viz.: professional good-will, as, for example, the good-will attached to the business of a lawyer or medical man. It would not at first blush appear that a doctor, whose reputation depends upon his own personal ability, could transfer that reputation to somebody else—perhaps not fully qualified—for a pecuniary consideration, and therefore one would be inclined to say that there could be no such thing as good-will in the business of a medical man. As it happens, however, one cannot take up a medical journal without finding several advertisements of doctors offering to sell the good-will of their practice. The good-will in these cases cannot stand for anything more specific than a promise on the part of the retiring physician to do his best to persuade his patients to patronize the new practitioner, and to "say a good word for him" wherever possible.

There is, however, another consideration which enters into professional good-will, and that is the promise not to compete with the successor, or to carry

on business within a certain radius. If the retiring physician were to open up a new office a few blocks away from the old it is exceedingly probable that, if he were at all popular with his old patients, the latter would be willing to go a few yards out of their way in order to continue their relations with him, and, therefore, an agreement as to the good-will of a medical man, in almost all cases, contains a stipulation that the retiring practitioner will absolutely withdraw from the locality.

It will be readily seen that this kind of good-will is entirely different in character from the good-will of a grocery, for instance, in the latter case the good-will being entirely local, and being attached to the place alone. Of course, it might happen that even a grocer's personal reputation would be the sole drawing feature about the place, and in that case he will have to exercise his persuasive powers in trying to qualify his successor for the carrying on of the work, in the same manner as does the professional man; but generally speaking the patrons of the corner grocery will continue their patronage, no matter whether it is conducted by Smith or Jones, and we can, therefore, come to the conclusion that still another side of good-will is the good-will of locality.

There is, however, a good-will which does not depend upon locality nor upon introduction, but which is identified with the name and nature of the business. Thus, it matters not to the general public, which is a large consumer of somebody's patent grade of soap, who happens to be in charge of the manufacture of that soap, and so long as the old name of the article is kept up and the quality not deteriorated, the good-will will not be affected to the slightest degree. It is this last kind of good-will which one encounters most frequently in the commercial world. While, of course, the personality of a business man may have something to do with the success of his business, it is generally safe to say that the good-will of the business will not materially suffer by an exchange of owners, and the largest class of good-will, therefore, depends upon the reputation of the name of the business and not of the personality of the business man.

Still a further illustration of this may be seen in the case of a newspaper or periodical which has changed hands. In this instance the circulation of the periodical, of course, constitutes the good-will and, generally speaking, the good-will will not suffer by the change of ownership.

When the question of valuation of good-will is deeply gone into and the legal aspect of the subject is considered in all its branches, it will be readily seen that the question of what really constitutes good-will is one requiring careful and weighty consideration before a solution can be arrived at.—Accounties.

# "In the matter of Ceylon Greens."

You are a grocer, and so long as you are catering to the wants of the people you will **have** to give them **the best the world affords for the price paid**; that is, of course, if you intend to stay in the race. Don't imagine that you can escape the conditions which are affecting all other dealers.

And the conditions are all right, too.

# "SALADA"

uncolored Ceylon **Greens** are better Teas than Japans. Therefore,

## DOWN MUST GO JAPANS.

Nothing can save them. Can you afford to delay acquiescing to the inevitable?

**Samples on inquiry. "SALADA,"** Toronto and Montreal.

*We thank our many friends for their  
liberal patronage in 1901, and offer  
our best wishes for a Prosperous New  
Year to one and all.*

**The Brantford Starch Works, Limited**

**BRANTFORD, ONTARIO.**

**NOW** look here! You are wideawake storekeepers and you know that sloppy goods take for a time, provided they are cheap and CHEAP goods generally are sloppy. We have Jams in our mind when we say the above. There is very little satisfaction selling cheap goods, anyhow. We know we are asking more than anyone else for JAMS, but we have to. Our Jams are the best in Canada. We make them BEST and they sell BEST. We are out for the best trade, because it lasts longer and is the easiest to hold when quality, not quantity, is the consideration.

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**King and Bathurst Streets, TORONTO**



# MARKETS AND MARKET NOTES

## INFORMATION FOR BUYERS.

If any reader wishes to know where any article can be purchased in Canada or abroad, a letter to the Editor will probably place him in communication with the seller.

## ONTARIO MARKETS.

Toronto, December 26, 1901.

### GROCERIES.

**B**USINESS during the past week has been of the usual holiday sorting-up nature. The orders have been numerous, but small. The holiday trade this year has been of a fairly-satisfactory character, especially as far as the volume of business is concerned. The only complaints we hear of are in regard to the margin of profits, which are small, as a rule. The most striking feature of trade this week is a further decline of 10c. in the price of refined sugar, in sympathy with the weakness in the United States. Little or nothing is being done in canned goods, and in foreign dried fruits there has been a good business, with prices decidedly strong and supplies in Valencia raisins light. The tea market continues strong. Coffees are in light demand, but prices are firm.

### CANNED GOODS.

The volume of business, as is usual at this time of the year, is light, and there is nothing of interest to note. The ruling price for tomatoes is still 82½ to 85c.; peas and corn, 80c. up. Only an occasional order is being received for canned fruits, which still rule at \$1.75 to \$1.90 for peaches, \$1.65 to \$1.70 for strawberries, and \$1.60 to \$1.80 for raspberries. There is still only a moderate demand for canned salmon. The ruling prices for canned salmon are: Fraser River sockeye, \$1 42½ for 5-case lots and over, and \$1.45 for less quantities; Northern sockeye, \$1.25 to \$1.30; cohoes, \$1.05 to \$1.15.

### COFFEES.

The coffee market continues to rule strong, and Tuesday's cables announced an advance of 5 points over the previous day's figures. The strength of the market is largely interfering with the import business as wholesalers are looking for lower prices before placing orders. A feature of the

local trade during the past week is some transactions that have taken place in Mexican and Santos coffees for export to New York and Chicago. The retail demand for coffee is light. Quotations rule as before. We quote: No. 7, 8c.; No. 6, 8¼c.; No. 5, 8½c.; No. 4, 9c.; No. 3, 10 to 12c.

### CANDIED PEELS.

There is still a good business of a sorting-up character being done. We quote as follows. Lemon, 10 to 12½c.; orange, 11 to 13c.; citron, 15 to 18c., according to brand and quality.

### NUTS.

There has been a fairly good demand during the past week for all kinds of nuts for the holiday trade. We quote: Greenobles, 10¼c. by the bale up to 12c. for smaller quantities. Marbots, 9½ to 10½c.; filberts, 9½ to 10½c.

### RICE AND TAPIOCA.

Business is quiet and prices unchanged in both these lines. We quote: B rice,

See pages 31 and 32 for  
Toronto, Montreal, and St.  
John prices current.

3¼c.; Japan rice, 5½ to 6c.; tapioca, 4 to 4½c.; sago, 4½ to 5c.

### SUGAR.

The demoralization of the sugar market noted last week has become more pronounced. Since our last advices the Arbuckles have reduced their prices a further 5c. with an extra discount of 1 per cent., making their total reductions 19c. per 100 lb. below those of the Sugar Trust. On Monday the American Refining Company reduced its quotations on hard sugars 25c. per 100 lb., and on softs 15c. per 100 lb. The Arbuckles did not allow themselves to be outgeneraled by the Trust's move, but reduced their quotations a further 10c., still giving the extra 1 per cent. discount. This was promptly met by the Howell Refinery. The independent refineries are, therefore, 4c. per 100 lb. lower on granulated than the Sugar Trust, the quotations being \$4.37 and \$4.41 respectively on granulated sugars. The difference between granulated and centrifugal sugars is now 71 and 75c. respectively. Centrifugals for the week are

down 3-32c., the quotation now begin \$3.66 duty paid New York. During last week stocks at the four U.S. ports were increased by 6,000 tons. Owing to the near approach of stock-taking local dealers are quite indifferent, and the movement from second hands is extremely light and absolutely for present requirements. Prices locally are 10c. lower all around in sympathy with the outside markets, and the basis for granulated is now \$3.90 Montreal, and \$4.08 Toronto. The price of both refined and raw sugar has again made a new record. Beet sugar is now down to 6s. 9d.

### SYRUPS AND MOLASSES.

There is naturally only a small business being done and prices rule as before. The ruling price for molasses is 25 to 28c. for New Orleans, and bright sugar syrups, 35 to 37c. The ruling quotations on corn syrup are: 3½c. in bbls.; 3¾c. in ½ bbls.; 3¾c. in ¼ bbls.; \$1.60 in 38-lb., and \$1.20 in 25-lb. pails.

### TEAS.

The position of the tea market continues strong. Advices early this week say that there is a good demand from Russia for Indian teas, which has put the price of good pekoes up to a very high figure. The advices further state that the position of the market is very strong, and that higher prices may be looked for after the holiday season. The Indian tea season is over, and the shortage is confirmed at a high point. The situation locally continues to improve. As far as we can learn, there is nothing in Indian and Ceylon low-grade teas under 12c. that can be considered merchantable. The local market is still below the parity of the London market. It is said the teas arriving are not costing less than about 13½ to 14c. Mail advices from London, under date of December 13, state that with a good demand recent valuations on Indian teas were fully maintained, competition being very strong for all teas up to about 7d. per lb. Other grades occasionally showed some irregularity, but bidding appeared to be decidedly more general than of late. Good medium pekoes still continue very cheap and should attract greater attention. There was decidedly more life in the bidding for Ceylon up to 6d. per lb., which was a trifle dearer, while grades between that and 8d. were very firm. China green teas are still scarce and dear.



**FOREIGN DRIED FRUITS.**

**CURRENTS**—The demand continues good and price firm. Fine Filiatras, 6 to 6½c., and Campos are quoted at the same figure; Patras, 6½ to 7c.; Vostizzas, 7½ to 8c.

**VALENCIA RAISINS**—The position of the market continues strong. Locally, the demand is good and stocks light. We quote: Selected, 6½ to 6¾c., and fine off stalk, 5¾ to 6c.

**MALAGA RAISINS**—There has been a fair sorting-up demand. We quote as follows: Black baskets, \$2.25; "Empire Clusters," \$2.60; "Dehesa Clusters," \$3.10; "Excelsior Clusters," \$4.60; "Connoisseur Clusters," \$2.10; "Extra Dessert Clusters," \$3.35; "Royal Buckingham Clusters," \$5.

**PRUNES**—Trade keeps fair. We quote as follows: Californian prunes: 100 110's, 5c.; 90-100's, 5½ to 6¼c.; 80 90's, 6½ to 7c.; 70-80's, 6¾ to 7¼c.; 60 70's, 7½ to 8c.; 50 60's, 8 to 8½c.; 40 50's, 8¾ to 10c. French, 100's, 3½ to 4c.

**FIGS**—Trade has been good during the past week. We quote mat figs 3¼c.; naturals, 3¼ to 4½c., according to quality; tapnets, 3¼c., and Eleme figs range all the way from 8½ to 18c.

**DATES**—Trade is fair at 4½ to 4¾c. for Hallowees, and 4¼ to 4½c. for Sairs.

**CALIFORNIAN EVAPORATED FRUITS**—Trade is fair for the time of year, and prices rule at 13 to 16c. for apicots in 25-lb. boxes, and at 11 to 13c. for peaches

**GREEN FRUITS.**

The Christmas green fruit trade has never been better than this year, especially for oranges. Floridas sold exceptionally well, and Mexicans and Valencias, which were in excellent condition and came in earlier this year, were in better demand than in former years. The Californian orange season has just fully opened, and the fine condition of the fruit made them favorites with many. Grapes were good sellers, while cranberries have been mostly all sold out. The prices of the latter have been very firm, owing to the big demand from all quarters. Apples are being offered sparingly, and extra fine stock is worth \$5 per bbl., but the bulk that are offered sell at from \$4 to \$4.50. The market for lemons is also good. Californian oranges are from 25 to 50c. per box easier. We quote: Apples, \$4 to \$5 per bbl.; bananas, \$1.50 to \$2 for firsts, and 80c. to \$1 for first eight hands; Jamaica oranges, \$4.75 to \$5 per bbl., or \$2.75 to \$3 per box; Florida oranges, \$3.75 per box; Mexican oranges, \$2.50 per box; Californian lemons, \$3.50 to \$4 per box; Messina lemons, \$2.75 to \$3.25 per box; Californian oranges, \$3.25 to \$3.50 per box; Valencia oranges, \$4 to \$5.50 per case;

Malaga grapes, \$6 to \$6.50; Almeria grapes, \$5.50 to \$6.50 per keg; cranberries, fancy Jerseys, \$10; pineapples, 23 to 25c. each by the case.

**VEGETABLES.**

The Christmas season does not seem to affect the vegetable market to any great extent. Cabbages and turnips are finding a slow sale. Carrots and parsnips are quiet. Cabbages are freely moving, and are 10c. higher. Potatoes are very firm, and are selling at from 5 to 10c. more per bag. We quote as follows: Carrots, parsnips and beets, 20c. per peck; turnips, 15c. per peck and 35c. per bag; lettuce, 30 to 40c. per doz.; radishes, 40 to 50c.; mint and parsley, 20 to 25c.; cauliflower, \$1.00 to \$1.50 per doz.; celery, 50 to 75c.; red cabbage, No. 1, 5 to 10c.; cabbage, 40 to 60c.; dry onions, \$1 per bush.; potatoes, 90c. to \$1 per bag.

**COUNTRY PRODUCE.**

**EGGS**—The movement from stock of cold-stored and limed has been brisk. Fresh-gathered are very scarce. The prices are very firm, but no change has yet been made. We quote: Fresh gathered, 19 to 21c.; cold-stored, 17 to 19c., and limed 16 to 17c. per doz.

**BEANS**—The movement is fair, the demand being moderate. We quote: Choice handpicked, \$1.70 to \$1.75; prime, \$1.50 to \$1.60 per bush.

**HONEY**—Demand has somewhat improved, the inquiries being more numerous. We quote: Clover, in 60-lb. tins, 9¼c.; less quantities, 10c. per lb.; in combs, \$2 to \$3 per doz.

**DRIED APPLES**—There is a quiet trade in this line. Prices are unchanged. We quote: Evaporated apples 9¾ to 10c. in carlots and 10¾c. in less quantities. Dried apples 5 to 6c. per lb.

**POTATOES**—The price of potatoes has advanced from 5 to 7c. per bag since last week, and they are now bringing 74 to 76c. per bag on the track. There is a good demand at from 90c. to \$1 per bag retail.

**BUTTER AND CHEESE.**

**BUTTER**—There is a moderate demand, especially for choice dairy 1-lb. blocks, which are firmer, in some cases 1c. per lb. more being received. Creamery is firm, with good inquiries for export. We quote as follows: Choice 1-lb. prints, 17 to 19c.; large rolls, 16 to 17c.; tubs, best quality, 15 to 16c.; tubs, medium grade, 12 to 14c. per lb. Creamery prints sell at 21 to 22c., and creamery solids, 20½ to 21c. per lb.

**CHEESE**—The advance in cheese has been maintained, and prices are very firm, with an upward tendency. We quote: 10 to 10¼c. per lb.

**POULTRY AND GAME.**

**DRESSED POULTRY**—Turkeys are very scarce, and high prices for them are prevalent, as high as 11c. being paid. Ducks are also very scarce, and are 5 to 10c. per pair higher. Geese are 1c. per lb. higher. We quote: Chickens, 30 to 50c. per pair; ducks, 50 to 80c. per pair; geese, 7 to 8c. per lb.; turkeys, 8½ to 11c.

**LIVE POULTRY**—There have been smaller arrivals of live poultry this week. The country seems to be relieved of its surplus stock, and trade in this line will probably be greater. The Canadian Produce Company, 36 and 38 Esplanade east, Toronto, will pay until further notice for spring chickens, 6c. per lb. For ducklings, 5c. per lb. For hens (including last year's birds) 2½c. per lb. These prices are for live weight on arrival. Crates shipped free and express paid up to 50c. per 100 lb. of chickens.

**GAME**—Although the game season has been closed for some time, those who have licenses are exposing for sale some game which they had placed in cold storage. We quote: Canvas back, 75c.; red head, \$3; pin tail, 75c.; blue bill, 60c.; mallard, \$1 to \$1.25 and black duck, \$1 to \$1.25 per brace.

**FISH AND OYSTERS.**

Oysters are exceptionally good sellers, being now in season, with prices very firm. In fish the trade is good, especially in Digby herring. Ciscoes are ½c. lower. Frozen fish are now on sale instead of fresh. We quote as follows: Frozen fish—Codfish, 6 to 8c.; whitefish, 7 to 7½c.; herring, 4 to 5c.; trout, 7½c.; halibut, 14c.; sea salmon, 13 to 15c.; haddock, 6c.; perch, 4c.; British Columbian salmon, 20c. Smoked fish—Ciscoes, \$1 to \$1.25; finnan haddie, 7 to 7½c.; Digby herring, 60 to 75c. per bundle. Prepared fish—Dried cod, in 112 lb. bundles, \$4.75 per cwt.; flitched cod, \$5.50 to \$6; boneless cod, in bricks, 4½ to 5½c. per lb.; steak cod, 6½c. per lb.; shredded cod (2 doz. in box), \$1.80 per box; boneless fish, loose, in 25-lb. boxes, 4 to 4½c., and in 5-lb. boxes, 5c. per lb. Oysters—Standards, \$3.75 per small pail or \$1.50 per Imperial gallon; selects, \$2 per Imperial gallon.

**GRAIN, FLOUR AND BREAKFAST FOODS.**

**GRAIN**—The prices of Manitoba hard wheat are unchanged at 86c. grinding in transit, or 85c. Toronto and west. There has been a good delivery of oats on the local market and prices are 1c. lower. Barley has not arrived in such large quantities recently, and the price has gone up 2c. per bush. The other lines are quiet. We



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Merchants.Fruit Importers  
and Exporters.Canadian Apples  
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Quote us if you have anything to offer.  
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Long Distance 'Phone Main 645.  
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IN CAR LOTS.

If open to buy or sell, wire

**R. W. HANNAH**

Board of Trade, - TORONTO

To  
**GROCCERS**  
IN SMALL TOWNS.If you trade  
any of your  
goods to the  
farmers for Pro-  
duce, you can  
get **CASH** for  
all your live  
chickensfrom  
The Canadian  
Produce Co.,  
TORONTO.Butter Cheese  
Eggs PoultryConsignments Solicited.  
Highest Prices. Prompt Returns.**The Wm. Ryan Co.,**... Limited.  
70 and 72 Front St. E., Toronto.**HONEY**We can give you this in any size tins  
and quantities. Write us for quota-  
tions, it will pay you.**Rutherford, Marshall & Co.**

68 Front Street East, Toronto.

Consignments of Produce Solicited.

The  
**DAWSON** Commission  
Co., LimitedFRUIT, PRODUCE AND  
COMMISSION MERCHANTS.Cor. Market and  
Colborne Streets,

TORONTO

quote: White and red Ontario wheat, 70 to 80c.; goose, 66½ to 67c.; oats, new, 47 to 48c.; rye, 58c.; barley, 59 to 63c.; peas, 77 to 80c.; buckwheat, 54c.

FLOUR—As millers and flour merchants are now taking stock there is a small movement of flour this week. Things will continue quiet until the advent of the new year. The prices are unchanged. We quote: Ontario patents, in bags, \$3.70 to \$3.80; Hungarian patents, \$4.15; Manitoba bakers', \$3.90; straight roller, \$3.40 to \$3.50 per bbl. in Toronto.

BREAKFAST FOODS—The larger deliveries of oats have resulted in a decline of 20c. in oatmeal and 10c. in rolled oats. This will only be temporary, however, and millers expect an advance in a short time. We quote as follows: Oatmeal, standard and granulated, in carlots on track here, \$5.55; standard rolled oats in carlots on track here, \$5.25; in bbls., 15c. more; broken lots are 15c. per bbl. extra; rolled wheat, \$2.50 in 100-lb. bbls.; cornmeal, \$4.00; split peas, \$4.50; pot barley, \$4.50.

**HIDES, SKINS AND WOOL.**

Country wool handlers feel that the prices their wool brings is far below its value, and have been not very liberal in their offerings lately. Consequently, the receipts have not been quite up to the mark. But the market continues very weak and higher prices will not likely be obtained. Even as it is unwashed wool is being bought 1c. lower in some cases. Sheepskins are 5c. higher.

HIDES—We quote: No. 1, green, 8c.; No. 2 green, 7c.; No. 1 green, steers, 8½c.; No. 2 green, steers, 7½c.; cured, 8¼ to 8¾c.

SKINS—We quote: No. 1 calfskins, 9c.; and No. 2, 7c.; deacons (dairies) 55 to 60c. each; sheepskins, 65 to 75c.; deerskins, 12½ to 14c. per lb.

WOOL—We quote: Fleece, 13c., and unwashed, 7 to 8c. per lb.

**SEEDS.**

No further change has occurred. Outside shippers have not met the advances recently made, and the seed market is rather unsettled. The movement is normal. We quote: Red clover, \$4.80 to \$5.25; alsike, \$6.50 to \$8.50, and timothy, \$2.25 to \$3 per bush.

**MARKET NOTES.**

Finnan haddie is being offered at ½c. per lb. less.

Californian navel oranges are from 25 to 50c. per case lower.

Potatoes are becoming scarcer, and the price on the track is 5 to 7c. per bag

The following Brands manufactured by

**The AMERICAN TOBACCO CO.**

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Are sold by all the Leading Wholesale Houses

CUT TOBACCO

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RICHMOND STRAIGHT CUT.

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**Ostrom, McBride & Stronach**Wholesale  
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FRUITS OF ALL KINDS IN SEASON.

EARLY VEGETABLES.

POTATOES IN CAR LOTS. Consignments Solicited.

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**FISH AND OYSTERS**

Largest variety of fresh and frozen Fish in the Dominion. Mail or telephone orders receive prompt attention. Can ship on any train.

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**Foreign Shippers**If you want to offer your goods in  
WINNIPEG, CANADA. we will be  
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Winnipeg Fruit Merchants.

**THE RUBLEE FRUIT CO.**

LIMITED.

IMPORTERS OF FOREIGN AND DOMESTIC  
GREEN AND DRIED FRUITS, NUTS, Etc.151 Bannatyne St., 12th St.,  
WINNIPEG, MAN. BRANDON, MAN.

higher. The retail prices are 5 to 10c. more in range.

Oatmeal has taken a drop of 20c. and rolled oats 10c. per 100 lb.

Oats have declined 1c., while, on the other hand, barley has advanced 2c. per bush.

Turkeys and ducks are very scarce, the former being from 1 to 3c. per lb. higher, while the latter are 5c. per pair higher.

#### BOGUS UNITED STATES DOLLARS.

During the Christmas rush some person or persons have caused bogus United States dollars to be extensively circulated throughout Toronto. They are of good color and ring well, but are light in weight and will not stand the acid test.

#### A CORRECTION.

In last week's issue of THE GROCER we stated that Marie Leclerc was registered as the proprietress of the business of Leclerc & Letellier, Quebec; the name of the proprietress should have been Marie Letellier, the widow of Alp. Letellier.

#### ELEVATOR CASE SETTLED.

At the non jury sittings at Woodstock, before Justice Ferguson, the case of the Town of Goderich vs. The Goderich Elevator Co. was settled. The matter in dispute between the two parties was some \$7,000 interest which had accrued during the delay in getting a deep channel to the elevator. As neither party wanted to foot the bill, the case was brought into court, and, upon the advice of the judge, it was finally agreed that the company would assume \$2,500 thereof and the town the balance. So it was arranged that on February 1, 1902, the company will pay the town \$52,500, being the \$50,000 in stock temporarily taken in the elevator company, together with the company's share of the interest. The town will then guarantee the bonds of the company to the extent of \$50,000, besides giving them 10 years tax exemption, excepting school taxes, free water and fire protection.

#### MAY MEET IN WINNIPEG.

On the suggestion of F. W. Thompson, vice-president of the Canadian Manufacturers' Association, prominent Winnipeg business men are making efforts to have the next annual meeting of the association held in that city. W. Georgeson, president of the Winnipeg Board of Trade, E. L. Drewry, and Mayor Arbutnot are all interested and will leave nothing undone to induce the association to fall in line with their suggestion.

#### QUEBEC MARKETS.

Montreal, December 26, 1901.

#### GROCERIES.

THE Christmas trade is over and it has been conceded to have been one of the most successful in the history of the grocery trade. Of Christmas supplies our importers bought very carefully this year and as a consequence stocks are now well cleaned up and several houses are in absolute need of supplies. As the French New Year's trade counts for nearly as much in this city as the English Christmas trade, we can expect that the Montreal wholesale grocers will carry over but light stocks into the new year. Supplies of all sorts of dried fruits are now being rushed forward to meet the moderate but regular demand of the next few months. Meanwhile currants, Valencia raisins, Malaga raisins, figs, Tarragona almonds and peels are all bringing full prices on account of their scarcity. The feature of the week has been the marked decline in the price of raw beet sugar, which came as a great surprise to the trade here. The latest cable is 6s. 9d., a decline of 3d. to 4d. on the week. Needless to say the regular market is easy. The lard market is rather firm and Fairbank's compound is marked up a fraction. Teas are quiet this week with prices firm and unchanged. Latest reports from the Barbados indicate better hopes for the coming crop of molasses. In spices the upward trend in peppers and gingers is maintained.

#### SUGAR.

The raw beet market has developed a further weakness this week and the latest cable to hand quotes December beet at 6s. 9d., a drop of more than 3s. on the week. The decline is a direct result of higher estimates of the season's crop and the doubt as to the world's ability to consume the heavy supplies at present prices. The New York market has declined another 5c. and while the local refiners have not followed suit, the market may be said to be weak. The local price to-day is \$4 for granulated and \$3.25 to \$3.95 for yellows.

#### TEAS.

At the beginning of the week there was a fair movement of large lots of teas, but the last day or so has seen no business done. The demand we speak of has been quite general covering fine Ceylons, Japans, greens and China blacks. All prices are held quite firmly. There has been a good deal of inquiry for 13½c. Japans, but offerings at this figure are decidedly scarce.

#### SYRUPS.

There is a fair demand for corn syrup and a good trade is being done in sugar syrup. We quote corn syrup: 3½c. in bbls.; 3½c. in ½ bbls.; 3½c. in ¼ bbls.; \$1.60 in 35½-lb. and \$1.20 in 25-lb. pails.

#### MOLASSES.

A circular from the Barbados, dated December 7, says: "Our reaping season will probably open about February next. During the fortnight we have had some good rains, very favorable for the young crop. The plant canes are doing well, and the ratoonings have also improved, although low for this time of the year.

Include with first order from wholesale grocer a trial lot of



the unequalled cleaner. Steady growth, **seasonable**, well advertised, and have letters daily from consumers.  
34 Yonge Street, Toronto.

## POULTRY

I have the trade, and can command big prices. I want all your **Butter, Eggs, Potatoes, Apples, Cheese, etc.** Consignments receive personal attention. Correspondence solicited.

A. A. SIMONSKI, 250 Spadina Ave., Toronto.  
Wholesale Produce and Commission Merchant.

## "Imperial" Brand PEARS

are as good as any, and a good deal better than some other brands. Why? Because we use good fruit and preserve it the right way. That's why.

IMPERIAL CANNING CO.,  
KINGSVILLE.

## FISH! FISH!

In stock a full line of the following first-class goods:

British Columbia Frozen Salmon;  
Frozen Halibut; White Fish and Trout,  
in ½ bbls.; Mackerel, in kils; Fletched  
Cod, 100-lb. boxes; Labrador Herrings,  
Oysters, Finnan Haddies, etc.

SEND IN YOUR ORDERS.

WHITE & CO.  
TORONTO

Toronto Fruit Merchants.

## FANCY NAVEL ORANGES

We have the fancy "Camellia" Brand again and they are sound, juicy and sweet.

New Messina Lemons, Florida Oranges,  
Malaga Grapes, Dates, Figs, Nuts.

Mail orders a specialty.  
Send us your Xmas Order.

HUSBAND Bros. &  
Co.

82 Colborne St., TORONTO.

## ORANGES

EX. FANCY "LION" BRAND NAVELS  
FLORIDA ORANGES  
JAMAICA ORANGES  
MEXICAN ORANGES  
VALENCIA ORANGES

MESSINA AND CALIFORNIA } LEMONS

Get our prices before placing  
Holiday Order.

CLEMES BROS., TORONTO



The weather is now much cooler." The local demand for molasses is fair at 28 and 29c.

## CANNED GOODS.

Trade in canned goods is pretty well confined to expensive grades. Staple articles are quiet at previous prices. Tomatoes are worth 82½ to 87½c.; corn, 80c. and peas, 80 to 95c. Salmon is wanted in fair quantities at \$1.00 to \$1.05 for pink; \$1.30 for spring; \$1.32 for Rivers Inlet red sockeye; \$1.45 for Fraser River red sockeye, and \$1.42½ to \$1.45 for Clover Leaf talls.

## SPICES.

The upward movement in gingers and peppers continues and dealers here will probably advance prices on the turn of the year. We quote: Nutmegs, 30 to 55c. per lb., as to size; penang mace, 45 to 50c. per lb., as to quality; pimento, ground, 12½ to 15c.; cloves, 15 to 25c.; pepper, ground, black, 17 to 22c., according to grade; white, 25 to 27c.; ginger, whole, Cochin, 15 to 17c.; Japan, 13 to 14c.; Jamaica, 16 to 20c.; Afghan, 12 to 13c.; ground, Japan, 15c.; Cochin, 16 to 17c.; Jamaica, 20 to 22c., and Afghan, 13 to 14c.

## COFFEE.

There has been a good business doing in coffee this month. Roasted coffees are worth: Mocha, 27 to 32c.; Javas, 25 to 32½c.; Rios, 13 to 18c.; Santos, 15 to 22½c.; Maracaibos, 15 to 22c.

## RICE AND TAPIOCA.

All reports confirm the scarcity of English milled Patna rice and values on the local market are very strong. We quote in combine district as follows: B rice in bags, \$3.10; in ½ bags, \$3.15; in ¼ bags, \$3.20; in pockets, \$3.25. In 10-lb. lots an allowance of 10c. is made. CC rice, \$3 in bags; \$3.05 in ½ bags; \$3.10 in ¼ bags; and \$3.15 in pockets. In the open territory prices are about 10c. less. Patna rice is worth 4½c. per lb., and tapioca, 3½ to 3¾c.

## FOREIGN DRIED FRUITS.

**CURRENTS.**—The arrivals of additional stocks of currants have been disappointing and the supplies in local hands have been no more than enough for the holiday consumption. Consequently prices are well maintained. Fine Filiatras are worth 5½c. in ½ cases; 6c. cleaned; 1-lb. cartons, 8c. and finest Vostizzas, 7½ to 8c.

**VALENCIA RAISINS.**—The demand for raisins has been quite brisk and the entire season's trade has been highly satisfactory as stocks have been well cleared out at remunerative prices. There has been quite a scarcity of the better grades and the stringency will be felt in the local market this coming week. Locally, finest off-stalk is worth 5½ to 5¾c.; selected, 6½ to 6¾c., and layers, 6½ to 6¾c.

**CANDIED PEELS.**—One of the features of the market this week has been the great scarcity of peels. Some big houses say the demand has been so brisk and regular that they are virtually sold out of their entire importations. Consequently prices are very strong. Lemon peel is worth 10½c.; orange, 11½c., and citron, 16½c., a slight advance on last week's quotations.

**PRUNES.**—Prunes are active and strong. We quote as follows: Californians, 8½c. for 40-50's, 8c. for 50-60's, 7½c. for

60-70's, 7½c. for 70-80's, 6½c. for 80-90's, 6½c. for 90-100's.

**MALAGA RAISINS.**—Cheap grades are about the only Malaga raisins obtainable. Even the largest houses are sold out of the more desirable grades and are compelled to buy from hand-to-mouth. We quote: London layers, \$1.50 to \$1.60; "Connoisseur Clusters," \$2.15 to \$2.25; ¼'s, 65 to 70c.; "Royal Buckingham Clusters," \$3.30 to \$3.35; ¼'s, \$1.05 to \$1.10; "Excelsior Windsor Clusters," \$4.50 to \$4.60; ¼'s, \$1.30 to \$1.40.

**DATES.**—Hallowee dates are firm at 4¼ to 4½c.

**FIGS.**—Tapnet figs are firm and layer figs are selling well. Tapnets are worth 97½c. to \$1.

**CALIFORNIA RAISINS.**—The market is strong at last week's advance with a special activity in seeded raisins which are selling at 9¼ to 9½c.

## NUTS.

Tarragona almonds are very scarce. We quote as follows: Walnuts, 9½ to 11c.; Tarragona almonds, 12 to 13c.; shelled walnuts, 18½ to 19c.; shelled almonds, 26 to 27c.; Jordan shelled almonds, 42c.; filberts, 8½ to 9½c.; pecans, 15 to 16c.

## GREEN FRUITS.

There has been a very brisk holiday trade done at current quotations. We quote: Jamaica oranges, \$4.50 to \$4.75; Florida oranges, \$3.75 to \$4; Californian sunflowers, \$3.75 to \$4.00; Valencia oranges, 420's, \$4; 520's, \$4.75; 714's, \$5.25; Messina lemons, \$2.75 to \$3.00 per box; Malaga lemons, ¼ chests, \$5.25 to \$6; pineapples, 15 to 20c.; Canadian apples, \$3 to \$5 per bbl.; limes, \$1.50 per box; cocoanuts, \$3.50 per bag of 100; bananas, No. 1, \$1.75 to \$2.25, and eight hands, \$1 to \$1.50; Spanish onions, \$1; sweet potatoes, Vineland's, \$4 to \$4.25; Malaga grapes, \$5.50 to \$7 per keg; cranberries, \$7.50 to \$9.50; barrel onions, \$3; chestnuts, 10 to 11c.; Italian chestnuts, 12½c.; holly, \$4 per basket.

## FISH.

**FISH.**—The coming of Advent has stimulated quite a trade in fish. We quote as follows: Haddies, 6½c.; bloaters, 90c. per box; kippers, 90c. per box; smoked, medium herrings, 12c. per box; fresh haddock and cod, 3½c. per lb.; whitefish, 6½c.; dore, 6½c.; pike, 5c.; halibut, 7c.; salmon, 9c.; trout, large and medium, 7c.; No. 1 herrings, Nova Scotia, \$5.37½ per bbl., No. 1 herrings, Nova Scotia, \$2.90 per ½ bbl.; No. 1 Holland herrings, \$6.50 per ½ bbl.; No. 1 Scotch herrings, \$6.50 per ½ bbl.; No. 1 Scotch herrings, 98c. per keg; Holland herrings, 72c. per keg; salted eels, 6½c. per lb.; No. 1 green codfish, \$6 per bbl.; No. 2, \$5; large, \$7; No. 1 green haddock, \$4.75 per bbl.; No. 1 pickled sardines, \$5.50 per bbl.; No. 2 mackerel, \$12.50 per bbl.; No. 3 mackerel, \$9 per bbl.; cod, 1 and 2-lb blocks, 6c. per lb.; loose boneless cod, 5c. per lb. in 40-lb. boxes; dressed codfish, \$5 per case; dried codfish, \$5 per 112-lb. bundle; No. 1 Labrador salmon, \$17.50 in tierces; No. 1 Labrador salmon, \$12 per bbl., No. 1 Labrador salmon, \$6.25 per ½ bbl.; No. 1 B.C. salmon, \$5.50 per half bbl. and \$11.00 per bbl.; standard bulk oysters, \$1.30 per gallon; select bulk oysters, \$1.50 per gal.; Malpeque, Blue Point and other shelled oysters, \$6 per bbl.; clams, in shell, \$4.50 per bbl.; Marshall's kippered herrings, and same with tomato sauce, \$1.45 per doz.; Canadian kippered,

\$1 per doz.; Canadian ¼ sardines, \$3.75 per 100; canned Cove oysters, No. 1 size, \$1.30 per doz.; canned Cove oysters, No. 2 size, \$2.20 per doz.

## LIQUORS.

## SCOTCH WHISKIES.

|                                                   | Per case of quarts.        | Per case of quarts. |
|---------------------------------------------------|----------------------------|---------------------|
|                                                   | \$9 50 less 3 p.c. 30 days |                     |
| Roderick Dhu .....                                | 10 50                      | " " "               |
| Usher's O.V.G. Special Reserve .....              | 13 00                      | " " "               |
| Usher's G.O.H. ....                               | 9 75                       | " " "               |
| Gaelic, Old Smuggler .....                        | 9 50                       | " " "               |
| Greer's O.V.H. ....                               | 10 25                      | " " "               |
| Old Muff .....                                    | 10 50                      | " " "               |
| Sheriff's One Star .....                          | 9 75                       | " " "               |
| " V.O. ....                                       | 10 00                      | " " "               |
| Kilmarnock .....                                  | 10 75                      | " " "               |
| Doctor's Special .....                            | 9 25                       | " " "               |
| House of Lords .....                              | 11 00                      | " " "               |
| Bullock, Lade & Co.—                              |                            |                     |
| Special blend .....                               | 9 25                       |                     |
| Extra special .....                               | 11 00                      |                     |
| John Dewar & Sons—                                |                            |                     |
| Extra special .....                               | 9 50                       |                     |
| Special liqueur .....                             | 12 25                      |                     |
| Extra .....                                       | 16 50                      |                     |
| James Ainslie & Co.—                              |                            |                     |
| Highland Dew .....                                | 6 75                       |                     |
| Glen Lion, extra special .....                    | 12 50                      |                     |
| J. Brown & Co.—                                   |                            |                     |
| Duke of Cambridge ...                             | 12 00                      |                     |
| Mitchell's—                                       |                            |                     |
| Heather Dew .....                                 | 7 00                       |                     |
| Special Reserve .....                             | 9 00                       |                     |
| Mullmore .....                                    | 6 50                       |                     |
| W. Teaches & Sons—                                |                            |                     |
| Highland Cream, qts., \$9.50 less 3 p.c. 30 days. |                            |                     |

## CANADIAN WHISKIES.

|                                    | In barrels.        | per gal.    |
|------------------------------------|--------------------|-------------|
| Gooderham & Worts, 65 O. P. ....   | \$4 50             |             |
| Hiram Walker & Sons .....          | 4 50               |             |
| J. P. Wiser & Son .....            | 4 49               |             |
| J. E. Seagram .....                | 4 49               |             |
| H. Corby .....                     | 4 49               |             |
| Gooderham & Worts, 50 O. P. ....   | 4 10               |             |
| Hiram Walker & Sons .....          | 4 10               |             |
| J. P. Wiser & Son .....            | 4 09               |             |
| J. E. Seagram .....                | 4 09               |             |
| H. Corby .....                     | 4 09               |             |
| Rye, Gooderham & Worts ...         | 2 20               |             |
| " Hiram Walker & Sons .....        | 2 20               |             |
| " J. P. Wiser & Son .....          | 2 19               |             |
| " J. E. Seagram .....              | 2 19               |             |
| " H. Corby .....                   | 2 19               |             |
| Imperial, Walker & Sons .....      | 2 00               |             |
| Canadian Club, Walker & Sons ..... | 3 60               |             |
|                                    | Less than one hbl. | per gallon. |
| 65 O. P. ....                      | \$4 55             |             |
| 50 O. P. ....                      | 4 15               |             |
| Rye .....                          | 2 25               |             |

## CHAMPAGNE.

The prices below are subject to the trade discount of 5 and 3 per cent.:

|                                | Per Case.       |
|--------------------------------|-----------------|
| Comite de Castellane—          |                 |
| Cuvee Reserve... { Quarts..... | \$12 00         |
| Carte d'Or..... { Pints.....   | 13 50           |
|                                | 15 00           |
| Champagne Ve Amiot—            |                 |
| Carte d'Or.....                | 16 00           |
| " Blanche.....                 | 13 00           |
| " d'Argent.....                | 10 50           |
| Pommery—                       |                 |
| Sec and Extra Sec.....         | Quarts Pints.   |
|                                | \$28 00 \$30 00 |
| Mumm—                          |                 |
| Extra Sec.....                 | 28 00 30 00     |
| Moet & Chandon—                |                 |
| White Seal.....                | 28 00 30 00     |
| Brut Imperial .....            | 31 00 33 00     |
| Perrier-Jouet—                 |                 |
| Brut.....                      | 28 00 30 00     |
| Reserve Dry .....              | 28 00 30 00     |

## GIN.

|                                              | Per Case. |
|----------------------------------------------|-----------|
| Pollen Zoon—                                 |           |
| Red, cases of 15 bottles.....                | \$9 75    |
| Green, " " .....                             | 4 75      |
| Violette, " " .....                          | 2 45      |
| P. Hoppe "Night Cap" Brand—                  |           |
| Red, cases of 15 bottles.....                | 10 50     |
| Green, " " .....                             | 5 25      |
| Yellow, " " .....                            | 10 75     |
| Blue, " " .....                              | 5 40      |
| Poney " " .....                              | 2 50      |
| Draught—                                     |           |
| Hogsheads.....                               | Per Gal.  |
| Quarter casks .....                          | \$2 95    |
| Octaves .....                                | 3 00      |
|                                              | 3 05      |
| De Kuyper—                                   |           |
| Violet, 2 doz. cases .....                   | 5 30      |
| Green, " " .....                             | 6 00      |
| Red, " " .....                               | 11 50     |
| White, " " .....                             | 4 00      |
| Terms, net 30 days, 1 per cent. off 10 days. |           |
| In five-case lots, freight may be prepaid.   |           |

# NOW IS THE TIME

to send to us for your

## TEAS and COFFEES

Our prices are low—our values high. Why not send for quotations?

(TEAS FOR THE WHOLESALE TRADE ONLY.)

### S. H. EWING & SONS, 96 King St., MONTREAL

|                         |       |
|-------------------------|-------|
| Key Brand—              |       |
| Red cases.....          | 10 25 |
| Green ".....            | 4 85  |
| Poney".....             | 2 60  |
| Melcher's—              |       |
| Infantes (4 doz).....   | 4 75  |
| Picnic.....             | 7 75  |
| Poney.....              | 2 60  |
| Blue cases.....         | 4 75  |
| Green ".....            | 5 50  |
| Red ".....              | 10 25 |
| Honeysuckle, small..... | 7 90  |
| " large.....            | 15 25 |

#### FLOUR AND GRAIN.

**FLOUR.**—There is a quieter feeling in flour and it would seem that western millers find difficulty in securing the recent advance. In carlots we quote as follows: Spring wheat patents, \$4.10 to \$4.30; winter wheat patents, \$3.85 to \$4; straight rollers, \$3.65 to \$3.75; strong bakers', \$3.80 to \$4.

**GRAIN** — We quote: Manitoba No. 1 hard, 82 to 83c. December; peas, 87½c.; rye, 61 to 62c.; No. 2 barley, 57c.; oats, 48½ to 49c.; buckwheat, 51 to 54½c.; corn, 75 to 76c.

**OATMEAL.**—The market is quite firm, carload lots being worth \$5.50 to \$5.60 in bbls. and \$2.70 to \$2.75 in bags. Wholesalers ask \$6 and \$2.90 and \$2.95.

**FEED.**—The market continues firm with sales of Ontario bran in bulk at \$20 to \$21; shorts, \$22 to \$23; mouillie, \$28 to \$30 for the genuine stuff.

**BALED HAY.**—Deliveries have been better but prices are very high. Nearly as much is being paid in the country as in this market. We quote No. 1 timothy at \$10.50 to \$11; No. 2 timothy, \$9.50 to \$10; clover mixture, \$8.50 to \$9; clover, \$7.50 to \$8.

#### COUNTRY PRODUCE.

**EGGS.**—A good local demand has been experienced during the past week and as stocks are declining prices are advancing. Pickled eggs are selling somewhat freely at 17½ to 18c. and round lots of fresh fall eggs have been bought at 22c. Fresh fall selected bring 25c. Strictly new laid are very scarce and will bring up to 50c. a dozen.

**HONEY.**—The scarcity of choice white clover honey in comb is still a feature of this market. Further sales of round lots have been made at 12 to 13c., as to quantity. Extracted white is worth 11c. in small quantities. Buckwheat honey is worth 9 to 11c. and 8 to 9c. strained.

**DRESSED POULTRY.**—Some heavy purchases of dressed poultry were made for the Christmas trade. The dry-picked turkeys were picked up at 9½ to 10c., and scalded sold slowly at 7 to 8½c. There was an urgent demand for spring chickens at 5½ to 9c., and the demand is not over yet. Ducks sold at 8 to 9c.

**ASHES.**—The few lots arriving meet with ready sale, the last business reported of first pots being at \$4.40 to \$4.15 per 100 lb. Seconds are quoted at \$4 to \$4.05, and pearls, \$6.75 to \$7.

#### BUTTER AND CHEESE.

**BUTTER.**—There is a fair business doing for export at 20½ to 20¾c. for choice creamery. The local trade is also taking a few tub lots at 20½ to 20¾c. and in a few instances jobbers have paid 21c. for fancy. In dairy butter the market is dull.

**CHEESE.**—The cables report a much firmer market and it would seem that

values must go higher. Sales of finest western Septembers have been made at 10 to 10½c., the latter figure being the top figure paid on the spot.

#### SUING THE RAILWAY COMPANY.

On the strength of a report from Ottawa, that the Dominion Government has decided that the freight and passenger rates had been illegally exacted, in so much as they had not met with approval of the Governor-General-in-Council, two Vancouver firms are commencing actions under section 290 of the Railway Act to recover damages. These are the J. Clerihue and the Upper Yukon Consolidated Co., and the amount fixed is \$20,000 each. The above being for excessive charges in freight and passenger rates.

Walker & Co., egg dealers, Chatham, Ont., desire to enlarge their warehouse by bringing out a two-storey addition to King street. As the walls of a brick building would, in case of fire, cave in and destroy all their eggs, J. S. Walker, a member of the firm, waited on the city council asking permission to construct this extension of wood, since the Chatham by-laws forbade the erection of a frame building at that point. After some discussion, the matter was referred to the property committee.

*There is no better trade-winner than  
a good article - Sell your customers  
Blue Ribbon Ceylon Tea  
address orders to 17 Front St. East - Toronto  
and they will receive prompt attention*



## NEW BRUNSWICK MARKETS.

OFFICE OF THE CANADIAN GROCER.

St. John, N.B., December 23, 1901.

**C**HRISTMAS business was good. There was not quite as much snow as we would have wished. This particularly affects buyers from outside and outside trade. The agitation for a standard time is continued, and it is the hope of all that a uniform time will be adopted. Atlantic standard seems the more popular. It is nearest to local time, and what appeals to very many, it would give longer evenings. Stores would open 24 minutes earlier and close 24 minutes sooner. This would be appreciated, particularly in the summer. In markets there is no great change. Sweet stuffs are rather easier, while fish, and particularly fresh fish, are rather higher. Dried fruits are firmly held.

**OILS.**—In burning oils prices are unchanged. Sales are very large. The low values continue. In lubricating oils the prices are unchanged. Sales for present shipment are very high. There is a good business being done for futures. Cod oil netted the producers, perhaps, the best prices ever paid. In seal oil values are very firm, full figures ruling this season. In paints and oils business is small except where orders are being placed for future delivery. Stock here is very light. Fancy candles have a splendid sale at this season.

**SALT.**—Three steamers arriving this week brought each a quantity of Liverpool coarse salt, but though this was a large quantity to arrive in one week it was largely sold ex-steamer. Prices are very firm and full prices will rule. There is a marked difference between prices ex-steamer and ex-store. In fine salt the movement is light. It is chiefly Canadian. We now quote: Liverpool coarse, 60c.; English factory-filled, 95c. to \$1.00; Canadian fine, \$1 per bag; cheese and butter salt bulk, \$2.40 per bbl.; 5-lb. bags, \$2.85 to \$2.90 per bbl.; 10-lb. bags, \$2.70 to \$2.75 per bbl.; 20-lb. wood boxes, 22c. each; 10-lb. wood boxes, 14c. each; cartons, \$2 per case of 2 doz.; English bottled salt, \$1.25 to \$1.30 per doz.; mineral rock salt, 60c. per 100 lb. (Selected lumps.)

**CANNED GOODS.**—Salmon continues to arrive, but there is only a limited business. Prices at present rule easy though no change has yet been reported. In vegetables fair sales are made at even figures. New oysters are quoted at prices rather lower. Fruits have a fair sale. In apples sales here are almost entirely confined to gallon lots. In domestic fish packers suffer from having no organized method of marketing their product, and though some lines, such as kippered herring and haddies, are short of demand, particularly kippered herring, prices keep low because there are so many packers who compete among themselves for the trade.

**GREEN FRUITS.**—Business is very active. Apples are not selling as freely. The best grades are too high and the cheaper apples are well cleaned up. Bishop pippins are large sellers. In oranges Jamaicas are still large sellers and the quality is extremely good. It is still early for good Valencias, though they sell freely. For the best trade Floridas are having a good demand. Some Californians are sold. In lemons, prices are still low, but there is an active business

## Fix this Fact in your Mind—

"You cannot compete successfully unless you buy new lines when they are first packed."

Now is the time to buy

## Clark's Pork and Beans in Chili Sauce.

We are just putting this line on the market, the largest and handsomest 10 cent line packed.

Ask your Wholesale House about it.

**EPPS'S**GRATEFUL.  
COMFORTING.

IN ½-LB. LABELLED TINS.

14-LB. BOXES.

Special Agents for the entire Dominion, C. E. COLSON &amp; SON, Montreal.

In Nova Scotia, E. D. ADAMS, Halifax.

In Manitoba, BUCHANAN &amp; GORDON, Winnipeg

THE MOST  
NUTRITIOUS.**COCOA**The  
Grocer**B.  
S.**

Retailers are not in business for the mere good of their health—**PROFITS** are what they want. Bee Starch gives a good percentage, and being positively unsurpassed it is safe for a grocer to push it.

In many localities Bee Starch has displaced all others.

**BEE STARCH CO., Montreal.**

being done. Cranberries are rather higher. A larger quantity than usual of Nova-Scotian berries were sold this year. In grapes, Malagas have sold very freely and stocks are well cleaned up.

**DRIED FRUITS.**—Values are firmly held. Stocks of all kinds are light. Californian fruit shows quite an advance. Of late quite large quantities of seeded raisins have been bought in New York. These continue to grow in favor. While New York prices have advanced they can still be bought to cost lower than if imported from the Coast. Peels are very scarce, particularly citron. Dates have been advanced some three shillings and are very

firm, with higher prices expected. The sales this season have been large. In Malaga raisins, prices for import are rather higher. Evaporated apples are firm; sales at the high prices are light. Dried apples seem higher here than in the west. Onions are firm and tending higher. The sale of nuts this year has been very large. Peanuts are higher.

**DAIRY PRODUCE.**—Eggs are rather easier and lower prices are expected as the Christmas demand is over. While fancy stock has been high, good case eggs have kept at reasonable figures. Butter is rather easier. The quantity of average grade is still large. Extra stock



sells quickly at full figures. In the local market cheese is unchanged.

**SUGAR.**—Sales have been large. Prices are rather lower. All grades, except No. 2 granulated, are off 10c.; it is off 5c. But two grades of yellows are offered. The quality in all lines of sugar shows improvement.

**MOLASSES.**—There is a fair business and prices in Porto Rico show some range, but the market is unchanged. Consumers, or at least the retail trade, are getting molasses cheap. The outlook is for a good crop next season. Some little Barbados is still offered. Little American molasses is being handled.

**FISH.**—Fresh fish, which are an important factor at this season, are somewhat scarce and prices have been advanced. Haddock being scarce has caused funnans haddies to go up. This is a large business. In the north shipments of smelt are not yet in full swing. In pickled herring prices are rather easier though no change is yet noted. Smoked herring are low. There are no bloaters. Some alewives are still held; the season has been rather dull. There are no shad. Dry cod are unchanged—just a fair business. Pollock are dull, and very few frozen herring are being received. We quote as follows: Large and medium dry cod, \$3.50 to \$3.65; small, \$2.50 to \$2.60; haddies, 6 to 6½c.; smoked herring, 6 to 7c.; fresh haddock and cod, 2½ to 3c.; boneless fish, 4 to 5c.; pollock, \$1.50 to \$1.60 per 100 lb.; pickled herring, \$2.00 to \$2.25 per ½ bbl.; Canso herring, \$5.50 per bbl.; Shelburne, \$2.50 per ½ bbl.

**FLOUR, FEED AND MEAL.**—Flours are rather higher, particularly Ontario grades, and prices are firmly held. Oatmeal is still high and the price is affecting the sale. Some nice profits are being made. Oats are high and little is doing. Cornmeal shows rather less demand owing to the continued high price. Beans are unchanged at reasonable figures. Barley is again advanced. Split peas are high. Blue peas are about out of the market. We quote as follows: Manitoba flour, \$4.80 to \$5.00; best Ontario, \$3.50 to \$4.20; medium, \$3.70 to \$3.90; oatmeal, \$5.75 to \$5.90; cornmeal, \$3.30 to \$3.35; middlings, \$2.20 to \$2.30; oats, 49 to 50c.; handpicked beans, \$1.65 to \$1.70; prime, \$1.55 to \$1.60; yellow eye beans, \$2.80 to \$3.00; split peas, \$4.75 to \$4.95; barley, \$1.65 to \$4.75; hay, \$12 to \$14.

#### ST JOHN NOTES

The St. John correspondent extends a Merry Christmas to all.

Geo. E. Barbour has a large shipment of Fairbank's lard to hand, bought before the advance.

Hall & Fairweather have received a shipment of Valencia raisins, which will help to relieve the short market. They have some small boxes.

This Christmas has seen a larger demand for seeded raisins than ever before. To supply the shortage large quantities have been brought from New York.

Our two large cotton mills are again running. They are now called the Cornwall and York Mills. This is the best possible Christmas present to many of our people.

Mr. Miles, representing Theo. H. Estabrooks, is spending Christmas at his home in England. He will put himself in touch with the tea market there. The buyers of "Red Rose" will get the advantage of any particular values offering.

#### TRINIDAD SUGAR INDUSTRY.

**A**FTER the lowest crop in 1900 for 20 years the 1901 sugar crop of Trinidad was above the average, and the cost of production was proportionately lessened. The new English duties injuriously affected the price in two ways—first, the anticipation of the Budget caused large European stocks to be transferred to this country so as to escape the expected duty; and secondly, only one-third of the Trinidad crop was in time to escape the duty. Many estates probably lost money or only saved cost. The average cost of production of yellow sugars for the London market was £10 5s., the price obtained was £11, and the profit, therefore, was only 15s. The speculative character of the industry is illustrated by the following incident: The usine of St. Augustine, with its groups of estates, of about 4,500 acres, was closed last year. The machinery was valued at £30,000; there was no demand for it as a going concern, and the Government was able to acquire the whole property for £9,100. The rapid increase of the industry of cane-farming is, however, a good feature, and is likely to impart greater stability to the enterprise of sugar-making. In the present year the quantity of farmers' canes ground has been nearly 170,000 tons. The relief to the planter in cultivation expenses must, therefore, be very considerable.—Home and Colonial Mail.

#### NIAGARA FRUIT MEN MEET.

Last week The United Fruit Growers Association of the Niagara Peninsula held their annual meeting at St. Catharines, Ont. There was a good attendance of representatives from all over the district.

The election of officers resulted as follows:—President, William Hendershott, Thorold; 1st vice-president, D. J. McKinnon; 2nd vice-president, Mr. Honsberger; 3rd vice-president, F. G. Stewart; 4th vice-president, James Dunlop; secretary-treasurer, Carl E. Fischer; Executive Committee—Albert Pay, W. Armstrong, James Carnohan, R. Thompson, A. Haynes, W. H. Bunting, S. H. Rittenhouse, Thomas Berriman, C. W. Vandenburg, A. Railton, C. W. Vanduzer, F. A. Goring, M. Pettit, W. H. Gainer, W. A. Hutt, George X. Walker, W. C. McCalla, William Freel, G. A. Robertson, S. M. Culp.

The San Jose scale and the grading of fruit came up for discussion. It was found that as to the latter the majority of those present were in favor of the growers themselves grading, packing in boxes, and marking their apples.

W. H. Bunting, the fruit commissioner, to the Pan-American, gave an interesting address on the Dominion exhibits there.

The banners of the Niagara district exhibitors, who won gold and silver medals, were distributed at the meeting.

#### TO PROTEST AGAINST RATES.

At a meeting last week in Toronto of the Railway and Transportation Committee of The Canadian Manufacturers' Association, the schedule of rates proposed on the Yukon and White Pass Railway, a line only 95 miles in length, were considered. As the rates on 100 lb. of freight over that railway were \$2.70 for 95 miles, while from Toronto to

Montreal, a distance of 333 miles, the freight charges amounted to 12½c. per 100 lb., the secretary was instructed to write to the Railway Committee of the Privy Council. He was told to point out that while the difficulties in the cost and attending the building of such a road were recognized, the rates proposed were felt to be excessive, and so it was thought that they should insist on a considerable reduction. Archibald Campbell, who is chairman of the Railway and Transportation Committee, will appear before the Privy Council in support of the letter from the committee.

#### WHAT MAKES FLAVOR IN TEA.

The Indian papers mention that Mr. C. R. Newton has made the discovery of a ferment on the tea leaf which produces the flavor of tea, and that he has applied for a patent for its utilization in some form. The gentleman in question is civil and mechanical engineer at Kurseong. As regards the flavor of tea it is quite an open point whether the ferment has any effect on the flavor of teas. The investigations which Mr. Mann, the Indian expert, is conducting, will probably throw some light on this point.—Home and Colonial Mail.

#### SAILING DIRECT TO EUROPE.

Horace Hazard, of Charlottetown, and the board of trade of that place, have, for some time, been endeavoring to promote the sailing of a steamship from Prince Edward Island direct to the ports of Great Britain. So the steamer Daltonhall recently arrived in Charlottetown harbor and took on board over \$135,000 worth of the Island's produce, and sailed for Liverpool direct. This is affording great encouragement to the promoters of the scheme.

#### ASK INCREASED DUTY.

On December 19, the Minister of Finance, at Ottawa, was waited on by a deputation of market gardeners of Ontario and Quebec, who asked for a higher rate of duty on vegetables coming into Canada. The Ontario gardeners were headed by Archie Campbell, ex-M.P., and those from the lower Province, by F. D. Monk, M.P.

As large quantities of vegetables are being imported from the United States, our own people, over 4,000 of whom gain a livelihood by the growing of vegetables for consumption in large cities, were greatly handicapped in finding a market for their products. A slight increase in the duty was suggested as a remedy, and the deputation was promised that their plea would be considered.

At the request of the bakers of Montreal, the Finance Committee of the Montreal Council have decided to appoint a municipal inspector to inquire into the quality of bread, the places where it was baked, etc. The duties of the new officer will begin on May 1 next.

It has been reported to Ottawa that the board on western grain standards has been influenced by speculators to grade Alberta oats as inferior so that the speculators may make a haul. In the Edmonton district there are grown 4,000,000 or 5,000,000 bushels of oats, which are claimed to be equal to the best grown in Canada.



# Graham's Jams, Jellies and Marmalade

ARE THE BEST MADE.

Order a trial shipment from your jobber, or write us for quotations.

## Canada Preserving Company

GEO. J. CLANCY & CO.  
Agents, TORONTO.

HAMILTON.

**We cannot all go to South Africa, if we would.**

But we that stay at home may show our patriotism by giving the products of Canada preference.

### Delhi Epicure Pork and Beans IN TOMATO SAUCE

### Delhi Tomato Catsup IS A HOME PRODUCT AND GUARANTEED EQUAL TO THE BEST IMPORTED BRAND.

You can buy our goods cheaper and stand a chance of seeing your money again. Think the matter over and send your wholesale house a sample order. Specify Delhi. If your house don't keep the goods in stock write us direct.

**Delhi Canning Co., - Delhi, Ont.**



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HIGH-GRADE

TOMATOES - CORN - PEAS - Etc.

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SECOND TO NONE.

BRIGHTON CANNING CO.

## Delivered in 5-Case Lots.

We deliver **Kent Baked Beans** in lots of five Cases or over to any point in Ontario. Cost to retailers, 90c. per dozen, leaving a clear profit of 30c. per dozen—60c. per Case.

This leaves the retailer a good margin of profit, and gives to the consumer an article at 10c. that never fails to satisfy.

**THE KENT CANNING CO., CHATHAM, ONT.**



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A Good word for a paper  
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# CURRENT MARKET QUOTATIONS

December 26, 1901.

This list is corrected every Thursday, and the quotations herein given are for the cities of Montreal, Toronto, St. John, N. B., and Halifax. The prices are solicited for publication, and are of such quantities and qualities as are usually ordered by retail dealers on the usual terms of credit. For Winnipeg market report and prices, see page 14.

Goods in large lots and for prompt pay are generally obtainable at lower prices. All quotations for staple products are under the direct control of the Editors, who call daily upon all the leading houses in the principal centres.

| BUTTER, CHEESE<br>AND EGGS      | Montreal. |    | Toronto. |     | St. John,<br>Halifax. |    |
|---------------------------------|-----------|----|----------|-----|-----------------------|----|
|                                 | \$        | ¢  | \$       | ¢   | \$                    | ¢  |
| Dairy, choice, large rolls, lb. | 16        | 17 | 16       | 17  | 16                    | 17 |
| "    "    pound blocks.....     | 17        | 18 | 17       | 18  | 21                    | 22 |
| "    "    tubs, best.....       | 16        | 17 | 14       | 16  | 18                    | 21 |
| "    "    tubs, inferior.....   | 15        | 16 | 12       | 13  | 14                    | 16 |
| Creamery, boxes.....            | 21        | 22 | 20½      | 21  | 22                    | 23 |
| "    "    prints.....           | 22        | 23 | 21       | 22  | 23                    | 24 |
| Cheese, new, per lb.....        | 11        | 12 | 10       | 10½ | 10½                   | 11 |
| Eggs, new laid, per doz.....    | 23        | 25 | 25       | 26  | 18                    | 20 |

## CANNED GOODS

|                                  |       |       |       |      |       |
|----------------------------------|-------|-------|-------|------|-------|
| Apples, 3's.....                 | 1 00  | 85    | 90    | 1 00 | 1 10  |
| "    gallons.....                | 2 50  | 2 75  | 2 10  | 2 65 | 2 25  |
| Asparagus.....                   | 2 20  | 2 25  | 2 00  | 2 40 | ..... |
| Beta.....                        | 1 00  | 1 00  | 95    | 1 10 | 1 10  |
| Blackberries, 2's.....           | 1 30  | 1 40  | 1 70  | 1 50 | 1 80  |
| Blueberries, 2's.....            | 92½   | 95    | 80    | 85   | 95    |
| Beans, 2's.....                  | 80    | 90    | ..... | 80   | 90    |
| Corn, 2's.....                   | 75    | 80    | 80    | 85   | 80    |
| Cherries, red, pitted, 2's.....  | 2 25  | 2 30  | 2 10  | 2 25 | 2 30  |
| "    white.....                  | 2 25  | 2 30  | 2 00  | 2 25 | 2 30  |
| Peas, 2's.....                   | 80    | 85    | 80    | 82½  | 85    |
| "    sifted.....                 | 1 05  | 1 15  | 90    | 1 00 | 1 10  |
| "    extra sifted.....           | 1 05  | 1 15  | 1 25  | 1 30 | 1 25  |
| Pears, Bartlett, 2's.....        | 1 50  | 1 60  | 1 50  | 1 75 | 1 80  |
| "    "    8's.....               | 1 90  | 2 00  | 2 00  | 2 40 | 2 25  |
| Pineapple, 2's.....              | 2 00  | 2 40  | 2 25  | 2 50 | 2 15  |
| "    3's.....                    | 2 40  | 2 60  | 2 50  | 2 60 | 2 50  |
| Peaches, 2's.....                | 1 75  | 1 85  | 1 75  | 1 90 | 1 75  |
| "    3's.....                    | 2 60  | 2 70  | 2 50  | 2 75 | 2 70  |
| Plums, green gages, 2's.....     | 1 30  | 1 35  | 1 10  | 1 25 | 1 30  |
| "    "    Lombard.....           | 1 20  | 1 25  | 1 00  | 1 10 | 1 30  |
| "    "    Damon, blue.....       | 1 00  | 1 25  | ..... | 1 00 | 1 10  |
| Pumpkins, 8's.....               | ..... | 85    | ..... | 85   | 90    |
| "    gallon.....                 | ..... | ..... | 2 10  | 2 25 | 2 10  |
| Raspberries, 2's.....            | 1 40  | 1 50  | 1 60  | 1 80 | 1 70  |
| Strawberries, 2's.....           | 1 50  | 1 75  | 1 60  | 1 75 | 1 50  |
| Succotash, 2's.....              | 1 00  | 1 25  | ..... | 1 15 | 1 15  |
| Tomatoes, 8's.....               | 85    | 87½   | ..... | 80   | 1 00  |
| Lobster, tails.....              | 2 75  | 3 20  | ..... | 3 25 | 2 50  |
| "    1-lb. flats.....            | 3 00  | 3 75  | 3 50  | 3 70 | 3 25  |
| "    ¾-lb. flats.....            | 1 75  | 1 85  | 1 75  | 1 80 | 1 75  |
| Mackerel.....                    | 1 00  | 1 10  | 1 15  | 1 25 | 1 35  |
| Salmon, sockeye, Fraser.....     | 1 35  | 1 60  | 1 35  | 1 45 | 1 50  |
| "    "    Northern.....          | ..... | ..... | 1 25  | 1 30 | 1 25  |
| "    "    Horseshoe.....         | ..... | ..... | 1 42½ | 1 45 | 1 45  |
| "    Coho.....                   | 1 00  | 1 15  | 1 05  | 1 15 | 1 00  |
| Sardines, Albert, ¼'s.....       | 12    | 12½   | 12½   | 18   | 14    |
| "    "    ¾'s.....               | 20    | 21    | 20    | 21   | 20    |
| "    Sportsman, ¼'s.....         | 11½   | 12    | ..... | 12½  | 12    |
| "    "    ¾'s.....               | 19    | 20    | ..... | 21   | 20    |
| "    key opener, ¼'s.....        | 9     | 11    | 10½   | 11   | 16    |
| "    "    ¾'s.....               | ..... | 18    | 18½   | 23   | 18    |
| "    P. & C., ¼'s.....           | 20    | 22½   | 23    | 25   | 11    |
| "    Domestic, ¼'s.....          | 27½   | 30    | 33    | 38   | 33    |
| "    "    ¾'s.....               | 4     | 4½    | 4     | 4½   | 4     |
| "    Mustard, ¼ size, cases..... | 7     | 8     | 9     | 11   | ..... |
| 50 tins, per 100.....cases       | 7 50  | 11 00 | 8 50  | 9 00 | 8 00  |
| Haddles.....                     | ..... | 1 00  | 1 10  | 1 15 | 1 00  |
| Kipperd Herrings.....            | 1 00  | 1 85  | 1 00  | 1 75 | 1 00  |
| Herring in Tomato Sauce.....     | 1 00  | 1 55  | 1 00  | 1 70 | 2 00  |

## CANDIED PEELS

|                    |    |     |    |     |    |    |
|--------------------|----|-----|----|-----|----|----|
| Lemon, per lb..... | 9½ | 10  | 10 | 12½ | 12 | 13 |
| Orange, ".....     | 10 | 10½ | 11 | 13  | 12 | 13 |
| Oitron, ".....     |    | 14  | 15 | 18  | 15 | 17 |

## GREEN FRUITS

|                                       |      |      |      |       |      |
|---------------------------------------|------|------|------|-------|------|
| Oranges, Jamaica, per box .....       | 4 00 | 3 00 | 2 50 | 3 50  | 4 00 |
| "          "      per bbl. ....       |      |      | 4 25 | 5 00  | 5 50 |
| Lemons, Malaga, per box .....         | 3 75 | 4 25 |      | 3 00  | 8 50 |
| "          California .....           |      |      | 3 00 | 4 00  |      |
| Bananas, Firsts, per bunch .....      | 1 75 | 2 25 | 1 50 | 1 75  | 2 50 |
| Apples, per bbl .....                 |      |      | 2 00 | 5 00  | 2 80 |
| Cocoanuts, per 100 .....              |      | 3 25 |      | 4 50  | 3 50 |
| Malaga grapes, per keg .....          |      |      | 6 00 | 7 00  | 5 00 |
| Strawberries, Cape Cod, per bbl. .... |      |      |      | 10 00 | 9 00 |
| "          Jersey .....               |      |      |      | 9 50  |      |
| Sweet Potatoes, per bbl. ....         |      |      | 4 50 | 5 00  | 3 75 |

## SUGAR

|                                  |      |      |      |
|----------------------------------|------|------|------|
| Granulated St. Law'ce and Red    | 3 90 | 4 08 | 4 05 |
| Granulated, Acadia.              | 3 75 | 4 03 | 3 95 |
| Paris lump, bbls and 100-lb. bxs | 4 40 | 4 58 | 0 05 |
| " " in 50-lb. boxes              | 4 50 | 4 68 |      |
| Extra Ground [cng, bbls.         | 4 40 | 4 85 |      |
| Powdered, bbls                   | 4 05 | 4 63 | 5 55 |
| Phoenix.                         | 3 85 | 4 08 | 5 80 |
| Cream.                           | 3 90 | 3 98 |      |
| Extra bright coffee              | 8 75 | 3 93 |      |
| Bright coffee.                   | 3 75 | 3 83 |      |
| Bright yellow                    | 3 55 | 3 83 |      |
| No. 3 yellow                     | 3 45 | 3 63 |      |
| No. 2 yellow                     | 3 35 | 3 53 |      |
| No 1 yellow                      | 3 15 | 3 33 |      |

## HARDWARE PAINTS AND OILS

|                                                   |        |  |        |    |        |
|---------------------------------------------------|--------|--|--------|----|--------|
| Wire nails, base.....                             | \$2 85 |  | \$2 85 |    |        |
| Cut nails, base.....                              | 2 55   |  | 2 55   |    | \$3 20 |
| Barbed wire, per 100-lb.                          | 3 05   |  | 3 05   |    | 2 85   |
| Oiled and Annealed Wire,                          |        |  |        |    | 3 75   |
| No. 9.....                                        | 2 80   |  | 2 80   |    |        |
| White lead, Pure.....                             | 6 00   |  | 6 12½  |    | 6 80   |
| Linseed oil, 1 to 4 bbls., raw.....               | 79     |  | 81     | 81 | 82     |
| "                "            "       boiled..... | 81     |  | 84     | 84 | 85     |
| Turpentine, single bbls.....                      | 58     |  | 59     | 61 | 62     |
| Benzine, in bbls., per gal.....                   |        |  | 16%    |    | 19     |

## SYRUPS AND MOLASSES

|                              |      |    |      |    |
|------------------------------|------|----|------|----|
| Syrups—                      |      |    |      |    |
| Dark                         | 1%   |    |      |    |
| Medium                       | 2%   | 30 | 32   |    |
| Bright                       | 2%   | 35 | 37   | 84 |
| Corn Syrup, barrel, perlb... | 8%   |    | 3%   | 86 |
| “ “ “ bbls. “ “              | 3%   |    | 3%   | 38 |
| “ “ “ kegs “ “               | 3%   |    | 3%   |    |
| “ “ “ 3 gal. palls, each     | 1 60 |    | 1 60 |    |
| “ “ “ 2 gal. “ “             | 1 20 |    | 1 21 |    |
| Honey                        |      |    | 40   |    |
| “ 25-lb. palls               | 1 05 |    | 1 00 |    |
| “ 38-lb. palls               | 1 40 |    | 1 40 |    |
| Molasses—                    |      |    |      |    |
| New Orleans                  | 22   | 80 | 23   | 60 |
| Barbadoes                    |      | 29 |      | 32 |
| Porto Rico                   |      |    | 38   | 42 |
|                              |      |    |      | 34 |

## CANNED MEATS

|                                 |       |        |        |       |        |        |
|---------------------------------|-------|--------|--------|-------|--------|--------|
| Comp. corn beef, 1-lb. cans.... | 1 45  | \$1 60 | \$1 60 | 1 65  | \$1 60 | \$1 70 |
| "    "    2-lb. cans.....       | 2 70  | 2 95   | 2 85   | 3 00  | 2 70   | 2 80   |
| "    "    4-lb. cans.....       | 7 90  | 9 60   | .....  | 8 25  | 8 75   | 9 25   |
| "    "    16-lb. cans.....      | 16 50 | 23 00  | .....  | 19 50 | 20 00  | 21 00  |
| Mixed callops, 2-lb. cans.....  | ..... | .....  | .....  | 2 60  | 2 50   | 2 80   |
| Lunch tongue, 1-lb. can.....    | 3 00  | 3 90   | .....  | 3 00  | 8 00   | 3 25   |
| "    "    2-lb. can.....        | 6 00  | 7 90   | .....  | 7 00  | 5 80   | 6 00   |
| English brawn, 2-lb. can.....   | 2 40  | 2 75   | .....  | 2 45  | 2 75   | 2 80   |
| Camp sausage, 1-lb. can.....    | ..... | .....  | .....  | 2 50  | 2 50   | .....  |
| "    "    2-lb. can.....        | ..... | .....  | .....  | 4 00  | 4 00   | .....  |
| Soups, assorted, 1-lb. can..... | 1 15  | 1 50   | .....  | 1 50  | 1 40   | .....  |
| "    "    2-lb. can.....        | 2 40  | 2 45   | .....  | 2 20  | 2 25   | .....  |
| Soups and Boull, 2-lb. can..... | 1 75  | 2 50   | .....  | 1 80  | 1 75   | .....  |
| "    "    6-lb. can.....        | 3 50  | 5 85   | .....  | 4 50  | 4 25   | 4 50   |
| Sliced smoked beef, 1-lb. ....  | 1 65  | 1 70   | 1 65   | 1 70  | .....  | 2 00   |
| "    "    1-lb. ....            | 2 75  | 3 10   | 2 80   | 2 95  | .....  | 8 25   |

## FRUITS

| Foreign                          |       |       |       |       |       |       |       |       |       |
|----------------------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Corrants, Provincials, bbls..... | ..... | ..... | ..... | ..... | ..... | ..... | ..... | ..... | ..... |
| "    Fillatras, cases.....       | ..... | 5½    | 6     | 6½    | ..... | ..... | ..... | ..... | ..... |
| "    "    "    cases.....        | 5½    | 6     | 6     | 6½    | ..... | ..... | ..... | ..... | ..... |
| "    Patras, cases.....          | ..... | 6     | 6     | 6½    | 7     | ..... | ..... | ..... | ..... |
| "    "    "    cases.....        | ..... | 6     | 7     | 7     | ..... | ..... | ..... | ..... | ..... |
| Amallas.....                     | 6½    | 7     | 7     | 7½    | ..... | ..... | ..... | ..... | 6½    |
| Vostizzas, cases.....            | 7½    | 8     | 8     | 8     | ..... | ..... | ..... | ..... | ..... |
| Dates, Hallowees.....            | 3½    | 4     | 4     | 4½    | 4½    | ..... | ..... | ..... | 4     |
| "    Salra.....                  | ..... | 3½    | 4     | 4½    | 4½    | ..... | ..... | ..... | 4     |
| Flgs, Elemes.....                | 1 00  | 8     | 18    | 8     | 10    | ..... | ..... | ..... | ..... |
| "    Mats, per lb.....           | 8     | 3½    | 3½    | 3½    | ..... | ..... | ..... | ..... | ..... |
| "    Tapets.....                 | ..... | 3 30  | 3     | 3     | ..... | ..... | ..... | ..... | ..... |
| "    Naturals.....               | ..... | ..... | 3½    | ..... | ..... | ..... | ..... | ..... | ..... |
| Prunes, California, 30's.....    | ..... | 9     | ..... | 10    | 12    | ..... | ..... | ..... | ..... |
| "    "    40's.....              | ..... | 8½    | 8     | 9     | 9½    | ..... | ..... | ..... | ..... |
| "    "    50's.....              | ..... | 8½    | 8½    | 8½    | 8½    | ..... | ..... | ..... | ..... |
| "    "    60's.....              | ..... | 8     | 8     | 8     | 8     | ..... | ..... | ..... | ..... |
| "    "    70's.....              | ..... | 7½    | 6½    | 7½    | 7½    | ..... | ..... | ..... | ..... |
| "    "    80's.....              | ..... | 7     | 6½    | 7     | 7     | ..... | ..... | ..... | ..... |
| "    "    90's.....              | ..... | 6½    | 5     | 5½    | 6½    | ..... | ..... | ..... | ..... |
| "    "    100's.....             | ..... | 6     | ..... | 5     | 6     | ..... | ..... | ..... | ..... |
| "    Bosnia, A's.....            | ..... | ..... | 5     | ..... | ..... | ..... | ..... | ..... | ..... |
| "    "    B's.....               | ..... | ..... | 7½    | 8     | ..... | ..... | ..... | ..... | ..... |
| "    "    U's.....               | ..... | 5     | 6½    | 6½    | ..... | ..... | ..... | ..... | ..... |
| "    French, 150's.....          | ..... | ..... | ..... | ..... | ..... | ..... | ..... | ..... | ..... |
| "    "    50's.....              | ..... | 5     | 3½    | 4     | ..... | ..... | ..... | ..... | ..... |
| Raisins, Fine of stalk.....      | ..... | 5½    | 5½    | 6     | ..... | ..... | ..... | ..... | 5     |
| "    Selected.....               | ..... | 6½    | 6½    | 6½    | ..... | ..... | ..... | ..... | ..... |
| "    Selected layers.....        | ..... | ..... | ..... | ..... | 6½    | ..... | ..... | ..... | ..... |
| "    Sultanas.....               | 9     | 10    | 8     | 12½   | 10    | 12    | ..... | ..... | 7     |
| "    California, 2-crown.....    | 5     | 5½    | ..... | ..... | 6½    | 6     | ..... | ..... | ..... |
| "    "    3-crown.....           | 7½    | 7½    | ..... | ..... | 7     | 8     | ..... | ..... | ..... |
| "    "    4-crown.....           | 7½    | 8     | ..... | ..... | 8     | 8     | ..... | ..... | ..... |
| "    "    1's seeded, 3-cr.....  | 9½    | 10    | 9½    | 10½   | 9     | 10    | ..... | ..... | ..... |
| "    Empire clusters.....        | 1 50  | 1 60  | ..... | 2 60  | ..... | 2 00  | ..... | ..... | 2 00  |
| "    Black baskets.....          | ..... | ..... | ..... | 2 25  | ..... | 2 00  | ..... | ..... | 2 25  |
| "    Extra clusters.....         | ..... | ..... | ..... | 3 35  | ..... | 2 10  | ..... | ..... | 2 10  |
| "    Dehesa clusters.....        | ..... | ..... | ..... | 8 30  | ..... | 8 00  | ..... | ..... | 8 50  |
| "    Royal B. clusters.....      | 3 25  | 3 30  | ..... | 5 00  | ..... | ..... | ..... | ..... | ..... |
| "    Connoisseurs c'ustr's.....  | ..... | ..... | ..... | 2 10  | ..... | ..... | ..... | ..... | ..... |
| "    Excelsior clusters.....     | ..... | ..... | ..... | 4 60  | ..... | ..... | ..... | ..... | ..... |

## PROVISIONS

|                               |       |       |       |             |
|-------------------------------|-------|-------|-------|-------------|
| Dry Salted Meats—             |       |       |       |             |
| Long clear bacon.....         | 12    | 10%   | 11    |             |
| Smoked meats—                 |       |       |       |             |
| Breakfast bacon .....         | 15    | 13%   | 14    |             |
| Rolls .....                   | 12    |       | 11%   | 11 12       |
| Medium Hams .....             | 14    | 12%   | 13    | 14 15       |
| Large Hams .....              | 13%   | 12    | 12%   |             |
| Shoulder hams.....            | 13    |       | 11    | 8 9         |
| Racks .....                   | 15    | 13%   | 14%   |             |
| Meats out of pickle 1c. less. |       |       |       |             |
| Barrel Pork—                  |       |       |       |             |
| Canadian heavy mess .....     | 21 00 |       | 20 50 | 20 50 21 50 |
| “ short cut .....             | 22 00 | 21 50 | 22 00 | 21 00 22 00 |
| Plate beef.....               | 12 50 | 13 50 | 13 01 | 18 00 14 50 |
| Lard, tierces, per lb.....    |       | 11    | 11    | 11% 12% 12% |
| Tubs .....                    |       | 11%   | 11%   | 12% 12%     |
| Pails .....                   | 11%   | 12    | 11%   | 12% 12%     |



# PRESERVE MANUFACTURERS AND WAR CONTRACTS.

From Scottish Trader, Glasgow, Dec. 7.

**L**ORD WILLS and a special jury were last week engaged at the Liverpool Assizes for two days hearing the case of Walter Scott & Co., preserve manufacturers, Rock Ferry, against Thomas Donnelly, tin canister maker, Liverpool, for breach of contract. The plaintiff claimed £360 in respect of damages sustained through breach of agreement on account of defendant supplying defective tins. Defendant counter-claimed for £412 for tins supplied and soldering done by him. Mr. Horridge, K.C., and Mr. Rigby Swift were for the plaintiffs, and Mr. McCall, K.C., and Mr. F. E. Smith were for the defendant.

In opening the case for the plaintiffs Mr. Horridge stated that they had supplied the Government with several large contracts, and had no complaint whatever until their dealing with the defendant, Donnelly. The last order received by the plaintiffs from the War Office was for 200,000 tins of strawberry jam, and plaintiff entered into contract with the defendant for the supply of these tins, which were guaranteed to be of strong plate, well made and soldered, and free from leakage. After the plaintiff had delivered and the Government had accepted upwards of 160,000 tins, it was then found that the last consignment of 40,000 tins (to complete the contract of 200,000) arrived at Woolwich in a leaky condition, and were rejected. On receipt of the intimation of the rejection, Mr. Campbell, of the plaintiff's firm, requested the defendant to accompany him to

Woolwich for the purpose of inspecting the damaged condition of the tins. After the inspection the defendant instructed Mr. Campbell to have the goods sent home, and he would replace, free of expense, the rejected tins, and pay all railway and other expenses caused by the rejection. This was accordingly done, and the plaintiffs completed their contract with the War Office. The defendant thereupon sent invoices to the plaintiffs for the substituted tins, and repudiated payment of any expense caused by the rejection, and sought payment of an account of £412. The plaintiffs thereupon served Donnelly with a writ for £360, being the amount of their out-of-pocket costs caused by his defective work.

Mr. McCall, K.C., admitted that if the rejection was due to defective work by the defendant, then he was liable, but he should endeavor to show that the rejection was caused by rough usage or handling of the cases in which they were packed, either on the part of the plaintiffs' servants or the railway.

Mr. Campbell, who was under examination for nearly two hours, testified to the cases being properly handled at their works, and carefully loaded on to the railway lorries, and that on the return of the cases from Woolwich they bore no trace whatever of any rough usage or handling. Witness also stated that it was not his experience that tins, no matter what care was taken of them, would get dented. The plaintiffs presented a very strong case.

Mr. McCall, in opening for the defendant, admitted that his client had acted throughout the whole negotiations in a most unbusinesslike way, and had been far outclassed by Mr. Campbell, of the

plaintiffs firm, who, in his series of clever and business letters, saddled his client for the entire loss and all liability.

When the court resumed after lunch, Mr. McCall intimated that he had come to the conclusion that his case should not be kept up longer, and that he was prepared to allow plaintiffs judgment of £260, and that the defendant's counter claim must fall, the defendant undertaking to pay all the costs of the action.

His Lordship.—A very proper thing to do.

Mr. McCall.—The defendant desires me to say that he feels this to be a result due to a large extent to the unbusinesslike way in which he neglected to answer letters from the plaintiffs.

His Lordship.—Not answering letters, of course, goes a long way. I am very reluctant to believe that people can receive a series of letters of this kind without anything in the shape of a written protest, unless the case made out by the letters is substantially true.

Mr. McCall.—Letters stating one side, and unanswered and unprotested against, are evidence that it is very difficult to meet, and it had an overwhelming weight in my mind in giving my client the advice I did.

Mr. Horridge agreed to the terms, but did not accept Mr. McCall's statement as an explanation of the letters.

The case caused immense interest in Liverpool and district, many leading preserve manufacturers being present, as well as the leading tinplate and canister manufacturers. Several of the large sugar refiners, many of whom pack syrups in tins, were also present, and who were, therefore, all interested in watching the case.

| COFFEE                         |       | Montreal. |       | Toronto. |       | St. John, Halifax. |      |
|--------------------------------|-------|-----------|-------|----------|-------|--------------------|------|
| Green—                         |       | 24        | 23    | 28       | 25    | 30                 |      |
| Mocha                          | ..... | 27        | 22    | 30       | 25    | 30                 |      |
| Old Government Java            | ..... | 10        | 7½    | 9½       | 12    | 13                 |      |
| Rio                            | ..... | .....     | 9½    | 10½      | ..... | .....              |      |
| Santos                         | ..... | 29        | 26    | 30       | 29    | 31                 |      |
| Plantation Ceylon              | ..... | .....     | 22    | 25       | 24    | 28                 |      |
| Porto Rico                     | ..... | .....     | 22    | 25       | 24    | 26                 |      |
| Guatemala                      | ..... | 18        | 15    | 20       | 18    | 22                 |      |
| Jamaica                        | ..... | 13        | 13    | 18       | 12    | 13                 |      |
| Maracabo                       | ..... | .....     | ..... | .....    | ..... | .....              |      |
| NUTS                           |       | Montreal. |       | Toronto. |       | St. John, Halifax. |      |
| Brazil                         | ..... | .....     | 15    | 16       | 15    | .....              |      |
| Valencia shelled almonds       | ..... | 22        | 23    | 30       | 30    | 35                 |      |
| Tarragona almonds              | ..... | 10        | ..... | 11½      | 12    | 13                 |      |
| Formegetta almonds             | ..... | .....     | ..... | 10½      | ..... | .....              |      |
| Jordan shelled almonds         | ..... | 30        | 40    | 43       | ..... | .....              |      |
| Peanuts (roasted)              | ..... | 7½        | 8     | 10       | 9     | 10                 |      |
| " (green)                      | ..... | 6½        | 7     | 9        | ..... | .....              |      |
| Cocanuts, per sack             | ..... | 3 00      | 3 75  | 4 00     | 3 50  | 4 00               |      |
| " per doz.                     | ..... | 10        | 10½   | 11       | 12    | 12                 |      |
| Grenoble walnuts               | ..... | 10        | 9½    | 10½      | ..... | .....              |      |
| Marbot walnuts                 | ..... | 9         | 8     | 8½       | 9     | 9                  |      |
| Bordeaux walnuts               | ..... | 8         | 8½    | 10½      | 8½    | 9                  |      |
| Sicily filberts                | ..... | 13½       | 14    | 13       | 13    | 14                 |      |
| Naples filberts                | ..... | 16        | 17    | 18       | 23    | 25                 |      |
| Pecans                         | ..... | .....     | ..... | .....    | ..... | .....              |      |
| Shelled Walnuts                | ..... | .....     | ..... | .....    | ..... | .....              |      |
| SODA                           |       | Montreal. |       | Toronto. |       | St. John, Halifax. |      |
| Bl-carb, standard, 112-lb. keg | ..... | 1 65      | 1 80  | 2 00     | 1 70  | 1 75               |      |
| Sal soda, per bbl.             | ..... | 70        | 75    | 80       | 85    | 90                 |      |
| Sal Soda, per keg              | ..... | 95        | 1 00  | 1 00     | 95    | 1 00               |      |
| Granulated Sal Soda, per lb.   | ..... | .....     | ..... | 1        | ..... | .....              |      |
| SPICES                         |       | Montreal. |       | Toronto. |       | St. John, Halifax. |      |
| Pepper, black, ground, in kegs | ..... | 16        | 18    | 18       | 14    | 15                 |      |
| " palls, boxes                 | ..... | 14        | 17    | 19       | 15    | 16                 |      |
| " in 5-lb. cans                | ..... | 15        | 17    | 19       | 12    | 13                 |      |
| " whole                        | ..... | .....     | ..... | .....    | ..... | .....              |      |
| Pepper, white, ground, in kegs | ..... | 26        | 27    | 26       | 24    | 26                 |      |
| " palls, boxes                 | ..... | 25        | 26    | 25       | 20    | 22                 |      |
| " 5-lb. cans                   | ..... | 23        | 25    | 23       | 20    | 22                 |      |
| " whole                        | ..... | 19        | 25    | 22       | 20    | 25                 |      |
| Ginger, Jamaica                | ..... | 12        | 30    | 14       | 35    | 18                 |      |
| Cloves, whole                  | ..... | 25        | 30    | 25       | 30    | 25                 |      |
| Pure mixed spice               | ..... | 13        | 18    | 20       | 40    | 16                 |      |
| Cassia                         | ..... | 25        | 24    | 25       | 20    | 22                 |      |
| Cream tartar, French           | ..... | 28        | 25    | 30       | 25    | 30                 |      |
| " " best                       | ..... | 10        | 15    | 13       | 16    | 18                 |      |
| Allspice                       | ..... | .....     | ..... | .....    | ..... | .....              |      |
| WOODENWARE                     |       | Montreal. |       | Toronto. |       | St. John, Halifax. |      |
| Pails, No. 1, 2-boop           | ..... | 1 75      | 1 75  | 1 75     | 1 90  | 1 90               |      |
| " " 3-boop                     | ..... | 1 91      | 1 91  | 1 83     | 2 05  | 2 05               |      |
| " " half, and covers           | ..... | 1 5       | 1 5   | 1 80     | 1 75  | 1 75               |      |
| " " quarter, jam and covers    | ..... | 1 25      | 1 25  | 1 30     | 1 45  | 1 45               |      |
| " " candy, and covers          | ..... | 2 50      | 3 01  | 1 88     | 2 90  | 3 20               |      |
| Tubs No. 0                     | ..... | 10 09     | 10 24 | 9 15     | 11 00 | 11 00              |      |
| " " 1                          | ..... | 8 00      | 8 25  | 7 50     | 9 00  | 9 00               |      |
| " " 2                          | ..... | 7 00      | 7 25  | 6 70     | 8 00  | 8 00               |      |
| " " 3                          | ..... | 6 00      | 6 25  | 5 90     | 7 00  | 7 00               |      |
| PETROLEUM                      |       | Montreal. |       | Toronto. |       | St. John, Halifax. |      |
| Canadian water white           | ..... | 14½       | 15½   | 16       | 16    | 16½                |      |
| Sarnia water white             | ..... | 16        | 17    | 18       | 18    | 18½                |      |
| Sarnia prime white             | ..... | 18        | 19    | 20       | 20    | 20½                |      |
| American water white           | ..... | 19        | 20    | 21       | 21    | 21½                |      |
| Pratt's Astral (barrels extra) | ..... | 18½       | 19    | 20       | 20    | 20½                |      |
| Black— TEAS                    |       | Montreal. |       | Toronto. |       | St. John, Halifax. |      |
| Congon—Half-chests Kalsow,     | ..... | 13        | 60    | 12       | 60    | 11                 | 40   |
| Moning, Paking                 | ..... | 17        | 40    | 18       | 50    | 15                 | 40   |
| Caddies Paking, Kalsow         | ..... | 35        | 55    | 35       | 55    | 30                 | 50   |
| Indian—Darjeelings             | ..... | 20        | 40    | 20       | 40    | 18                 | 40   |
| Assam Pekoes                   | ..... | 18        | 25    | 18       | 25    | 17                 | 24   |
| Ceylon—Broken Pekoes           | ..... | 35        | 42    | 35       | 42    | 34                 | 40   |
| Pekoes                         | ..... | 20        | 30    | 20       | 30    | 20                 | 30   |
| Pekoe Sombong                  | ..... | 17½       | 40    | 17       | 35    | 17                 | 35   |
| Cbina Greens—                  | ..... | .....     | ..... | .....    | ..... | .....              |      |
| Gnnpowder—Cases, extra first   | ..... | 42        | 50    | 42       | 50    | .....              |      |
| Half-chests, ordinary firsts   | ..... | 22        | 28    | 22       | 28    | .....              |      |
| Young Hyson—Cases, sifted      | ..... | 42        | 50    | 42       | 50    | .....              |      |
| extra firsts                   | ..... | 35        | 40    | 35       | 40    | .....              |      |
| Cases, small leaf, firsts      | ..... | 22        | 38    | 22       | 38    | .....              |      |
| Half-chests, ordinary firsts   | ..... | 17        | 19    | 17       | 19    | .....              |      |
| Half-chests, seconds           | ..... | 15        | 17    | 15       | 17    | .....              |      |
| " thirds                       | ..... | 13        | 14    | 13       | 14    | .....              |      |
| " common                       | ..... | .....     | ..... | .....    | ..... | .....              |      |
| Pinganeys—                     | ..... | .....     | ..... | .....    | ..... | .....              |      |
| Young Hyson, ½-chests, firsts  | ..... | 28        | 32    | 28       | 32    | 30                 | 40   |
| " " " seconds                  | ..... | 16        | 19    | 16       | 19    | .....              |      |
| " " Half-boxes, firsts         | ..... | 28        | 32    | 28       | 32    | .....              |      |
| " " " seconds                  | ..... | 16        | 19    | 16       | 19    | .....              |      |
| Japans—                        | ..... | .....     | ..... | .....    | ..... | .....              |      |
| ½-chests, finest May picklings | ..... | 38        | 40    | 38       | 40    | .....              |      |
| Choice                         | ..... | 32        | 36    | 33       | 37    | .....              |      |
| Finest                         | ..... | 28        | 30    | 30       | 32    | .....              |      |
| Fine                           | ..... | 25        | 27    | 27       | 30    | .....              |      |
| Good medium                    | ..... | 22        | 24    | 25       | 28    | .....              |      |
| Medium                         | ..... | 19        | 20    | 21       | 23    | .....              |      |
| Good common                    | ..... | 16        | 18    | 18       | 20    | .....              |      |
| Common                         | ..... | 16        | 18    | 15       | 17    | .....              |      |
| Nagasaki, ½-chests, Pekoe      | ..... | 16        | 22    | .....    | ..... | .....              |      |
| " " Oolong                     | ..... | 14        | 15    | .....    | ..... | .....              |      |
| " " Gnnpowder                  | ..... | 16        | 19    | .....    | ..... | .....              |      |
| " " Siftings                   | ..... | 7½        | 11    | .....    | ..... | .....              |      |
| RICE, MACARONI, SAGO, TAPIOCA. |       | Montreal. |       | Toronto. |       | St. John, Halifax. |      |
| Rice—Standard B.               | ..... | 3 00      | 3 10  | .....    | 3½    | 3 25               | 3 40 |
| Patna, per lb.                 | ..... | 4 25      | 4 50  | 4½       | 5     | 5                  | 6    |
| Japan                          | ..... | 4 40      | 4 90  | 5½       | 6     | 5                  | 6    |
| Imperial Soca                  | ..... | 4 60      | 4 90  | 4½       | 5½    | 5                  | 6    |
| Extra Burma                    | ..... | .....     | ..... | 4½       | 4½    | 4                  | 5    |
| Java, extra                    | ..... | .....     | 5½    | 6        | 6     | 6                  | 7    |
| Macaroni, dom'ic, per lb, bnk  | ..... | 5         | 6     | .....    | 7½    | .....              |      |
| " Imp'd, 1-lb, pkg., French    | ..... | 8         | 12    | 9        | 10    | .....              |      |
| " " " Italian                  | ..... | 8         | 10    | 11       | 12½   | .....              |      |
| Sago                           | ..... | 4½        | 4     | 4½       | 5     | 4½                 | 5    |
| Tapioca                        | ..... | 3½        | 4     | 4        | 4½    | 4½                 | 5    |



# Your Stock is not Complete

IF IT DOES NOT INCLUDE :

Scotch Whiskey . { "Mullmore," "Heather Dew,"  
"Special Reserve," "Extra  
Special Liquor," of Mitchell  
Bros., Limited.

Holland Gin . . . { The famous Pollen & Son's  
brand.

Brandy . . . . { Ph. Richard's unequalled  
brandies—VO, VSOP, "Fleur de  
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Wines . . . . { Port, Sherry, Madeira and Mala-  
gas, of Blandy Bros. Invalid  
Special Wine is particularly  
recommended.

Sparkling Wines { Cardinal and Vve. Amiot.

The above brands are second to none, and there is a fair margin  
of profit to be made by retailers.

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## Laporte, Martin & Cie.

Wholesale Grocers,

**MONTREAL.**

## THE PROVISION TRADE.

The Markets—Miscellaneous Notes.

FROM Australia, New Zealand and the River Plate, for the nine months of this year, the following are the total meat imports into Great Britain, with the fluctuations, as compared with the receipts during the same period of last year: From Australia—738,206 mutton carcasses, increase 280,197; 365,341 lamb carcasses, increase 90,213; 67,497 beef quarters, decrease 122,761. From New Zealand—1,340,231 mutton carcasses, decrease 200,258; 1,300,683 lamb carcasses, increase 41,180; 108,409 beef quarters, decrease 32,614. From the River Plate—1,950,261 mutton carcasses, increase 65,546; 1,149 lamb carcasses, decrease 1,530; 322,972 beef quarters, increase 155,532.

Victoria, Australia's, export of frozen mutton during 1900 amounted to 210,592 cents, which compares very favorably with that of 1898, 125,611, though exceeded by the quantity in 1899, 236,577 cents. The value of mutton leaving the Government cool stores for shipment during the year was £47,983, and beef, £13,843, the total value of all produce passing through being £1,479,022. Frozen pork, to which trade greater attention is to be given, represented £3 030.

### ENGLISH MEAT EATERS.

Chambers' Journal gives the following symptom of market conditions in England and of the improved condition of the middle classes as meat eaters.

Meat has made no pretense of going down in price of late years. It has ruled high for a long time, notwithstanding enormous importations from abroad; and, paradoxical as it may appear, the fact is in itself to some extent a symptom of easier times. Though the quantity of meat in our markets has increased enormously, prices have not gone down, because there have been so many more people who could afford to eat it.

### THE TONE OF TRADE.

The domestic market is stronger than the foreign, because our home consumption has steadily increased with the financial improvement of the mass of our people.

The export brokers do not feel a brisk trade. Orders are plentiful, and inquiries prolific, but at European prices based on European conditions. Contract orders must, of course, be filled, and a trading basis be

maintained. Beyond these exigencies in the export market very little goes abroad unless the American trader is outbid.

Hides are strong enough but a bit off in quality as a general rule. The demand holds strong and sustained. The oil market has its vibrations due to the vacillation of the hog market, but the undertone is strong.

Lard has lost no real ground. There is a disposition to hammer this product for output reasons. The manufacturer has his own troubles in the high price of raw products, but the maker of those products has bought stock in a high market, and the by-products must help bear the burden.

Trading is generally good in the face of the large element of speculation in lard, pork products and other articles.—National Provisioner, New York.

### THE PROVISION MARKETS.

#### TORONTO.

The cold weather that has prevailed lately has increased the offerings in Northern and Western hogs, which are now 10c. easier. They now sell at \$7.90 per 100 lb. in carlots. On the local market, the receipts of dressed hogs have been moderate, the bulk being of the heavier variety. Light shop hogs are very scarce. The market this week is not quite so firm, but the prices remain unchanged. We quote: Dressed hogs, \$8.10 to \$8.25; beef carcasses, \$5.50 to \$6.50 per 100 lb.; hind quarters, \$6 to \$7 per 100 lb.; front quarters, \$4.50 to \$5 per 100 lb. Veal, 6 to 7½c. per lb.; lambs, 6 to 6½c. Live hogs: Selects, \$6.50, and lights \$6 per 100 lb.; choice export cattle bring \$4.75 to \$5 per 100 lb.; lights sell at \$4 to \$4.50.

The prices of all hog products are very firm, and Canadian short cut barrel pork is 50c. higher, owing to the better feeling therefor on the British market. Lard still continues very firm. We quote as follows: Long clear bacon, 11c.; smoked breakfast bacon, 14 to 15c.; rolls, 11½c.; medium hams, 13½c.; large hams, 12½ to 13c.; shoulder hams, 11c., and backs, 13½ to 14c.; Canadian heavy mess pork, \$19.50 to \$20; short cut, \$21.50 to \$22; lard, in tierces, 11c. per lb.; tubs, 11¼c., and pails, 11½c.

#### MONTREAL.

The market is steady to firm. Boar's Head Compound is advanced ¼c.

per pound. We now quote as follows: Heavy Canadian short cut mess pork, \$22.00; Chicago clear pork, \$23.25 for heavy and \$22.75 for medium; selected heavy short cut mess pork, boneless, \$22.00 to \$22.50; hams, 12 to 13c.; bacon, 15c.; lard, pure Canadian, \$2.25 per pail; refined lard compound (Fairbank's), \$2.02 for 1 to 24 pails; \$2.00 for 25 to 49 pails; \$1.99 for 50 pails and over; Snow White and Globe compound, \$1.72½ per pail; Cottolene, 10¾c. for 20 lb. pails, and 10½c. for 60-lb. tubs, for Quebec and Ontario.

ST. JOHN, N. B.

Pork is very firm. The stock of best grade barrelled pork is very small. There is but a fair demand. In beef, the market is dull, and, compared with pork, prices are low. A fairly large stock of pure lard is held. Prices are firm and high. For best compound there is a fair sale.

### PROVISION NOTES.

John Green, butcher, Kingston, Ont., is dead.

Beausejour & Rainville, butchers, Montreal, have dissolved.

Geo. Boettger, butcher, Hanover, Ont., is advertising his business for sale.

W. R. Anderson, butcher, Red Deer, N.W.T., has sold out to C. J. S. Reid.

A bailiff is in possession of the premises of T. Fane & Co., butchers, Toronto.

Isaac Kilburn, meat merchant, Fredericton, N.B., is succeeded by Kilburn & Lanson.

John Hyde has been appointed curator of A. S. & W. H. Masterman, pork packers, Montreal.

Established 1873.

Pork Packers, Commission Merchants,  
Buyers and Exporters of

**Eggs, Butter,  
Cheese, Poultry.**

**D. GUNN, BROTHERS & CO.**

76-78-80 Front St. E. - TORONTO.

## CONSIGNMENTS

of EGGS, BUTTER, CHEESE, etc.  
will receive our careful attention.

Write us when you have Eggs and  
Butter to offer. Cases supplied.

The J. A. McLean Produce Co., Limited,  
77 Colborne St., TORONTO.



The busy Christmas week will soon be here and you will want your stock complete.

Kindly let us have your orders for

REGISTERED  
*Bow Park*  
BRAND  
**HAMS**

and

REGISTERED  
*Bow Park*  
BRAND  
**BACON**

as early as possible, so there will be no delay in filling your orders.

**The Brantford Packing Co.**  
LIMITED  
**BRANTFORD, ONT.**

*We thank our many friends for their liberal patronage during the past year, and wish one and all a bright and prosperous New Year.*

*Yours very truly,*

**Shuttleworth & Harris,**  
**BRANTFORD, CAN.**

Toronto Agents:

THE WM. RYAN CO., Limited, FRONT STREET EAST.

## For Christmas

ENGLISH BREAKFAST BACON  
SUGAR-CURED HAMS  
HOME-MADE MINCEMEAT  
FULL CREAM STILTONS.

Here are four lines with which to tempt the appetite of the veriest epicure.

Try them on your customers. Try them now—always—and all the time.

**F. W. FEARMAN CO.,**  
Limited  
**Hamilton, Canada.**

## HOLIDAY MEATS

Your trade will demand something Choice in Smoked Hams and Breakfast Bacon.

Our Curing will give your customers satisfaction and hold their trade. Order early to avoid disappointment.

**The Park, Blackwell Co.,**  
LIMITED.  
**PORK PACKERS AND EXPORTERS, TORONTO, CANADA.**

Liverpool Agents:  
Messrs. Miller Bros.  
16 Tooley St.

London Agents:  
Messrs. W. P. Sinclair & Co.  
12 North John St.

**CORNER BEEF FROM HEAD MEAT.**

The meat from cattle heads is very serviceable for putting into canned stock when it is more profitable to employ it here rather than in the sausage department. The stock employed is the meat trimmed from the heads, known as cheek meat. The latter when taken from the bullock's head should be stripped therefrom in as large pieces as possible and not in fragments and shreds as might be the case when employed in the making of sausages.

The meat after being taken from the head should be thrown into a large vat of clean, cold water, washed well, and then allowed to soak for 24 hours, for the purpose of eliminating the blood and also to lighten the color of the meat which naturally is very dark and very glutinous. It is quite necessary during the progress of the soaking, to stir the meat a few times to expose all the pieces to the action of the soak water and also to change the water at least once during the 24 hours.

In hot weather it is necessary to put ice in the soaking vats in order to keep the water cool—a necessary precaution, as cheek meat contains so much gelatinous matter. The meat is, after soaking, drained off and taken to the pickling-room or cellar and placed in 75 deg. pickle for 15 days. As this pickle is rather light, growing weaker as the time advances, it is advisable to put with it a mild preservative, such as borax or boracic acid. For each 1,000 lb. of meat, 2 lb. of boracic acid or 3 lb. of borax will be sufficient, although these quantities may be slightly increased on this class of meat without detriment.

A much improved article over the plain and only cheek meat product is obtained by using with it, one fourth of its weight of beef shank meat, cured in the same way. When ready for canning, the meat is shrunk or blanched for an hour in boiling water, care being taken to have the small shank meat and trimmings, when used, well distributed through the other meat to insure uniformity. For 2-lb. cans, stuff into each can 1 lb. 13 oz. meat. The cans are then wiped, capped, and the centre vents stopped in the usual manner. The cans are then processed in the open water bath at 212 degrees Fahr. for 2 hours and 15 minutes. The cans are then removed, the vents opened with an awl or similar instrument and then stopped up again as soon as possible. It is necessary to have the vent holes picked by awls so that the meat may be picked out of the holes, thereby allowing the cans to exhaust properly, and also to facilitate the work, as the vents cannot be stopped until the can is thoroughly and completely exhausted.

After this process has been properly carried out, the cans are returned to the water bath and boiled off for three hours, when they are removed and showered until cool.

For 1-lb. cans; they should be processed for 2 hours and then boiled off for two hours, both in the open vat, using the same precautions as to exhausting the cans, etc.  
—National Provisioner.

**Every Grocer**

who desires to have the finest goods for his customers, will see that he is never without a full stock of:

**COWAN'S**

Hygienic and Perfection Cocoa.

Queen's Dessert, Royal Navy and Perfection Chocolate.

Cake Icings—Chocolate, Pink, Lemon Col. and White.

Chocolate Cream Bars, Chocolate Ginger, Chocolate Wafers, etc.

ALL ABSOLUTELY PURE GOODS.

**THE COWAN CO., Limited, - TORONTO.**

Once used and your  
customers will ask for OUR

**LARD**not twice or three times, but **ALL THE TIME****Our Process of Rendering**

Demands absolute cleanliness and purity.

An Absolutely Pure Lard is the result.**Every Grocer Should Have It**

FROM 3-LB. TINS UP.

**The Farmers' Co-Operative Packing Co.  
of BRANTFORD, Limited.**

All first-class Grocers and Provision dealers should handle the

**“L. & S.” and  
“Imperial”**

Brands of Smoked Hams, English Breakfast Bacon, Backs, Lard, Etc.

The best and most favorably known brands on the market.  
They are delicious and appetizing. Once used, always used.

**Fowler's Canadian Company, Limited,****Pork Packers and Exporters, HAMILTON, CANADA.**

Fowler's Packing Houses:

Chicago, Ill., Omaha, Neb.

Kansas City, Kan., Hamilton Can.

New York Office:

Produce Exchange

Building, N.Y.

Fowler's English Houses:

Fowler Bros., Limited, Liverpool, Eng.

Fowler Bros., Limited, London, Eng.

**The L. & S. Rosemary Company, Limited,**

Manufacturers of Jams, Jellies, Cocomut, Extracts, Baking Powder, Vinegars, Pickles, etc.

22 McNAB STREET SOUTH, HAMILTON, CAN.



CANADIAN ADVERTISING is best done by THE  
E. DESBARATS ADVERTISING AGENCY  
MONTREAL

## Oysters and Fish M. DOYLE FISH COMPANY

Limited  
TORONTO ONT.

We are the only house who offer you oysters in Canadian measure (Imperial), 4 gal. Imp. is equal to 5 gal. wine. Agents for Booth's "Oval" Brand. 53 years on the market. Extra Standard, \$3.00 per pail. All kinds of Fresh Fish always on hand. Carload Manitoba Whitefish just arrived.

## Book-keeping FOR Joint Stock Companies

A text-book for the use of accountants, book-keepers, business men, and advanced accountancy students, by

**DAVID HOSKINS, C.A.**

Vice-President of the Institute of Chartered Accountants of Ontario.

Price \$1.50, postpaid. Address:—

**DAVID HOSKINS, C.A.,**  
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ESTABLISHED 1869

## Geo. Stanway & Co.

Brokers and  
General Commission Merchants

Teas, Sugars, Molasses, | 46 Front St. East,  
Canned Goods | **TORONTO**

Correspondence Solicited.

## ROCK SALT FOR HORSES and CATTLE.



TORONTO SALT WORKS, Toronto, Ont.

## Warren Bros. & Co.

Wholesale Grocers

Coffee Importers..

Etc.....

**35 AND 37 FRONT ST. EAST**

**TORONTO.**

Established 1862.

## E. THOMPSON & CO.

LIVERPOOL,

Offices—11 Victoria St. . . . ENG.  
Warehouses—48-52 Thomas St.

We solicit correspondence and offers of all kinds of **CANNED GOODS** and **DRIED FRUITS**, etc., suitable for the English and Continental markets. Consignments will receive best attention and advances made when required.

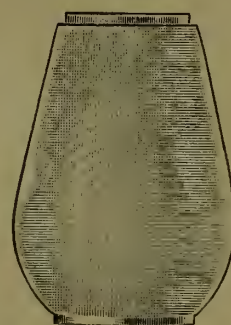
REFERENCE—Canadian Bank of Commerce.

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**G. H. THOMPSON,**

107 Hudson St., NEW YORK.

ARE YOU USING OUR



Cold Blast  
or Jubilee  
Globes

Aetna or  
Quaker Flint  
Chimneys?

Give them a Trial.

**THE SYDENHAM GLASS CO.,**  
of WALLACEBURG, Limited

**Annual Sales  
Exceed  
33,000,000 lbs.**



**Grand Prix  
Highest Award,  
Paris 1900.**

The extraordinary success of **CHOCOLAT-MENIER** all over the world, is rivaled by "**MENIER'S BREAKFAST COCOA.**" This Cocoa is absolutely pure. Sold this year for the first time in Canada and the United States, its sale is already enormous.

Ask your wholesaler for it. If he will not supply you, write to **HERDT & CO., 180 St. James Street, Montreal, Canada.**

**A GOOD MARGIN OF PROFIT FOR THE RETAILERS.**

## DEVELOPMENT OF CANADA'S BACON TRADE.

At the recent Winter Fair in Guelph, Ont., a most interesting address was given by Mr. J. W. Flavelle, of The Wm. Davies Packing Co., Limited, on the bacon industry of Canada. It was undoubtedly one of the best ever delivered in this country on the subject. The following excellent report of the address is from The Weekly Sun, Toronto: I have heretofore hesitated about expressing a definite opinion on the matter of breed. But, in my opinion, the time has come when an unequivocal expression of opinion on this point should be given.

## EVERYBODY LISTENED THEN.

This was an intimation that a most important statement was coming, and in a moment, even in that densely packed hall, there was a silence that was broken only by the speaker's voice—a clear indication of the intensity of the interest felt in this most important matter.

Either as pure breeds, or for the purpose of cross-breeding, Mr. Flavelle continued, the breed that gives us the largest percentage of select bacon hogs is the Yorkshire. I have no interest in any breed. I speak simply as a bacon curer; from that standpoint, basing my judgment on the experience of years, there is no question that the greatest improvement is to be looked for from the free use of good York males. In the West, where the predominant type is of short and of undesirable form, this is especially true, and I would like to see a wide distribution of York males all over that section of the country.

## WHERE THE TAM LACKS.

The objection to the Tam in the west, where he is chiefly bred, is that he seems to lose his identity in crossing. Thousands of sides of bacon have been sold in the British market from Western Ontario that graded No. 2 simply because the hogs from which these sides were taken showed the heavy fat shoulder, that is characteristic of the western hogs—and a characteristic that Tams seem unable to remove.

That is where the York has the advantage. He has the peculiar quality of fixing his own impress on the offspring in crossing with other breeds.

Wiltshire sides are made from all breeds, but what we want for breeding purposes is a hog that will give the largest percentage, under average conditions, of No. 1 bacon, and that hog we find in the York.

\$1,000,000 A MONTH.

Dealing with the magnitude and phenomenal development of the bacon industry (which he hopes to see still further developed by means of improved breeding), Mr. Flavelle said: At present this industry is causing the distribution in this country of \$250,000 a week, or rather better than a million dollars per month. Ten years ago the amount distributed was \$10,000 per week, or \$40,000 per month. Ten years ago the factories of Canada had a capacity of 4,000 hogs per week; at the present time they have, easily, a capacity of 45,000 hogs per week.

What has brought about this stupendous development that has taken place in one short decade? The development is due, in the first place, to the efforts of

the packers in the earlier years to educate our farmers up to an appreciation of the possibilities in the trade; and I do not think I shall be accused of bad taste if I say in that early educational work, Wm. Davies, sr., occupied a first place. In the second place, credit is due to Prof. Robertson, who, in many lines, has rendered incalculable service to the people of this country, and also to the farmers' institutes and the Experimental Farm at Guelph. And, thirdly, credit must be awarded to the active and intelligent cooperation of the farmers of Canada, who are raising more hogs, of better quality, than ever before.

## EDUCATIONAL WORK COMMENDED.

I desire to emphasize the point that the educational work which is being carried on through the Ontario Department of Agriculture is invaluable. In that connection I believe that the extent of the influence which goes out from this Fair is hard to measure. The Farmers' Institute lecturers who assemble here acquire information that could not well be acquired in any other way—information which is afterwards disseminated all over the Province.

Then Mr. Flavelle undertook to show why, in his opinion, despite the phenomenal progress of the past, we cannot look for any great increase in the future. There is, he said, a general mistake, due to a misstatement of the facts, as to the extent of the British market for Canadian bacon. There is a general belief that the British market for such bacon is practically unlimited. This misapprehension has arisen from the statement as to the enormous clearances from United States packing houses, and the inference has been drawn that the market to which this American bacon goes is open to us. This is quite an error. American bacon goes to the North of England manufacturing districts, and for this peculiar market the Canadian hog is not the most suitable type. There is no fair chance for us to compete successfully for that particular class of trade.

## WHERE BRITAIN GETS HER BACON

There are four principal sources from which supplies are drawn for that part of the British market for which we are competing. These are England itself, Ireland, Denmark-Sweden, and Canada. For the supply of that market England herself is contributing 5,000 hogs per week; Ireland, 5,000 to 12,000 per week; Denmark-Sweden, 18,000 to 28,000 per week, while Canada (which in this case practically means Ontario), is furnishing 25,000 hogs per week. We have thus reached a point at which the Dominion is furnishing a larger proportion of the Wiltshire sides consumed by England than is any one of the rivals of this country.

## ONLY MODERATE INCREASE LOOKED FOR IN FUTURE.

This trade in which we are competing is a restricted trade. In that trade normal conditions have, I believe, now been reached. I am inclined to think the share of the supplies for this market that are drawn from Europe will remain about stationary, and that Canada will claim and secure the business of meeting the natural increase in the British demand.

But I do not believe we can hope for more than this natural increase. We

## OYSTERS.

FOR YOUR SUPPLY, SEND TO

**STANDARD OYSTER CO.,**  
89 and 91 Broadway, - BUFFALO, N.Y.  
Oldest and most reliable firm in the business.  
Wholesalers and Jobbers.  
Established 1879. Branch, 63 Colborne St., TORONTO

DOMINION  
BUSINESS  
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ONT.

The best equipped business and shorthand college in Canada.

International Gold Medal at New York for penmanship.

Situations secured for all worthy graduates. Seventy-five new typewriters for the use of students. Greatly reduced tuition rates. Call or write for information.

**Confederation Life Building,**  
Catalogue Free. TORONTO, ONT.

## Jelly That "Jells."

A lady in a grocery store was once heard to ask for some jelly powder "that would jell." She meant a powder that would make a good firm jelly, not the kind that falls to pieces, or in other words, that won't jell.

## N. &amp; B. Jelly Powder.

Is warranted to "jell" and is delicious and wholesome into the bargain. You may depend on it, your customers will be more than satisfied.

**Nicholson & Brock**  
TORONTO.

(A Sample Free)

## BASKETS

We make them in all shapes and sizes. We have

**Grain and Root Baskets,  
Satchel Lunch Baskets  
Clothes Baskets,  
Butcher Baskets,**

In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

THE . . .

**Oakville Basket Co.**  
Oakville, Ont.



# CEYLON TEA

## BLACK

The merit of the **Black Teas** has established them high in popular estimation. They are drunk wherever the English language is spoken. They follow the flag and drive out less meritorious growths.

OR

But some consumers are wedded to light drawing kinds, with pale liquor and without the full body and richness of the black kinds.

## GREEN

The **Green Teas** of Ceylon are made expressly for this trade. In Make, Quality and Price they challenge comparison with other growths.

They are grown, prepared and packed with the same skill by the British Planters who have revolutionized the black tea trade.

They have caught on in Canada and are no longer in the experimental stage. Try them.

shall have to struggle even for that. It is always easier to secure first place than to hold it. In order to do this we shall all have to be true to the best interests of the industry. The breeders will have to produce the best breeding stock. The feeders will have to feed in the best possible way, and the packer will have to adopt the best system of curing and marketing.

#### MUTUAL CONFIDENCE CALLED FOR.

There must, too, be a fair measure of confidence between all concerned. There has been altogether too much of the statement "If packers want the best hogs why do they not pay the price?" There is enough that is unfair in this to make it mischievous. The packer cannot make the price of the hog. All he can do is to pay an average price based on the average price he receives for his bacon. If there is collusion to fix prices it is your right to submit the packers to the most searching criticism; but where there is no collusion, where there is the freest and most open competition, nothing but mischief can come from the statements made. The delivery of hogs in Canada is 25,000 per week; the capacity of Canadian factories is 15,000 hogs per week; thus the factory capacity is 20,000 beyond supply, and therein is your assurance of free and full competition.

#### WELL TO BE BELOW DANISH IN PRICE

So far as price is concerned, I would like to see Canadian bacon sell high in England and to see Canadian hog-producers get good prices for their hogs; but I do not think it would be well to see Canadian bacon up to or above the price of Danish. It is by getting below the price of Danish that we can prevent the increase of Denmark's share in supplying the English market and hold that increase ourselves.

#### LESS AVERAGE AND MORE IDEAL DEMANDED

There has been too much of average quality in the hogs sent to market. The Government, as leader of the people, should endeavor to raise the average; there should be a striving after the ideal. We have culled out pretty severely as packers, but it is harder to do that now than when there were fewer of us. (Laughter.) But there should be mutual confidence between all parties in the trade. We should each try to do our part in improving the quality of our product, and look to the Government to see fair play between us all.

The Government, said John Oliver, of The Palmerston Packing Co., can do something on its own account by taking measures for the reduction of freight rates.

#### WHERE DENMARK HAS THE ADVANTAGE

Why should not our bacon sell as high as Danish in England? asked someone, after Mr. Flavelle had finished his address.

"Because," said Mr. Flavelle, "Danish bacon can be carried to the English market in 21 hours; no preservatives are needed in the curing of it, as are required in our case; and there is, further, still a prejudice against our product in England because some people in that country even yet class our bacon with that from the United States, not having fully realized that there are two countries in North America. To-day

Canadian bacon is selling in England at about 51 to 52s. per cwt., as against 57 to 58s. for Danish."

#### WHY PRICES FLUCTUATE.

"What is the cause of the extreme fluctuation in price of hogs—\$1.50 in a week or two?" Mr. Flavelle was next asked.

"The extreme fluctuations in England," was the answer. "The bacon trade affords a striking resemblance to the fruit trade. In Toronto you may send a lot of early strawberries home in the morning, bought at 20c. per box, and in the evening hear hawkers calling 'three boxes for a quarter.' A sudden rush may have caused the drop. Just so in bacon. A sudden rush of supplies may at any time cause a reduction. The marketing of a lot of hogs in November, that will reach England as bacon at Christmas time, when other foods are wanted, has the same effect.

"The largest percentage of overfats," said Mr. Flavelle, in answer to another question, "are received between now and March, because farmers, in trying to escape the November drop, hold their hogs until overdone. In all cases hogs should be marketed just as soon as they are ripe."

#### PERCENTAGE OF NO. 1 IN RECEIPTS.

In reply to someone else, Mr. Flavelle said that about 20 per cent. of the hogs now being received class as Nos. 2, 1 or 5 per cent. as soft, and 3 per cent. as bruised.

Manager Wilson, of the Ingersoll factory, put the percentage of bruised much higher—10 to 15 per cent.

A farmer in the hall said the drover was mainly responsible for these bruises.

"But the farmer is partly responsible," responded Mr. Flavelle, "and my mother once told me, when I was partly responsible for a wrong condition of things, to take all the blame to myself and try to effect a remedy." Mr. Flavelle further said part of the bruising is done to hogs when carried in farmers' wagons, by striking against the cross strips over

the top of the box in which they are carried.

In reply to another question, Mr. Flavelle said there was a difference between the ideal and No. 1. No. 1 is a commercial term, which includes all that can go into that commercial class; but even in No. 1 there are variations between those that are exactly as wanted and those just a little below this standard. Mr. Flavelle said that at present 70 per cent. of the sides received by The Davies Co. are classed as No. 1, and about half of these are ideal, or just what are wanted.

#### TRUSTS IN ANCIENT INDIA.

WE live in an age of trusts. By most people they have been thought a product of the rapacious trading spirit of our American consins, but this, it seems, is not fair to our American consins, their origin being really far more ancient than anything American. A letter recently sent by a Sanskrit scholar to The Frankfurter Zeitung, states that "Trusts" were known to the natives of ancient India, for the Yajnavalkya (II. 219), the code of law with which the Mann forms even at the present time the basis of the law administered to the natives in Indian courts, contains the following directions: "The highest money-fine is to be applied to people who unite and fix the prices of products to the detriment of artisans and artists, although they are well aware of the rising and falling of prices. The same fine is also to be applied to all merchants who exclude merchandise by a wrong price, or are selling the same at the latter." The Yajnavalkya law-book was introduced about 300 years A.C., and the part quoted above fully shows how advanced was the economic life of the ancient Indians even in those early times. Incidentally it also furnishes, in regard to the prohibition of trusts, an interesting sidelight on the school of thought at the age referred to. Verily, there is nothing new under the sun.—Commercial Intelligence, London.

# POPULARITY

is the proof of merit, and no brand has ever achieved popularity so quickly as

# "BOBS"

## CHEWING TOBACCO

In 5 and 10c. Plugs.

BOBS costs you only 36 cents, and pays a good profit.

Made by

BOBS is well advertised.

BOBS is selling well in almost every store from the Atlantic to the Pacific.

BOBS is A BIG PLUG FOR LITTLE MONEY

THE EMPIRE TOBACCO CO.,  
LIMITED  
MONTREAL, QUE.



**Mediterranean Fruits**  
**Granulated and Raw Sugars**  
**Molasses and Syrups, Glucose, Etc.**

**Excelsior Macaroni**  
**White Castile Soap**

**C. A. CHOUILLOU & CIE.**  
 14 Place Royale (Customs House Sq.) **MONTREAL.**

**Direct**  
**Importations**

Grenoble Walnuts.  
 Tarragona Almonds.  
 Finest Eleme Figs  
 Extra Fancy Northern California Navels.  
 Sweet Sonora and Valencia Raisins.  
 Fancy Messina Lemons.  
 Fancy Malaga Grapes.  
 Best Baltimore Oysters.  
 Scotch Finnan Haddies.

**Hugh Walker**  
**& Son**

Wholesale  
 Fruit and Commission  
 Merchants,

**Guelph, Ont.**

## GOODS WELL BOUGHT

are half sold if they are the right kind of goods. We are making the right kind of goods, and you don't have to take any chances. Send us a trial order and we'll take the chances. We are selling our own goods at our own prices, and if you drop us a card we'll tell you more about it.

**THE VICTORIA BISCUIT CO.,**

**GUELPH.**

An old year reminder to use  
**"BURMESE" LINEN LEDGER**

in your new set of books for the new year. You will not be so well pleased with any paper that may be used. It is distinguished for its strength, durability, appearance and writing surface—an ideal paper for blank books.

**CANADA PAPER CO., Limited**  
 TORONTO and MONTREAL

**CANE'S**  
**Wooden**  
**Packages**

Suitable for  
**PAINTS, SYRUPS,**  
**OYSTERS, LARD, ETC.**

**UNITED FACTORIES, Limited**  
 Head Office, TORONTO.



**Capstan Brand**

# BAKING POWDER

¼-lb., ½-lb., 14-oz., 1-lb. and 5-lb. sizes.

No purer line of Baking Powder on the market. Quality guaranteed.  
 Write us for prices.

**The Capstan Mfg. Co., - Toronto.**



**WORK—CASH.**

You save both by handling Dwight's "Cow Brand" Baking Soda, which is handsomely packed ready to hand to a customer. No measuring, bagging, weighing, or tying, and you make more profit on a package than on a pound of bulk soda.

**JOHN DWIGHT & CO.,**  
 34 Yonge St., TORONTO.

Agencies in all leading centres.

## LICORICE..

We manufacture everything in the Licorice line carried by the Grocery, Drug and Confectionery trades. We might mention—Y. & S. Stick Licorice, plain and corrugated; Acme Licorice Pellets; Y. & S. Licorice Lozenges, in cans or glass jars; A B C Blocks; Purity & Dulce Brand one cent sticks; Bundled Licorice Root; Small Cigars, 300 to box, etc. In PLIABLE LICORICE, Triple Tunnel Tubes, Mint Puff-Straps, Navy Plugs and Golf-Sticks 100 to box; Blow Pipes 200 and 300 to box; Manhattan Wafers, 2 ½ lb. boxes; Curved Stem Pipes, 200 to box. Write for illustrated catalogue.

**YOUNG & SMYLIE**

Established 1845.

**BROOKLYN, N.Y.**





# SOUTHWELL

stands for all that  
is best in

## Jams, Jellies and Marmalades.

You cannot get better than  
Southwell's, and most times you get  
poorer goods for the same money.

Write us for Price List.



## FRANK MAGOR & CO.

16 St. John St., MONTREAL.

AGENTS FOR THE DOMINION.



## False Economy

To do with-  
out a good scale.  
Why, a poor scale  
can lose for you  
hundreds of dol-  
lars, and you won't know where you lost it either.  
Good grocers have found out our Computing  
Scales **save for them money.** Allow us to  
show it to you. Send a post card and we will call  
—you will be under no obligation to buy.

## C. Wilson & Son

69 Esplanade Street East,

TORONTO, ONT.

## Current Market Quotations for Proprietary Articles

December 26, 1901.

Quotations for proprietary articles, brands,  
etc., are supplied by the manufacturers or  
agents, who alone are responsible for their  
accuracy. The editors do not supervise them.  
If a change is made, either an advance or  
decline, it is referred to in the market  
reports, as a matter of news, whether manu-  
facturers request it or not.

### BAKING POWDER.

| Cook's Friend—                        | Per doz. |
|---------------------------------------|----------|
| Size 1, in 2 and 4 doz. boxes.....    | \$ 2 40  |
| " 10, in 4 doz. boxes.....            | 2 10     |
| " 2, in 8 ".....                      | 80       |
| " 12, in 6 ".....                     | 70       |
| " 3, in 4 ".....                      | 45       |
| Pound tins, 3 doz. in case.....       | 3 00     |
| 12oz. tins, 3 ".....                  | 2 40     |
| 5lb. tins, 1/2 ".....                 | 14 00    |
| Diamond—                              |          |
| W. H. GILLARD & CO.                   |          |
| lb. tins, 2 doz. in case.....per doz. | 2 00     |
| 1/2 lb. tins, 3 ".....                | 1 25     |
| 1/4 lb. tins, 4 ".....                | 0 75     |

### IMPERIAL BAKING POWDER.

| Cases Contain. | Sizes of Cans. | Per Doz. |
|----------------|----------------|----------|
| 4 doz.         | 10c.           | \$0 85   |
| 3 " "          | 6-oz.          | 1 75     |
| 2 and 3 doz.   | 12-oz.         | 3 40     |
| 2 and 3 doz.   | 16-oz.         | 4 35     |
| 1 doz.         | 2 1/2-lb.      | 10 40    |
| 1/2 and 1 doz. | 5-lb.          | 19 50    |

### MAGIC BAKING POWDER.

| Cases Contain. | Sizes of Cans. | Per Doz. |
|----------------|----------------|----------|
| 4 doz.         | 4-oz.          | \$0 65   |
| 4 " "          | 6-oz.          | 0 80     |
| 4 " "          | 8-oz.          | 1 00     |
| 4 " "          | 12-oz.         | 1 50     |
| 4 " "          | 16-oz.         | 1 80     |
| 1 " "          | 2 1/2-lb.      | 4 50     |
| 1 " "          | 5-lb.          | 7 75     |

### JERSEY CREAM BAKING POWDER.

|                               |      |
|-------------------------------|------|
| 1/2 size, 5 doz. in case..... | 40   |
| 1/2 size, 4 doz. in case..... | 75   |
| 1 " 3 " ".....                | 1 25 |
| 1 " 2 " ".....                | 2 25 |

### "SUPERIOR" GLUTEN FLOUR

|                                 | per case. |
|---------------------------------|-----------|
| Toronto, Montreal and East..... | 5 10      |
| Winnipeg.....                   | 5 40      |
| Vancouver.....                  | 6 50      |

### BLACKING. SHOE POLISH.

| HENRI JONAS & Co.      | Per gross |
|------------------------|-----------|
| Jonas'.....            | \$9 00    |
| Fromonts.....          | 7 50      |
| Military dressing..... | 24 00     |

### BLUE.

|                                        |        |
|----------------------------------------|--------|
| Keen's Oxford, per lb.....             | \$0 17 |
| " In 10 box lots or case.....          | 0 18   |
| Reckitt's Square Blue 12-lb. box.....  | 0 17   |
| Reckitt's Square Blue, 5 box lots..... | 0 16   |

### BLACK LEAD.

|                                                                              |      |
|------------------------------------------------------------------------------|------|
| Reckitt's per box.....                                                       | 1 15 |
| Box contains either 1 gro., 1 oz.<br>size; 1/2 gro., 2 oz. or 1/4 gro. 4 oz. |      |

### CORN BROOMS

| BOROKH BROS. & COMPANY            | doz. net |
|-----------------------------------|----------|
| Bamboo Handles, A, 4 strings..... | 4 35     |
| " " B, 4 strings.....             | 4 10     |
| " " C, 3 strings.....             | 3 85     |
| " " D, 3 strings.....             | 3 60     |
| " " E, 3 strings.....             | 3 35     |
| " " F, 3 strings.....             | 3 10     |
| " " I, 3 strings.....             | 2 85     |

### BISCUITS.

#### CARR & CO. LIMITED.

| Frank Magor & Co., Agents.                                                         |          |
|------------------------------------------------------------------------------------|----------|
| Cafe Nolf.....                                                                     | 0 15     |
| Ensign.....                                                                        | 0 12 1/2 |
| Metropolitan mixed.....                                                            | 0 09     |
| Special price list of Fancy Tins for Xmas<br>trade and other lines on application. |          |

### CANNED GOODS.

#### MUSHROOMS.

| HENRI JONAS & Co.         |         |
|---------------------------|---------|
| Mushrooms, Rionel.....    | \$15 50 |
| " 1st choice Duthell..... | 18 50   |
| " 1st choice Lenoir.....  | 19 50   |
| " extra Lenoir.....       | 24 00   |
| Per case, 100 tins.       |         |

### FRENCH PEAS—DELORY'S

| HENRI JONAS & Co.   |        |
|---------------------|--------|
| Moyen's No. 2.....  | \$9 00 |
| No. 1.....          | 10 50  |
| 1/2 Fins.....       | 12 50  |
| Fins.....           | 14 00  |
| Tres fins.....      | 15 00  |
| Extra fins.....     | 18 50  |
| Sur extra fins..... | 18 00  |

### FRENCH SARDINES.

#### HENRI JONAS & Co.

|                       |        |
|-----------------------|--------|
| 1/2 Trefavenues.....  | \$9 50 |
| 1/2 Rolland.....      | 9 50   |
| 1/2 Delory.....       | 10 00  |
| 1/2 Club Alpines..... | 10 50  |
| 1/2 Alpines.....      | 12 50  |

### CHOCOLATES & COCOAS.

|                                            |          |
|--------------------------------------------|----------|
| Epps's cocoa, case of 14 lbs., per lb..... | 0 35     |
| Smaller quantities.....                    | 0 37 1/2 |

#### CADBURY'S.

| Frank Magor & Co., Agents                    | per doz. |
|----------------------------------------------|----------|
| Cocoa essence, 3 oz. packages.....           | \$1 65   |
| Mexican chocolate, 1/4 and 1/2 lb. pkgs..... | 0 40     |
| Rock Chocolate, loose.....                   | 0 40     |
| " 1-lb. tins.....                            | 0 42     |
| Nibs, 11-lb. tins.....                       | 0 33 1/2 |

#### JOHN P. MOTT & CO.'S.

| R. S. McIndoe, Agent, Toronto.        |             |
|---------------------------------------|-------------|
| Mott's Broma.....                     | per lb 0 30 |
| Mott's Prepared Cocoa.....            | 0 28        |
| Mott's Homeopathic Cocoa (1/4's)..... | 0 32        |
| Mott's Breakfast Cocoa (in tins)..... | 0 40        |
| Mott's No. 1 Chocolate.....           | 0 50        |
| Mott's Caracoea Chocolate.....        | 0 40        |
| Mott's Diamond Chocolate.....         | 0 28        |
| Mott's French-Can. Chocolate.....     | 0 18        |
| Mott's Navy or Cooking Chocolate..... | 0 28        |
| Mott's Cocoa Nibs.....                | 0 35        |
| Mott's Cocoa Shells.....              | 0 05        |
| Vanilla Sticks, per gross.....        | 0 90        |
| Mott's Confectionery Chocolate.....   | 0 21 0 43   |
| Mott's Sweet Chocolate Liquors.....   | 0 19 0 30   |

### Chocolate—

| FRY'S.                                    | per lb |
|-------------------------------------------|--------|
| Caracoea, 1/4's, 5-lb. boxes.....         | 0 42   |
| Vanilla, 1/4's.....                       | 0 42   |
| "Gold Medal" Sweet, 1/4's, 5 lb. bxs..... | 0 29   |
| Pure, unsweetened, 1/4's, 5 lb. bxs.....  | 0 42   |
| Fry's "Diamond," 1/4's, 14 lb. bxs.....   | 0 24   |
| Fry's "Monogram," 1/4's, 14 lb. bxs.....  | 0 24   |

### Cocoa—

|                                        | per doz. |
|----------------------------------------|----------|
| Concentrated, 1/4's 1 doz. in box..... | 2 40     |
| " 1/2's.....                           | 4 50     |
| " 1 lb. ".....                         | 8 25     |
| Homeopathic, 1/4's 14 lb. boxes.....   |          |
| " 1/2 lbs. 12 lb. boxes.....           |          |

### THE COWAN CO. LIMITED.

| Cocoa—                             |        |
|------------------------------------|--------|
| Hygienic, 1-lb. tins, per doz..... | \$7 25 |
| " 1/2-lb. tins ".....              | 3 75   |
| " 1/4-lb. tins ".....              | 2 25   |
| " fancy tins ".....                | 0 90   |

|                                                                                     |      |
|-------------------------------------------------------------------------------------|------|
| Hygienic, 5-lb. tins, for soda water<br>fountains, restaurants, etc. per<br>lb..... | 0 55 |
| Perfection, 1/2-lb. tins, per doz.....                                              | 3 00 |
| Cocoa Essence, sweet, 1/4-lb. tins,<br>per doz.....                                 | 2 25 |

### Chocolate—

| Queen's Dessert, 1/4's and 1/2's..... | per lb. |
|---------------------------------------|---------|
| 6's.....                              | \$0 40  |
| Mexican Vanilla, 1/4's and 1/2's..... | 0 42    |
| Royal Navy Rock ".....                | 0 30    |
| Diamond ".....                        | 0 25    |
| 8's.....                              | 0 28    |

### WALTER BAKER & CO., LIMITED.

| Premium No. 1 chocolate, 12-lb. boxes.....              | per lb |
|---------------------------------------------------------|--------|
| Vanilla chocolate 6-lb. boxes.....                      | 38     |
| German sweet, 6-lb. boxes.....                          | 47     |
| B'kfast cocoa, 1/2-lb. tins, plain; 6-lb.<br>boxes..... | 51     |
| Cracked cocoa, 1/4-lb. pkgs. 12-lb. bxs.                | 35     |
| Caracas sweet chocolate, 6-lb. boxes                    | 37     |
| Soluble chocolate (hot or cold soda)                    |        |
| 1-lb. cans.....                                         | 45     |
| Vanilla chocolate wafers, 48 to box,<br>per box.....    | 1 56   |

### CHOCOLATE-MENIER.



Chocolate-Menier 1/4 and 1/2 36c. per lb.  
Cocoa and Peanuts 20c. or per case  
Menier's Breakfast Cocoa 1/4-lb. tins 13c.  
1/2-lb. " 25c.  
1-lb. " 50c.



# "THE EDWARDSBURG BRANDS"

# Starch

# ... and Syrup

Are well known all over the Dominion as a **STANDARD OF QUALITY.**  
ASSORTED STOCKS of all styles of packages now on hand, and **PROMPT SHIP-**  
**MENT** guaranteed.

**EDWARDSBURG STARCH CO'Y, Limited,**  
**Established 1858.**

164 St. James St.,  
**MONTREAL.**

Works :  
**CARDINAL, ONT.**

53 Front St. East  
**TORONTO.**

# DUNN'S PURE MUSTARDS

**GIVE UNBOUNDED SATISFACTION.**

The reason is—They are profitable to dealers and satisfying to consumers.

## CHEESE.

|                                    |        |
|------------------------------------|--------|
| Imperial—Large size jars, per doz. | \$8 25 |
| Medium size jars                   | 4 50   |
| Small size jars                    | 2 40   |
| Individual size jars               | 1 00   |
| Imperial Holder—Large size         | 18 00  |
| Medium size                        | 15 00  |
| Small size                         | 12 00  |
| Roquefort—Large size, per doz.     | 2 40   |
| Small size                         | 1 40   |

## COFFEE.

|                    |         |
|--------------------|---------|
| JAMES TURNER & CO. | per lb. |
| Mocha              | 0 32    |
| Damasco            | 0 28    |
| Calvo              | 0 20    |
| Sirdar             | 0 17    |
| Old Dutch Rio      | 0 12½   |

## CLOTHES PINS.

|                                       |      |
|---------------------------------------|------|
| BOZOKH BROS. & CO.                    |      |
| Clothes Pins (full count), 5 gross in |      |
| case, per case                        | 0 55 |
| 4 doz. packages (12 to a case)        | 0 70 |
| 6 doz. packages (12 to a case)        | 0 90 |

## COUPON BOOKS—ALLISON'S.

For sale in Canada by—The Eby, Blain Co.,  
Limited, Toronto. O. O. Beauchemin &  
Fils, Montreal.

|                                          |      |
|------------------------------------------|------|
| \$1, \$2, \$3, \$5, \$10 and \$20 books. |      |
| Un-covered and                           |      |
| numbered.                                |      |
| In lots of less than 100                 |      |
| books, 1 kind assorted.                  | 4.   |
| 100 to 500 books.                        | 3½c. |
| 500 to 1,000 books.                      | 3c.  |

## Allison's Coupon Pass Book.

|               |               |
|---------------|---------------|
| \$ 1 00 books | 3 cents each  |
| 2 00 books    | 3 cents each  |
| 3 00 books    | 3 cents each  |
| 5 00 books    | 4 cents each  |
| 10 00 books   | 5½ cents each |
| 15 00 books   | 6½ cents each |
| 20 00 books   | 7½ cents each |
| 25 00 books   | 8 cents each  |
| 50 00 books   | 12 cents each |

## EXTRACTS.

|                                    |            |
|------------------------------------|------------|
| HENRI JONAS & Co.                  | Per gross. |
| 8 oz. London Extracts              | \$6 00     |
| 2 oz. " (no corkscrews)            | 5 50       |
| 2 oz. " "                          | 9 00       |
| 2 oz. Spruce essence               | 6 00       |
| 2 oz. " "                          | 9 00       |
| 4 oz. Ancho extracts               | 12 00      |
| 1 oz. " "                          | 21 00      |
| 1 oz. " "                          | 36 00      |
| 1 lb. " "                          | 70 00      |
| 1 oz. Flat " "                     | 9 00       |
| 2 oz. Flat, bottle extracts        | 18 00      |
| 2 oz. Square " "                   | 21 00      |
| 4 oz. " (corked)                   | 36 00      |
| 8 oz. " "                          | 72 00      |
| 8 oz. " glass stop extracts        | 3 50       |
| 8 oz. " "                          | 7 00       |
| 2½ oz. Round quintessence extracts | 2 00       |
| 4 oz. Jockey decanters             | 3 50       |

## FOOD.

|                                     |      |
|-------------------------------------|------|
| Robinson's Patent Barley ½ lb. tins | 1 25 |
| " " 1 lb. tins                      | 2 25 |
| " " Groats, ½ lb. tins              | 1 25 |
| " " 1 lb. tins                      | 2 25 |

|                         |        |
|-------------------------|--------|
| GILLETT'S POWDERED LYE. |        |
| 4 doz. in case          | \$3 60 |

## JAMS AND JELLIES.

|                                           |          |
|-------------------------------------------|----------|
| SOUTHWELL'S GOODS.                        | per doz. |
| Frank Magor & Co., Agents.                |          |
| Orange Marmalade                          | 1 50     |
| Clear Jelly Marmalade                     | 1 80     |
| Strawberry W. F. Jam                      | 2 00     |
| Raspberry " "                             | 2 00     |
| Apricot " "                               | 1 75     |
| Black Currant " "                         | 1 85     |
| Other Jams, W. F.                         | 1 55     |
| Red Currant Jelly                         | 1 90     |
| Jams—T. UPTON & CO.                       | 2 75     |
| 1-lb. glass jars 2 doz. in case, per doz  | \$1 00   |
| 5-lb. tin pails, 8 pails in crate, per ib | 0 07     |
| 7-lb. wood pails, 6 " "                   | 0 07     |
| 14-lb. wood pails, per ib                 | 0 07     |
| 30-lb. " "                                | 0 06¾    |
| Jellies—                                  |          |
| 1-lb. glass jars, per doz.                | \$1 00   |
| 7-lb. wood pails, per ib.                 | 0 06¾    |
| 14-lb. " "                                | 0 06¾    |
| 30-lb. " "                                | 0 06¾    |

## LICORICE.

|                                       |        |
|---------------------------------------|--------|
| YOUNG & SMYTHE'S LIST.                |        |
| 5-lb. boxes, wood or paper, per ib.   | \$0 40 |
| Fancy boxes (36 or 50 sticks) per box | 1 25   |
| " Ringed " 5 lb. boxes, per ib.       | 0 40   |
| " Aome " Pellets, 5 lb. cans, per can | 2 00   |
| " Aome " Pellets, fancy boxes (40)    |        |
| per box                               | 1 50   |
| Tar, Licorice and Tolu Wafers, 5 lb.  |        |
| cans, per can                         | 2 00   |
| Licorice Lozenges, 5 lb. glass jars   | 1 75   |
| " " 20 5 lb. cans                     | 1 50   |
| " Purity " Licorice 10 sticks         | 1 45   |
| " " 100 sticks                        | 0 73   |
| Dulce, large cent sticks, 100 in box  |        |

## MINCE MEAT.

|                                     |         |
|-------------------------------------|---------|
| Wetthey's Condensed, per gross, net | \$12 00 |
| " per case o doz. net               | 3 00    |

## MUSTARD.

|                                |           |
|--------------------------------|-----------|
| COLMAN'S OR KEEN'S.            |           |
| D. S. F., ¼ lb. tins, per doz. | \$1 40    |
| " ½ lb. tins, " "              | 2 50      |
| " 1 lb. tins, " "              | 5 00      |
| Durham 4 lb. jars, per jar     | 0 75      |
| " 1 lb. " "                    | 0 25      |
| F. D., ¼ lb. tins, per doz.    | 0 85      |
| " ½ lb. tins, " "              | 1 45      |
| JONAS' FRENCH MUSTARDS         |           |
| HENRI JONAS & Co.              | Per gross |
| Pony size                      | \$7 50    |
| Imperial, medium               | 9 00      |
| Imperial, large                | 12 00     |
| Tumblers                       | 12 00     |
| Mugs                           | 13 20     |
| Pint jars                      | 18 00     |
| Quart jars                     | 24 00     |

## MATCHES.

|                                 |        |
|---------------------------------|--------|
| Eddy's Telegraph, 5-case lots   | \$4 00 |
| " single cases                  | 4 20   |
| Telephone, 5-case lots          | 3 90   |
| " single cases                  | 4 10   |
| Eagle Parlor, 200s, 5-case lots | 1 60   |
| " single cases                  | 1 70   |
| " 100s, 5-case lots             | 1 80   |
| " single cases                  | 1 90   |
| Victoria Parlor, 5-case lots    | 2 90   |
| " single cases                  | 3 10   |

## ORANGE MARMALADE.

|                                   |        |
|-----------------------------------|--------|
| T. UPTON & CO.                    |        |
| 1-lb. glass 2 doz. case, per doz. | \$1 00 |
| 7-lb. pails and 5 and 7 lb. tins  | 0 07   |

## PICKLES.

|                                   |      |
|-----------------------------------|------|
| A. P. Tippet & Co., Agents.       |      |
| Patent stoppers (pints), per doz. | 2 33 |
| Corked (pints), " "               | 1 90 |

## SODA.—COW BRAND.



Case of 1 lbs. containing 60 pkgs., per box, \$3.00  
Case of ½ lbs. (containing 120 pkgs.) per box, \$3.00.  
Case of 1 lb. and ½ lbs. (containing 30 1 lbs. and 60 ½ lb. packages) per box, \$3.00.  
Case of 50. pkgs (containing 96 pkgs) per box \$3.00.

EMPIRE BRAND SODA.  
Case 120 ½-lb. pkts. (60 lb.) per case \$3.00  
Case 96 10-oz. pkts. (60 lb.) per case \$3.00

## SOAP

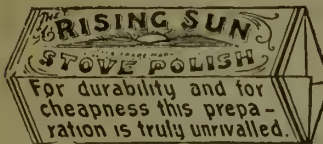


Gloria Soap, per gross..... 12 00  
Straw Hat Polish, per gross..... 10 20

## STOVE POLISH.



No 4-3 dozen in case, per gross .. 4 27  
" 6-3 dozen in case " " " " 8 40



Per gross  
Rising Sun, 6-oz. cakes, ¼ gross bxs \$3 50  
Rising Sun, 3-oz. cakes, gross boxes.. 4 50  
Sun Paste 10c. size, ¼ gross boxes... 10 00  
Sun Paste, 5c. size, ¼ gross boxes .. 5 00



## STARCH.

EDWARDSBURG STARCH CO., LTD.

| Laundry Starches—                                 |                 | per lb. |
|---------------------------------------------------|-----------------|---------|
| No. 1 White or Blue, 4-lb. cartons                | No. 1 " " 8-lb. | 0 06½   |
| Canada Laundry .....                              |                 | 0 06½   |
| Silver Gloss, 6-lb. draw-lid boxes                |                 | 0 08    |
| Silver Gloss, 6-lb. tin canisters..               |                 | 0 08    |
| Edwards' Silver Gloss, 1-lb. pkg.                 |                 | 0 08    |
| Kegs Silver Gloss, large crystal                  |                 | 0 07    |
| Benson's Satin, 1-lb. cartons ..                  |                 | 0 08½   |
| No. 1 White, bbls. and kegs .....                 |                 | 0 05½   |
| Benson's Enamel, per box .....                    |                 | 3 00    |
| Culinary Starch—                                  |                 |         |
| Benson & Co.'s Prep. Corn.....                    |                 | 0 67    |
| Canada Pure Corn .....                            |                 | 0 05½   |
| Rice Starch—                                      |                 |         |
| Edwardsburg No. 1 white, 1-lb. cart               |                 | 0 10    |
| Edwardsburg No. 1 White or Blue, 4-lb. lumps..... |                 | 0 08½   |

## KINGSFORD'S OSWEGO STARCH



|                              |                                                       |        |
|------------------------------|-------------------------------------------------------|--------|
| SILVER GLOSS                 | 40-lb. boxes, 1-lb. pkgs.                             | 0 08½  |
| GLOSS                        | 6-lb. boxes, sliding cover (12-lb. boxes each orates) | 0 08   |
| PURE                         | 40-lb. boxes 1-lb. pack....                           | 0 07   |
|                              | 48-lb. 16 3-lb. boxes                                 | 0 07   |
|                              | For puddings, custards, etc.                          |        |
| OSWEGO                       | 40-lb. boxes, 1-lb. packages .....                    | 0 07½  |
| CORN STARCH                  |                                                       |        |
| ONTARIO                      | 38-lb. to 45-lb. boxes, STARCH 8 bundles .....        | 0 06   |
| STARCH 1N                    | Silver Gloss .....                                    | 0 07½  |
| BARRELS                      | Pure .....                                            | 0 03½  |
| BEE STARCH.                  |                                                       |        |
| Cases, 64 pkgs. 48's .....   |                                                       | \$5.00 |
| ¼ Cases, 32 pkgs. 24's ..... |                                                       | 2.50   |
|                              | Packages 10c. each.                                   |        |

## BRANTFORD STARCH WORKS, LIMITED.

Ontario and Quebec.

| Laundry Starches—                              |  |         |
|------------------------------------------------|--|---------|
| Canada Laundry, boxes of 40 lbs.               |  | \$0 05¼ |
| Acme Gloss Starch—                             |  |         |
| 1-lb. cartons, boxes of 40 lbs....             |  | 0 05¾   |
| Finest Quality White Laundry—                  |  |         |
| 3-lb. canisters, cases of 48 lbs...            |  | 0 06¼   |
| 4-lb. " " " " " " " " " "                      |  | 0 06¼   |
| Barrels, 175 lbs. ....                         |  | 0 05½   |
| Kegs, 100 lbs. ....                            |  | 0 05½   |
| Lily White Gloss—                              |  |         |
| 1-lb. fancy cartons, cases 30 lbs.             |  | 0 08    |
| 6-lb. toy trunks, 8 in case                    |  | 0 08½   |
| 6-lb. enamelled tin canisters, 8 in case ..... |  | 0 08    |
| Kegs, ex. large crystals, 100 lbs.             |  | 0 07    |
| Brantford Gloss—                               |  |         |
| 1-lb. fancy boxes, cases 36 lbs...             |  | 0 08½   |
| Canadian Electric Starch—                      |  |         |
| Boxes of 40 fancy pkgs, per case               |  | 3 25    |
| Celluloid Starch—                              |  |         |
| Boxes of 45 cartons, per case...               |  | 3 75    |
| Culinary Starches—                             |  |         |
| Challenge Prepared Corn—                       |  |         |
| 1-lb. packages, boxes 40 lbs....               |  | 0 05½   |
| No. 1 Brantford Prepared Corn—                 |  |         |
| 1-lb. packages, boxes 40 lbs....               |  | 0 07    |
| Crystal Maize Corn—                            |  |         |
| 1-lb. packages, boxes 40 lbs....               |  | 0 07    |



## TEAS.

SALADA CEYLON.

Wholesale. Retail.

|                                 |      |      |
|---------------------------------|------|------|
| Brown Label, 1's .....          | 0 20 | 0 25 |
| " " ½'s .....                   | 0 21 | 0 26 |
| Green Label, 1's and ½'s .....  | 0 22 | 0 30 |
| Blue Label, 1's, ½'s and ¼'s .. | 0 30 | 0 40 |
| Red Label, 1's and ½'s .....    | 0 36 | 0 50 |
| Gold Label ½'s .....            | 0 44 | 0 60 |



Ceylon Tea, in 1 and ½ lb. lead packages. black or mixed.

|                                       |      |
|---------------------------------------|------|
| Black Label, 1-lb., retail at 25c.... | 0 19 |
| " ½-lb., " " " " " "                  | 0 20 |
| Blue Label, retail at 30c. ....       | 0 22 |
| Green Label " 40c. ....               | 0 28 |
| Red Label " 50c. ....                 | 0 35 |
| Orange Label, retail at 60c. ....     | 0 42 |
| Gold Label, " 80c. ....               | 0 55 |

## OROWN BRAND

Wholesale Retail.

|                                 |      |      |
|---------------------------------|------|------|
| Red Label, 1-lb. and ½'s .....  | 0 35 | 0 50 |
| Blue Label, 1-lb. and ½'s ..... | 0 28 | 0 40 |
| Green Label, 1-lb. ....         | 0 19 | 0 25 |
| Green Label, ½'s .....          | 0 20 | 0 25 |
| Japan, 1's .....                | 0 19 | 0 25 |

## "SNELLINGS PATENT"



English Breakfast Hopped Tea, 29c.; retail, 40c. A. Waddell & Co. agents, Toronto. Samples on application.



|                          |      |
|--------------------------|------|
| Cases each 60 1-lb. .... | 0 32 |
| " " 60 ½-lb. ....        | 0 35 |
| " " 30 1-lb. ....        | 0 35 |
| " " 120 ½-lb. ....       | 0 36 |



LUDELLA CEYLON, 1 AND ½'S PKGS.

|                              |       |      |
|------------------------------|-------|------|
| Blue Label, 1' .....         | 0 18½ | 0 25 |
| Blue Label, ½'s .....        | 0 19  | 0 25 |
| Orange Label, 1's and ½'s .. | 0 21  | 0 30 |
| Brown Label, 1's and ½'s ..  | 0 28  | 0 40 |
| Brown Label, ½'s .....       | 0 30  | 0 40 |
| Green Label, 1's and ½'s ..  | 0 35  | 0 50 |
| Red Label, ½'s .....         | 0 40  | 0 60 |

## TOBACCO.

THE EMPIRE TOBACCO CO. LIMITED.

|                                    |      |
|------------------------------------|------|
| Smoking—Empire, 3½, 5s and 10s..   | 0 39 |
| Royal Oak, 2 x 3, Solace, 8s ..... | 0 52 |
| Something Good, 7s .....           | 0 43 |
| Chewing—Hobe, 5s and 10s .....     | 0 36 |
| Currency, 13½oz. bars, spaced 9s.  | 0 39 |
| Currency, 6s and 10s .....         | 0 39 |
| Old Fox, Narrow 10s .....          | 0 39 |
| Snowshoe, pound bars, spaced 6s.   | 0 43 |
| Pay roll, 6s .....                 | 0 44 |

## WOODENWARE

BOKKH BROS. &amp; COMPANY.

|            |                         |      |
|------------|-------------------------|------|
| Washboards | Leader Globe.....       | 1 40 |
| "          | Improved Globe.....     | 1 10 |
| "          | Standard Globe.....     | 1 70 |
| "          | Solid Back Globe.....   | 1 80 |
| "          | Jubilee (perforated) .. | 1 85 |
| "          | Crown .....             | 1 25 |

F.o.b. Toronto.

## YEAST.

|                                        |      |
|----------------------------------------|------|
| Royal yeast, 3 doz. 5c. pkgs. in case. | 1 00 |
| Jersey cream yeast cake, 3 doz. 5c.    | 1 00 |
| Victoria " 3 doz. 5c.                  | 1 10 |
| " " 3 doz. 10c.                        | 1 80 |

## We are always glad

to receive orders for the insertion of advertisements. But will those who send us "Condensed" or "Want" advertisements please bear in mind that they can only be inserted when cash or stamps accompany the order. The rate is 2c. per word each insertion, numbers and contractions counting as words.

MACLEAN PUB. Co., Limited

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Toronto.

## WE STOCK

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## SYRUP PUMP

AND MEASURE.

Highly commended by those who KNOW. (Ask for circular).

WALTER WOODS &amp; CO.

HAMILTON.

## Soap

"IMPERIAL" and "SNOW"

Twin Cakes.

NOW IN STORE.

Perkins, Ince &amp; Co., - Toronto.



ASK FOR

MOTT'S

GOLD MEDAL, PARIS, 1900.

## Walter Baker &amp; Co.'s PURE, HIGH GRADE Cocoas and Chocolates.



TRADE-MARK.

Breakfast Cocoa.—Absolutely pure, delicious, nutritious, and costs less than one cent a cup.

Premium No. 1 Chocolate.—The best plain chocolate in the market for drinking and also for making cake, icing, ice-cream, etc.

German Sweet Chocolate.—Good to eat and good to drink; palatable, nutritious, and healthful.

WALTER BAKER &amp; CO. Ltd.

ESTABLISHED 1780.

DORCHESTER, MASS.

BRANCH HOUSE, 12 and 14 St. John St., MONTREAL.

TRADE-MARK ON EVERY PACKAGE.



# The Auer Gas Lamp

Money-Back Style.

No. 9

EVERY store-keeper who wants a brightly lighted store should use this lamp—it is the only one giving 200 candle power.

IT makes its own gas automatically and is cheaper to run than a center-draft oil lamp.

THERE is no smoke or smell, of any kind, from it.

HUNDREDS of them are in use and every one is giving satisfaction.

AUER LIGHT CO., 1682 Notre Dame St., MONTREAL.



IF THE LAMP IS NOT ALL YOU HOPE IT TO BE WE WILL CHEERFULLY RETURN YOUR MONEY.

WRITE FOR OUR CATALOG AND DISCOUNTS.

When you get right down to the fine point you'll find that



## "EMPIRE" SODA

BEST FOR BAKING

is the most profitable for you to handle, and the best, purest and surest Super Carb. Soda you can give your customers. Made and put up in handsome packets by

BRUNNER, MOND & CO., Limited,  
Norwich, England.

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For sale by all Wholesale Dealers

See that you get them.

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of any kind that is of value to business men supplied by our Bureau. We can give you market quotations from any town in Canada, reports from the city markets, stock quotations, etc. You can get commercial news from any Canadian paper through us.

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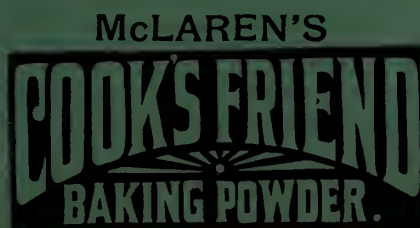
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The Best Grocers make a point of Keeping it always in Stock.

# For Christmas Trade

Is your stock complete?

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COLORED GLASS VASES,  
COLORED GLASS WATER SETS,  
CHINA FANCY GOODS,  
DECORATED OPAL,  
LAMPS OF ALL KINDS,  
ORIENTAL FIGURES,  
FRENCH CHINA,  
RICH CUT GLASS.

The time is short now but our **Mail Order Department** is at your service and we promise immediate and careful attention to any orders entrusted to us.

It's not too late yet to write for our "**Opal Catalogue**" or "**A Few Christmas Suggestions.**"

**GOWANS, KENT & CO.**  
TORONTO and WINNIPEG.

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Mince Meats may come,

OTHER

Mince Meats may go,

BUT

**WETHEY'S MINCE MEAT**

sells on forever.

For sale by all leading wholesalers.

MANUFACTURED BY

**J. H. WETHEY,**  
LIMITED  
ST. CATHARINES, ONT.

# Crosse & Blackwell, Limited

## *Pickles, Sauces, Jams and Preserved Provisions.*

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CHAS. F. CLARK, President.

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...ESTABLISHED 1849..

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The original and only Genuine Preparation for Cleaning Cutlery 6d. and 1s. Canisters.

'WELLINGTON'

**KNIFE POLISH**

**JOHN OAKEY & SONS, LIMITED**

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Agent:

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